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# Travel Daily

First with the news

Wednesday 18th May 2011

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ISSN 1834-3058

## Oaks bid recommended

**THE** board of Oaks Hotels and Resorts today recommended that investors accept the 52c/share Minor International takeover offer.

The move follows the withdrawal of the rival RFG bid and confirmation that Minor now holds over 55% of the company.

## Britain targets 1m Aussies

**VISITBRITAIN** has set itself the goal of luring a record breaking 1 million visitors from Australia in 2011, riding on the back of major sporting and pageantry events.

Last year, the UK attracted 976,000 Aussies, which the agency's head, Sandie Dawe, referred to as "no mean feat" for a long-haul market.

This month's Royal Wedding and the 2012 Olympic/Paralympic Games represent "a moment of extraordinary opportunity" for British tourism to capitalise on the heightened global interest in the UK, Dawes said at Destination Britain & Ireland yesterday.

"Australia is performing really well, and as one of our top 10 markets (*TD* yesterday) it could this year break through the 1 million visitor barrier," she said.

The past few weeks have been "a really exciting time for anyone involved in tourism in Britain right now," Dawes added.

An audience of around 2 billion people globally were reported to have tuned into the wedding of Prince William to Catherine Middleton, and VisitBritain used that event not only to showcase London, but to launch a two year celebration of all things English.

"There is certainly a buzz, and what we're telling people now is there isn't a better time to visit."

Other key events include the Queen's Diamond Jubilee - a year-long celebration of British heritage and the monarchy, centred on the

60th anniversary of Her Majesty's 1952 coronation.

VisitBritain Marketing Manager Australian/NZ, Mark Haynes, told *Travel Daily* in India that coverage of the Jubilee will be comparable to that of the Royal Wedding.

"The Royal Palaces across the country will be putting on big celebrations during the summer for visitors, so it'll be a golden time to come visit," Haynes said.

A global TV campaign inviting international markets, including Australia, to the UK is to launch globally in Jun in conjunction with VisitBritain's key partners.

More from Destination Britain on page 3 and page 5.

## QF to boost MEL A380s

**QANTAS** is set to increase its A380 superjumbo services between Melbourne and Los Angeles later this year.

According to agent GDS displays, the current four times weekly MEL-LAX A380 services will move to 6/week from 30 Oct.

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## MEL, Avalon lockdown

**AN** unspecified "explicit threat" against Avalon and Melbourne Airports this morning saw major Australian Federal Police activity at both facilities, after several media outlets were sent letters detailing a possible attack.

Although security has increased, Qantas, Jetstar and Virgin say their flights at both airports are operating to schedule.

## 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
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- Finnair incentive

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Wednesday 18th May 2011

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## TI commission bonus

**TRAVEL** Indochina is turning 18, but travel agents get the gifts, with the wholesaler offering an "exceptional" 18% commission for 18 days to celebrate. It's valid for all new Small Group Journey bookings made 18 May-06 Jun, for travel through to 30 Sep.



## Fiji Tourism to audit spend

**Fiji's** tourism minister Aiyaz Sayed-Khaiyum has signalled a wide-ranging review of Tourism Fiji's FJ\$23.5m annual spending, in the light of the latest arrival figures and the growth of potential new target markets.

Speaking to **TD** this morning at Bula Fiji Tourism Exchange, the minister said "It's not about finances - it's about how to be clever with our marketing and dollar".

BFTE this year for the first time ever includes seven wholesalers from India, signalling Tourism Fiji's focus on emerging markets which also include China.

Fiji is still a firm favourite for Australians, with Aussie numbers to Fiji up a very healthy 17% on last year, while arrivals from around the globe totalled 631,860 - surpassing a 2012 government target of 600,000 two years earlier than expected.

Q1 2011 has also seen further business, with more than 125,000 arrivals, up 3.7% on last year and closing in on the record of 131,600 set in 2008.

As well as Australia, growth areas for Fiji included the US, China and Taiwan.

But arrivals from Japan and Korea decreased - as did Kiwi travellers to NZ, down 2.5%, while Canada was also "a bit soft".

Sayed-Khaiyum said the review would not just be about visitor numbers, saying "we need to look at the yields as well".

He mentioned plans to package Fiji with other South Pacific countries for long-haul markets, but declined to speculate on possible partner destinations, saying this was "for individual providers to decide".

More from Bula Fiji 2011 on **page seven** of today's **TD**.

## Hangover movie pass

**THAI** Airways International is offering a lucky **TD** reader a double pass to the new movie *The Hangover Part II* which opens in Australia on 26 May.

To win the pass, be the first person to answer the question: *Which hotel and which city was The Hangover Part II filmed in?* - [hangover@traveldaily.com.au](mailto:hangover@traveldaily.com.au).

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## 15th year for Avis Agent Scholarship

**REGISTRATION** has today officially opened for the 2011 Travel Agent Scholarship of Excellence program, which will once again offer a grand prize of an educational and travel package valued at over \$40,000.

The scholarship has been in operation since 1996, with Russell Butler from major sponsor Avis saying that with the dramatic changes in the Australian travel

landscape over the last 15 years, the program's enduring success was "a testament to the quality of Australian travel professionals".

He said the rise of online competition had highlighted just how vital exceptional customer service is to the success of traditional travel retailers.

"That is one of the key reasons why the Avis Scholarship remains more relevant than ever before".

The winner this year will receive a range of prizes to help develop their career including two Qantas return Business Class tickets to New York, six night's luxury accommodation, car hire, a tour of Avis World Headquarters, four ICCA cruise training modules, and admission into the TIME program.

Agents wanting to throw their hat in the ring can simply sign up at [www.avisscholarship.com](http://www.avisscholarship.com) and answer a series of questions on their individual approach to customer service.

The registration deadline is 22 Aug, with the winner to be announced at a gala dinner at the Sydney Four Seasons Hotel after a final judging session on 08 Nov.

## Goring Royal suites

**BOUTIQUE** London hotel, The Goring, will shortly begin marketing the rooms occupied by the new Duchess of Cambridge on the night before her recent Royal Wedding.

The two bedroomed 'Royal Suite' (a name chosen prior to the Middleton interest) is located on the top floor garden side and features French windows and a second reception room.

Director of sales Tracy Ramsey told **TD** yesterday at Destination Britain & Ireland that interest in the property, including enquiry levels from Australia had "gone crazy" since the Royal Wedding.

Australia is The Goring's third largest market, with the property locally distributed through the Virtuoso network and the hotel's local representative, Tony Knox.

**MEANWHILE**, The Goring is preparing to open a bamboo beach bar for the summer period within the hotel, complete with 60 tonnes of sand - a unique London venue offering afternoon tea or cocktails on the beach.

Click the logo above to see The Goring at [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## Window Seat

**SOCIAL** media is everywhere - even in the maternity ward.

A couple in Israel have attracted worldwide attention this week after they named their newborn baby after the Facebook 'Like' button - a sister to similarly unusually named siblings Dvash (Hebrew for 'Honey') and Pie (as in Apple Pie).

Like Adler's mum says the infant is already very popular, with the six-day old having more than 1600 friends on her personal Facebook page.

**CHEEKY** US carrier Spirit Airlines has once again been quick off the mark with a topical promotion, overnight launching a new ad leveraging from the widely publicised split between former California governor Arnold Schwarzenegger and his wife, Maria Shriver after he revealed he'd had a love-child with one of his household staff.

The carrier's website now shows a video simulating the heat-sensing retinas of Schwarzenegger's iconic Terminator movie robot, capturing an infra-red image of an attractive housemaid (below).

The punch-line of the ad promotes "Fares so low, you can take the whole family - including that half-brother you just met!".



Dubrovnik, Croatia

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Travel Daily  
on location in  
Cologne, Germany

Today's issue of TD is coming to you from *Avalon Panorama*, courtesy of the Globus Family.

**CELEBRATING** the wines of the Rhine last night, guests on board *Panorama* were treated to a gala dinner of German cuisine, pinots and rieslings.

This may explain the absence of TD and several agents from the 8am walking tour of Cologne; but most conveniently, the city's famous Gothic cathedral was visible from one's suite.

Executives officially announced the line's 2012 program with two new 'suite ships' in Europe – *Avalon Vista* and *Avalon Visionary* – and a 16-cabin vessel for the Mekong, *Avalon Angkor*.

See story on this page as well as tomorrow's *Cruise Weekly* for details - [cruiseweekly.com.au](http://cruiseweekly.com.au).

## BlackBerry Travel App

A NEW travel application for BlackBerry smartphones has been released in Australia today.

The integrated tool allows users to plan, book, manage and share travel activities quickly and easily, with push notifications and seamless integration of itineraries and flight status updates into the standard BlackBerry Calendar.

New booking confirmations or itineraries received into the email inbox are automatically added to the calendar.

And the app offers other tools such as currency conversion, weather forecasts and a hotel booking facility in conjunction with a range of suppliers including Expedia Affiliate Network, Hilton and Starwood Hotels.

The new app was built in collaboration with mobile travel platform developer WorldMate, and is now available as a free beta download from the Test Center on the BlackBerry App World.

## Five new ships for Avalon Waterways

**AVALON** Waterways has confirmed further details of two additional European river ships (*TD Mon*) as well as another two ships for Egypt and a new vessel to cruise the Mekong River in Indochina (*TD yesterday*).

Two more so-called 'suite ships' will cruise in Europe on the Danube and the Rhine in 2012 - the 83-cabin *Avalon Vista* and the 64-cabin *Avalon Visionary*.

As with *Panorama* both ships will offer two full decks of all-suite accommodation and Avalon's panoramic 'open-air' balcony windows, increasing the Avalon fleet to 11 vessels with an average age of just over 2 years.

In Egypt next year Avalon will introduce the 74-cabin *MS Mayfair* and 65-cabin *MS Kasr Ibrim*, with programs including new itineraries beyond the Aswan Dam to archaeological sites across Lake Nasser.

And the new 16-cabin *Avalon*

*Angkor* will cruise between Ho Chi Minh City in Vietnam and Siem Reap in Cambodia.

Avalon's 2012 program will offer 25 European itineraries on the Rhine, Main, Danube, Moselle, Seine and Rhone rivers.

But that's not all - Avalon will also feature new cruises in Egypt and Indochina, not to mention on China's Yangtze River and also in the Galapagos Islands.

Fledgling river cruisers may be enticed by the lead in price of just \$1028pp for the four day *A Taste of the Danube* voyage between Vienna and Budapest.

A range of limited earlybird deals are on offer for bookings made before 30 Sep including savings of \$1000 per couple on the inaugural 2012 cruises on board *Avalon Panorama*, *Avalon Vista*, and *Avalon Visionary*.

The strong Aussie dollar means Avalon's 2012 prices are about 10% less than this year.

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Today's issue of TD is coming to you from Destination Britain & Ireland (DEBI) in Bangalore, India courtesy of VisitBritain

**DESTINATION** Britain & Ireland began the first of two days of B2B sessions yesterday, equipping buyers with what they need to know to sell England, Scotland, Ireland and London better.

According to VisitBritain chief executive, Sandie Dawe, "there's always something new going up in Britain", with a number of new hotels and attractions to open.

Boutique hotels, a Harry Potter character attraction and a Dr Who exhibition are shortly coming online, and there's a cavalcade of new exhibitions and displays also to come.

DEBI is giving the four Aussie delegates here in Bangalore the opportunity to learn more about these products and build relationships, in order to boost sales and revenue.

Wednesday 18th May 2011

## Titanic rebirth in 2012

**BELFAST** in Ireland will next year open a brand new attraction that's based on the history of the ill-fated Titanic cruise ship.

The 'Titanic Belfast' visitor centre will recreate the sights, sounds, smells and stories of the shipyard where Titanic was built.

The six-storey structure is star-shaped, with each of the 4 points of the star designed to resemble the hull of an oceanliner.

Titanic Belfast is slated to open year round to the public from Apr - see [www.the-titanic.com](http://www.the-titanic.com).

## More Ambassadors

**VISITBRITAIN** has confirmed that it will broaden its coterie of Goodwill Ambassadors (**TD** yesterday) beyond three, with more celebrities from the UK end to be named next month.

## Sure to be sure, in Bangalore?



**ABOVE:** Australian delegates at this year's Destination Britain & Ireland summit in Bangalore were last night treated to an evening of Indian music, dancing and cuisine while in Bangalore, hosted by Tourism Ireland.

Pictured poolside at The Leela Palace, **from left** are: Greg McCallum, Rail Plus marketing mgr; Mark Haynes, VisitBritain marketing mgr, Australia/NZ; Judy Atha, Flight Centre global product; and Mark Banning-Taylor, Odyssey Travel ceo.

Not pictured is the other Aussie delegate, Heather Burgess, Holidays on Location group travel manager.

## Welsh rail connection

**THE** Ffestiniog and Welsh Highland Railways which passes through Snowdonia National Park from Caernar to Blaenau Ffestiniog have joined - thereby becoming the longest heritage railway route in Britain - info at [festrail.co.uk](http://festrail.co.uk).

## No VB MICE budget

**THE** British marketing agency has pulled its funds for the MICE industry due to budgeting cutbacks announced last year.

"It's a big part of the inbound market to the UK but VisitBritain is not going to be focusing on that segment," said VisitBritain ceo Sandie Dawes in India this week.

Instead, support for the "less prioritised" Meetings, Incentive, Conference & Exhibition markets will be derived from specific UK marketing departments.

"There's a lot of work being done by our other partners with Visit London, VisitScotland, Visit Wales and Visit England all active in that area, as well as some of the convention bureaux.

"So we've chosen not to put our resources into that area," she said.

Dawes didn't rule out support for sporting, cultural or business events in the future, which may require the backing of VisitBritain "to win the business."

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Wednesday 18th May 2011

## Virtuoso Parisian hotel

**LUXURY** global travel network Virtuoso has signed the first French hotel to join its exclusive Preview program - the upcoming Mandarin Oriental Paris.

The 138 room property is earmarked to open later this year on the highly fashionable Rue Saint-Honore near the Louvre.

**Celebrate Travel Daily's new website by entering to WIN a trip for two to Abu Dhabi**

[Click here for details](#)



## QF points more taxing

**AN** email sent to Qantas Frequent Flyers about the major changes to the program (**TD** yesterday) has further details, including an increase in the number of points which can be used to pay for surcharges, fees and taxes on redemption flights.

Effective 01 Jul the points required will increase by 50% to 4500 points per segment on eligible Australia and NZ domestic Classic Award flights, with QF citing the "ongoing volatility in fuel prices" for the move.

## Webjet hotel bonus

**WEBJET** is offering a \$50 Webjet voucher for every hotel booking worth more than \$500.

The special deal is available on bookings made 17-24 May at any of the more than 69,000 hotels at [hotels.webjet.com.au](http://hotels.webjet.com.au).

## Tok Tok 2011 dates

**VANUATU** Tourism's annual Tok Tok tourism trade show (**TD** yesterday) will take place on 25-26 Aug this year.

## OS baggage boost

**AUSTRIAN** Airlines is revising its luggage policy effective 01 Jun, allowing pax to carry more when flying long-haul routes to Europe from Asia and the Middle East.

Economy class pax will be able to carry three additional kilos of luggage in one bag, up to 23kgs, and Business class pax can take an extra two kilos, up to 32kgs, and an allowance of two bags.

New "reasonably priced" excess fees will also be introduced.

## Langham Shanghai TSAX welcome

**RIGHT:** The upmarket Langham Xintiandi Shanghai was showcased to Travelscene Corporate owners and managers last weekend during the 2011 TSAX Corporate Symposium (**TD** Mon).

The 150-strong Australian conference group were the first guests to experience the hotel's stunning new XTD elevated outdoor lounge and bar, during the event's welcome cocktail party held last Fri night.

Pictured enjoying the facilities are, from left: The Dorchester Collection's Parris Fotias; Donna Campbell from the Langham Xintiandi Shanghai; and Travelscene American Express ceo Mike Thompson.



## TQ's Best Expedition

**BEN** Southall, winner of Tourism Qld's *Best Job in the World* Island Caretaker competition, will this Sat set off on the *Best Expedition in the World* - a four month 1600km sea safari along the Barrier Reef, tracing Captain Cook's 1770 route; more info at [bestexpeditionintheword.com](http://bestexpeditionintheword.com).

## SCENIC TOURS

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**SCENICTOURS** is Australia's leading escorted touring company delivering the ultimate touring experience across Asia Pacific, Canada, Europe and to a number of other international destinations.

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Reporting to the Managing Director, the role requires the successful applicant to create new and unique touring / cruising products, as well as managing the existing product range. The person we are looking for must have extensive knowledge of product management of the Asia Pacific region including negotiation, product design, costings, brochure production and relationship management.

You must be a strong negotiator, a creative thinker and have a strong working understanding of Asia Pacific touring and or cruising. You will need to use your research and tour planning skills to develop new products and your strong organisational skills to ensure that you are successful in managing brochure releases. Solid MS Office skills, including advanced Excel skills, are essential.

The successful applicant will have at least 5 years' experience in Asia Pacific touring product and cruise experience is an advantage.

Please register your interest by emailing your resume and remuneration expectations to: [employment@scenictours.com](mailto:employment@scenictours.com) with Product Manager in the subject line by COB Friday 27 May 2011.

For further information on the company please visit our website [www.scenictours.com](http://www.scenictours.com).

## QATAR AIRWAYS RECRUITMENT

### Sales Executive (Melbourne based)

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Applicants must have the right to live and work in Australia. Please send your detailed CV to [ssaw@au.qatarairways.com](mailto:ssaw@au.qatarairways.com) by 31 May 2011. Only those candidates that have made the shortlist will be advised.



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Today's issue of TD is coming to you from the 2011 Bula Fiji Tourism Exchange, courtesy of Tourism Fiji and Air Pacific.

THE 17th annual Bula Tourism Exchange is being held at the Naviti Resort and Warwick Resort and Spa in Fiji along the Coral Coast from 18-20 May.

Buyers from around the world including 31 Australians and 15 New Zealanders have come to meet with approximately 160 sellers in the Pacific including: Fiji, American Samoa, Cook Islands, New Caledonia, Niue, Papua New Guinea, Samoa, Solomon Islands, Tahiti, Tonga, and Vanuatu.

Fiji is being represented by over 100 sellers including Air Pacific and Pacific Sun, Air New Zealand, Beachcomber Island Resort, Captain Cook Cruises, Fiji Hideaway Resort and Spa, Intercontinental Fiji Golf Resort and Spa, Lailai Beach Resort, Outrigger on the Lagoon Fiji, Radisson Resort Fiji Denarau Island, Rosie Holidays, Tambua Sands Beach Resort, Vatulele Island Resort and many more.

Wednesday 18th May 2011

## Fiji China arrivals soar

AIR Pacific and Cathay Pacific's newly introduced codeshare service between Hong Kong and Nadi has increased visitor arrivals from China by 30.9% year on year.

This increase is seen as a step in the right direction, as part of Tourism Fiji's focus on India and China as emerging markets (p2).

"We are not moving away from Australia and New Zealand", said Aiyaz Sayed-Khauyum, Attorney General and Minister for Tourism, adding that these traditional markets "need to be maintained".

But hotels, resorts and tourist attractions will "need to be geared to help new visitors" from China and India, as they will have new tastes, demands and language.

"We need to reconfigure ourselves...from three to five star Fiji can cater to all markets as long as hoteliers are flexible.

"We are just scratching the surface at the moment", commented Sayed-Khauyum.

## Meet Fiji's tourism chiefs

THE importance of tourism to Fiji's economy was emphasised today at BFTE 2011, with the country's Attorney General and Minister for Tourism, Aiyaz Sayed-Khauyum conducting a series of briefings with participants in the tourism trade show.



Sayed-Khauyum is pictured above right with Tourism Fiji ceo, the one and only Josefa Tuamoto.

And at left, Tuamoto is pictured with Air Pacific Regional General Manager for Australia, New Zealand and Asia, Victor Sharan.



See the new TD website at [www.traveldaily.com.au/photos](http://www.traveldaily.com.au/photos) for lots more exclusive pics from BFTE.

## Accor targets Aussie Fiji short breaks

FIJI is continuing to grow in popularity as a short break destination for Australians, according to Accor regional gm for Fiji, Lee Pearce.

Speaking at BFTE today, Pearce said many stays at Accor's four Fiji properties are now five days or less, with stability from the Australian market giving the group the "freedom and confidence to pursue opportunities from the emerging markets of Hong Kong and China.

"Overall it's an exciting and positive time for our hotels and tourism generally in Fiji which is a good way to be," he said.

"The Fijian government is highly supportive of our industry and our strategies to maintain our traditional markets while growing new diversified markets".

MEANWHILE the gm of Accor's Sofitel Fiji Resort & Spa, Adam Laker, has urged Fijian tourism operators to continue to invest in their products.

He announced today that the Sofitel Fiji would this year undertake a major guest room renovation to further enhance the hotel's luxury offering.

## Uluru extension

THE booking deadline for agents wanting to participate in a top sellers Red Centre famlil has been extended until the end of Jun.

The top selling consultants of Ayers Rock packages incl at least two night's accommodation will win a place on the trip which is part of Territory Discoveries' 2011/12 familiarisation program. More info 13 67 83.

## Groupon winner

CONGRATULATIONS to Swati Gupta from QBT, who was the lucky winner of last Fri's *Travel Daily* Groupon competition.

## Bargain China tours

HELEN Wong's Tours today released a new 15-day 'China Experience' tour priced from just \$2888 per person including return flights from Australia.

The exclusive deal visits Guilin, Hangzhou, Shanghai and Beijing also features daily breakfast and lunch, five dinners, transfers, sightseeing and entrance fees, domestic flights within China, English-speaking guides and a China visa.

More info 1300 788 328.

SINGAPORE AIRLINES



## MULTIPLE VACANCIES - SYDNEY

Singapore Airlines is seeking to appoint the following positions:

### Passenger Sales Executive – Permanent Full Time

This is a specialist sales position, with a requirement for wide industry knowledge and sales skills. Knowledge of marketing systems is essential

### Sales Assistant – Permanent Full Time

A good entry point into the NSW Sales environment, successful applicants will require a strong service ethic and a keen eye for detail.

### Customer Services Officer (Baggage) – Permanent Part Time

Must possess an overall understanding of airport functions together with an understanding of Baggage Mishandling/Claims policies, Reservations, Basic Ticketing and all Administrative Duties.

### Ticket Officer – Temporary Full Time (12 months – maternity leave replacement)

Must be competent in all aspects of fares & ticketing, including net and published airfares.

### Groups & Incentives Sales Officer – Temporary Full Time (12 months)

Applicant must be able to provide efficient service and promote the sale/bookings of Groups on Singapore Airlines services as well as encourage loyalty and repeat business for the Company.

Requests for position descriptions and written applications should be forwarded to:

Mr Matt Raos

Manager NSW & ACT

E-mail: [Anastasia\\_Petsas@singaporeair.com.sg](mailto:Anastasia_Petsas@singaporeair.com.sg)

Applications close 26 May 2011

Only shortlisted candidates will be contacted for an interview

## Raffles for Istanbul

**RAFFLES** Hotels & Resorts has announced plans to open a 180 room property in Turkey by the fourth quarter of 2012, named the Raffles Istanbul Zorlu Center.

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



**Q.13: Under which section on Hawai'i Tourism's Travel Trade website can you download Hawai'i Travel Guides and Maps?**

Hint! Visit [www.hawaii.com.au/traveltrade](http://www.hawaii.com.au/traveltrade)

Click here for more information



## Kayaking in Milford

**NZ** tourism company Southern Discoveries has announced further expansion, with consent granted by authorities for a new kayak operation in Harrison Cove on Milford Sound.

The guided activity will be offered to a maximum of 12 passengers on up to four trips per day lasting about 90 minutes.

Southern Discoveries this week announced the purchase of Te Anau-based coach and tour operation Go Milford (**TD** Mon).

## Wendy Wu repricing

**WENDY** Wu Tours has reduced the price of all group tours across its portfolio for travel between 01 Jul and 31 Dec, as a result of the soaring Australian dollar.

GM Alan Alcock said the company uses short term currency hedging, which is under constant review, to enable stability of pricing for the life of each year's brochure.

He said the latest review has seen reductions on brochure prices of up to \$346pp.

## FC making a Sabah splash



**ABOVE:** 94 Flight Centre staffers travelled to Sabah last weekend for the Western Australia Team Leaders Conference.

The group flew on the new direct Malaysia Airlines service from Perth to Kota Kinabalu, and took in the local culture as well as enjoying a range of activities.

One of the team building programs was white water rafting on the Kiulu River, and pictured ready to make the plunge complete with goggles, bathing caps and floaties are, from left: Gwenda Zappala, Sabah Tourism Australia, Mel Tipper, Escape Travel Ocean Keys; Sean Berenson, Nation Leader WA; MJ Wilton, Escape Travel Whitfords; and Ingrid Borgas, Escape Travel Joondalup.

## QF freight changes

**QANTAS** and Australia Post this morning announced a major reconfiguration of their joint venture businesses, Star Track Express and Australian Air Express.

The retail division of AAE will be merged with Star Track Express, which will become a solely retail-focused business offering road and air services.

AAE will focus on "domestic air linehaul and cargo terminal operations" with a shared services model for both operations.

QF ceo Alan Joyce said the changes, to roll out over the next 12 months, would "improve the value and competitiveness of both businesses."

## Multi Skilled Corporate Travel Consultant Immediate START



Our Artarmon office is a boutique Corporate Agency requiring a Multi Skilled Consultant to be part of our Dynamic team!

The Corporate role requires 3 years + current and working experience within the Corporate Travel Sector of the industry. Systems of Sabre is essential, and Tramada is Preferred but not essential, on job training can be provided. You must be a Self Ticketing Consultant, and have strong wide fares knowledge and understanding. Salary NEG for the right person with experience.

A Team Player attitude is a vital part of this role.

Please send your application and CV in writing via email to - [belinda@gtsrtravel.com.au](mailto:belinda@gtsrtravel.com.au) to the attention of Belinda Orsini, General Manager

*Travel Daily* is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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# NEED DIRECTION IN YOUR CAREER?

**SPEAK TO OUR PROFESSIONAL TEAM WHO CAN PROVIDE YOU WITH GUIDANCE & HELP YOU LAND AN EXCITING NEW ROLE!**

**\*TOP JOB OF THE DAY\***  
**LEISURE LUXURY CONSULTANTS X 15**  
SYDNEY, BRISBANE & MELBOURNE  
SALARY PACKAGE TO \$60,000 +  
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**WE HAVE 3 AWARD WINNING LUXURY TRAVEL SPECIALISTS RECRUITING NOW!**  
Your role will involve organising tailor made first & business class itineraries to amazing destinations, including private island resorts & luxury cruising, for clients who truly appreciate “service”.

**YOU WILL BE REWARDED WITH AMAZING BENEFITS including:**

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\* CONDITIONS APPLY\*

  
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# Today's Top Travel Jobs



**Ben Carnegie**

## Key Account Manager - Auckland

Your role will be to manage the largest account this client has to offer. You will be based in Auckland and reporting back to the Head of Key Accounts in Sydney. Knowledge of both the Australian and New Zealand travel industry markets will be highly advantageous. This role covers new business acquisition as well as client retention.

- ▶ If you like to hunt and gather this role is for You!
- ▶ Strong GDS essential, Amadeus preferred
- ▶ Base salary up to \$110K NZD + car + commission + bonus

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

## Corporate BDM

Specialists in retail consulting, this newly created role is an exciting opportunity for you to use your vast network of corporate clients. Selling a fantastic offer your contacts will be handy in securing initial appointments. This role is part office based and part on the road with loads of variety on offer. Uncapped commission is available as is an above average salary. This role will not last long, apply today!

- ▶ New role with new concept development
- ▶ Sydney based
- ▶ Salary to \$80K + uncapped incentives + car allowance

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



**Kristi Gomm**

## Corp Consultant - Eastern Subs

Don't miss this great opportunity to gain that much needed work, life balance and work close to home for a top corporate salary! This company enjoys high end, intricate itineraries from their loyal corporate client portfolio, both domestic and international itineraries. You must have strong airfare construction knowledge & corporate travel experience.

- ▶ Galileo & Tramada preferred but will cross train
- ▶ Sydney Eastern Suburbs location
- ▶ Salary up to \$60K + super DOE

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



**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.

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

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

## Luxury Cruise Consultant

This is a fantastic opportunity to do something different! This huge shipping company is widely known to provide excellence in customer service and the international cruise packages they sell are amazing! You will be dealing with travel agents and customers who prefer to deal direct with the experts. It will be your responsibility to manage these relationships and advise your high profile clients.

- ▶ Create amazing itineraries & unforgettable holidays
- ▶ Sydney CBD, fabulous offices with water views
- ▶ Salary up to \$50K + super

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



**Sandra Chiles**

## 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 that your clients leave happy. If you are empathetic in nature and enjoy seeing situations turn positive because of your hard work then look no further. Play detective and solve issues.

- ▶ Fantastic employee benefits with this wholesaler
- ▶ Sydney CBD
- ▶ Salary up to \$50K + 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.

Sell any Ayers Rock package in May and go in the running to win a Red Centre famil!\*



# Voyages Red Centre

The great monolith of the Red Centre, Uluru, stands an incredible 348 metres above ground and reaches twice that below, revealing only part of its undulating beauty. For the local Aboriginal people, the Anangu, the World Heritage listed Uluru-Kata Tjuta National Park holds a special cultural significance. Learn all about this sacred place and listen to dreamtime stories about Uluru's creation many thousands of years ago. The myriad of colours at sunrise and sunset present the best photographic opportunities, as the sun casts a rainbow of reds and purples across the icon's craggy face. Take in the picturesque landscape with our guided tours, and return to your luxurious Voyages accommodation for rest and relaxation.

## Voyages Luxury at Uluru 4 days from \$1121\* per person twin share

Clink your glass to the dramatic view of Uluru and Kata-Tjuta as the fading sun strips their glowing colours to reveal a carpet of twinkling stars. This is outback luxury.

**INCLUDES:** 3 nights at 5 star accommodation at Voyages Ayers Rock Resort - including Spa Package with an initial Spa Consultation to determine the best treatments for you, a welcome bottle of sparkling wine, two treatments up to a maximum of 2 hours, Desert Awakenings tour, Sounds of Silence Dinner

**BONUS:** FREE Half Day Uluru Highlights Tour when you book this package - SAVE \$49 per adult.

**BOOKING CODE:** TDC1VO1

## Visit Uluru 4 days from \$399\* per person twin share

Regardless of where you stay at Voyages Ayers Rock Resort, you'll experience the beauty of the Outback. Immerse yourself in the timeless landscape of one of the world's most beautiful natural wonders.

**INCLUDES:** 3 nights at 3.5 star accommodation at Voyages Ayers Rock Resort, FREE return airport transfers from Ayers Rock airport

**BONUS:** FREE Half Day Uluru Highlights Tour when you book this package - SAVE \$49 per adult.

**BOOKING CODE:** KLOSA

## Voyages Ayers Rock Discovery 4 days from \$486\* per person twin share

While you can't put a dollar value on the natural charms of Uluru, you can witness this extraordinary sight without breaking the bank. This short break is perfect for those wanting to explore on a budget - but not miss out on the highlights!

**INCLUDES:** 3 nights at 3.5 star accommodation Voyages Ayers Rock Resort, Dot Painting Workshop

**BONUS:** FREE Half Day Uluru Highlights Tour when you book this package - SAVE \$49 per adult.

**BOOKING CODE:** TDC1VO3

## Voyages Drive The Red Centre 8 days from \$1856\* per person twin share

Get behind the wheel of a 4WD and explore the magnificent Red Centre Way, your gateway to an abundance of natural and cultural experiences throughout the red heart of Australia.

**INCLUDES:** 2 nights 4.5 star accommodation in Alice Springs, 7 days vehicle hire, Alice Springs Desert Park Entry, 2 nights 3.5 star accommodation at the Voyages Outback Pioneer Hotel, Dot Painting Workshop at Uluru, 1 night 3.5 star accommodation at Kings Canyon, Kings Canyon Guided Climb, 2 nights accommodation at Glen Helen, Half Day Roma and Gosse Bluff Tour

**BOOKING CODE:** TDC1VO4

Wildlife, wilderness, outback skies, Aboriginal art & culture. We know what goes with the Territory.

Agent Reservations: 13 67 83 | Book online [www.calypsonet.com.au](http://www.calypsonet.com.au)



Katherine



Uluru / Ayers Rock



Kakadu

Conditions Apply \*Price per person twin share, inclusive of GST and is Land Only. Prices are subject to change without notice and limited availability. Valid for sale until 31May11. Valid for travel 01May11-30Sep11. All accommodation at Ayers Rock must be consecutive. Visit Uluru (KLOSA) \$335 saving is based on travel Jul-Sep, \$185 saving applies for May-Jun travel. Voyages Luxury at Uluru (TDC1VO1) \$410 saving is based on travel Jul-Sep, \$260 saving applies for May-Jun travel. Voyages Ayers Rock Discovery (TDC1VO3) \$335 saving is based on travel Jul-Sep, \$185 saving applies for May-Jun travel. Voyages Drive The Red Centre (TDC1VO4) Vehicle hire terms and conditions apply. Half Day Roma and Gosse Bluff Tour is not available 1May11-20May11. All packages have a Uluru Kata Tjuta National Park fee of \$25 per person which has been included in advertised price, however is payable direct. A business division of Tourism NT. ABN 43 978 766 29 CR1850

## MAY-Fare Madness

*Win a trip for two to Helsinki*

**Book your clients on Finnair flights to Europe and receive special benefits at Design Hotels™ in Helsinki, London, Rome, Paris, Singapore and Hong Kong.**

**Each hotel is offering value added extras including complimentary breakfast, early check-in, late check-out, complimentary internet or a welcome gift\*\***



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**The top selling agency wins!**



Terms and Conditions - \*Valid for Sales & Ticketing from 1 to 31 May 2011. Taxes and fuel surcharges are not included and are as per GDS. Taxes vary depending on airlines/code shares fuel surcharges and stopovers/transfer option.

Seasonal destinations subject to change. Winning agency will be announced on Friday 17 June 2011.

\*\*Participating hotels are Klaus K, Helsinki; Kube Hotel Paris, Murano Resort and Hotel Bel-Ami, Paris; Town Hall Hotel, London; Leon's Place Hotel, Rome; New Majestic Hotel and Klapsons, The Boutique Hotel, Singapore and The Mira Hong Kong.

Rates and benefits only available in conjunction with AY booking and valid until 31 December 2011.

GDS code : DS / Rate code : FIN