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Travel Daily

First with the news

Monday 23rd May 2011

Office Manager, Corporate Travel

- Boutique agency in Eastern Suburbs
- Hands on role
- Manage day to day operations

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ISSN 1834-3058

Weekly web winner

NICKY Picone from SuperTravel in South Yarra has been selected as the weekly winner of a double movie pass in **TD's** website launch competition, for her comment:

Your new website is like an airport from your chair...little planes taking you wherever you need to go".

There's just over a week to enter the comp which has a grand prize of a trip to Abu Dhabi - see traveldaily.com.au/competitions.

Virgin Australia fare revamp

THE NEW simplified Virgin Australia fare structure (**TD** breaking news) is claimed to offer "innovative pricing together with greater flexibility, simpler choices and better value".

The change streamlines the previous five fare types into three - the 'Saver' fare (including F, R, X, U, A, T and S classes); the 'Flexi' fare (M, B, N and Y classes); and the 'Premium' type (J class).

The Flexi fare type for the first time includes food and beverages in the economy class price, rather than pax having to purchase a meal on board, and also provides full flexibility in changes up to 24 hours after scheduled departure.

All fare families will be available in both GDS and via DJ's API, and the changes apply to Virgin Australia, Pacific Blue and Polynesian Blue flights - but not to V Australia fare types.

The revamp also means that Flexi and Premium fares will be priced exactly the same across all channels, including GDS, Web and API, with no GDS surcharge.

Saver fares will continue to be more expensive via GDS.

All fare types are now able to be changed or cancelled up to 24 hours prior to departure, with fees of up to \$80 payable on some fare classes and balances held in credit for 12 months after the date of the first booking.

All fare types offer Velocity points and status credits, and on the cheapest Saver fares 23kg of checked baggage costs \$12 online for domestic flights and \$20 for international flights.

Other optional add-ons with the lead-in 'Saver' fares include the purchase of entertainment, seat upgrades using Velocity points and optional purchase of seats with additional legroom.

Flexi and Premium fares are fully refundable, and Premium fares also include lounge access.

Today's Travel Daily

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

- AA Appointments jobs
- inPlace Recruitment jobs
- Star Cruises *Superstar Libra*
- Star Cruises *Superstar Virgo*



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Watch now

This month we look at how you can succeed with award winning traveller tracking and reporting tools

Sabre / **Travel Network**

Kumuka agent deals

KUMUKA Worldwide this morning launched a special sale offering travel agents and their companions 50% off on a range of selected tours and departures.

Seats went on sale at 9am this morning, with more than 800 places available under the deal.

The AD50 specials must be booked at kumuka.com/agents using the code AGENTTRAVEL and are on offer until 05 Jun or until sold out.

Queensland on Sale



Fantastic deals available now for the Gold Coast, Whitsundays and Tropical North Queensland.

Hurry! Sale ends 31 May 2011.

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qantasholidays.com.au/agents

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Travel Daily

First with the news

Monday 23rd May 2011

Aircalin introduces 'Choose Day'

From 12 July we fly to Nouméa every day, including Tuesday.

Aircalin
International Airline of New Caledonia

CLICK HERE

Strategic to China

STRATEGIC Airlines on Fri confirmed it plans to launch flights between Australia and China (**TD** breaking news Fri).

An application lodged with the International Air Services Commission requesting an allocation of 1911 seats per week on the China route, with Strategic saying it plans to start flights from Sep and fully utilise the allocation by the end of Aug next year.

Details of the particular route to be operated weren't specified, but there's widespread speculation that Strategic has Shanghai in its sights.

The IASC is now seeking other applications for the capacity, with notice of intention to make a submission due by this Fri.

Strategic recently received IASC approval for flights to the USA.

TCF termination

THE Travel Compensation Fund has announced the termination of Precision Travel Management Pty Ltd (ABN 17 140 229 018) of Belgian Gardens in Queensland, because the agency has been abandoned.

New SQ A380 configuration

SYDNEY will once again be the launch destination for a new Singapore Airlines A380 product, with the carrier planning to launch a new 'high density business class' version of the

superjumbo next month.

Total seat count will reduce from 471 to 409, with the entire upper deck of the new A380s to be configured with 86 business class seats, removing the previous economy section at the rear.

The lower deck will continue to have the same configuration as SQ's existing A380s, with 12 First Class Suites and 311 economy seats, with GDS showing the A380 debuting on SIN-SYD on 20 Jun.

Air NZ lifts Asia

AIR New Zealand this morning announced a major boost of capacity on routes to China and Japan, including a 38.6% increase on flights between Auckland and Beijing with a third weekly year-round 777-200 service from Dec.

Auckland-Shanghai will also increase by 22.7% with a fourth weekly seasonal 777-200 flight.

NZ Deputy CEO Norm Thompson said capacity would also increase on Auckland-Hong Kong, while NZ is continuing with plans to lift seat numbers to Tokyo with the introduction of 747-400s "reflecting our confidence in the return of tourists to New Zealand from this important market".

He said NZ would also boost capacity on Auckland-San Francisco by 14%, with all services to be operated by 747-400s.

Wilkinson winner

CONGRATULATIONS to Jan Welch from Sorrento Quay Travel & Cruise Centre in Vic, who was the lucky winner of last Fri's Lisa Wilkinson Celebrity Interview competition.

She was the first **Travel Daily** reader to correctly identify *Avalon Panorama* as Europe's 'Suite' Ship.

Welch will shortly receive a copy of the new Peter FitzSimons book *A Simpler Time*.

Win a SOO Fiji cruise

TRAVEL Daily is once again running a State of Origin Rugby League competition this year, with the first round between NSW and Qld taking place this coming Wed.

The prize this year is a fabulous four day Yasawa Islands cruise in Fiji for two people aboard *MV Fiji Princess*, courtesy of Blue Lagoon Cruises.

The three questions for State of Origin Game 1 are:

1. Which team do you tip to win the 2011 State of Origin series?
2. What do you predict the score will be for Game 1 this week?
3. In what minute of Game 1 do you predict the first try will be scored?

The **TD** reader who gets the closest answers across the three games of the series will win.

Get your first round tips in before 6.30pm on Wed 25 May to soocomp@traveldaily.com.au.

For comp terms and conditions see www.traveldaily.com.au.

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Travel Daily
First with the news

Monday 23rd May 2011

Best Economy Class.
Business Traveller
Middle East Awards 2010

QATAR AIRWAYS القطرية



Travel Daily
on location in
San Francisco

Today's issue of TD is coming to you from Pow Wow, courtesy of Visit USA and Qantas.

POW Wow is the annual US travel trade show, and is this year being held in the City by the Bay. 16 million tourists visit San Francisco each year, and there's always a lot happening.

Tourists come to visit the famous cable cars, the Golden Gate Bridge, Alcatraz, the Twin Peaks and Fisherman's Wharf - and it's said that San Francisco is possibly the most interesting and diverse 49 square miles on the planet.

Access is easy too - just last month the new T2 opened at San Francisco International Airport and TD found it a breeze.

It's no wonder Tony Bennett *Left His Heart in San Francisco* - your clients will too.

ATEC lays out four key issues

THE Australian inbound tourism sector has the "ability to better and build an industry that will be sustained and grow into the future" despite a range of current challenges, according to the Australian Tourism Export Council.

Wrapping up last week's ATEC Symposium, md Felicia Mariani outlined four key issues as part of a 'roadmap to the future', with ATEC members receiving a discussion paper to urge them to engage with the challenges.

The document says Australia needs to create quality tourism products and experiences to

meet the changing demands of global consumers; urges the development of a coordinated plan to facilitate dispersal to regional areas; cites the importance of visas facilitating a pool of international staff for the industry; and warns that operators need the knowledge and capability to manage the "myriad choices of distribution channels now available".

Air India to Star in Jul

AIR India says it's set to finally become a full member of the Star Alliance, after satisfying 'Minimum Joining Requirements'.

A statement on the AI website says it's "looking forward to hosting the joining ceremony by July 2011."

Radiance single cabins

ROYAL Caribbean this morning confirmed details of the makeover of *Radiance of the Seas* (TD 27 Jan) which will cruise in Australia from later this year.

Six single cabins will be added, with *Radiance* the first Royal Caribbean ship to offer the innovation which will be added to other vessels if it's successful.

Pricing is yet to be confirmed but will be "considerably lower" than the current single supplement.



Window Seat

SELF-DRIVE tourists in the UK are among hundreds of motorists who will shortly be receiving fines after practical jokers erected a fake 40mph speed limit sign in a 30mph zone.

The incident occurred in the village of Wyke in Bradford, with locals saying a nearby speed camera had been "flashing like a disco strobe light" as a result.

CHEAP drinks were on offer last weekend for visitors to the New Zealand South Island town of Wanaka - but there was a catch.

If you wanted half price beer at the Bullock Bar you had to come in with four dead rabbits.

The initiative aimed to help deal with a current rabbit plague in Central Otago - but also coincided with a Rugby League match between the New Zealand Warriors and the Sydney Rabbitohs in Auckland.

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Due to further expansion within MSC Cruises Sydney office, a new position has been created within our cruise reservation department.

The successful candidate must be able to work independently within a fast paced team environment with a minimum of 2 years experience within the retail or cruise travel industry. The candidate must be passionate about the cruise industry & have strong airfare, GDS (preferably Sabre) and system knowledge. Excellent written and verbal skills, great attention to detail, fast learner and good communication with the industry are vital aspects of the position.

The candidate must be able to work under pressure, meet deadlines and provide support to the office where necessary. Salary on application.

Send written CV with covering letter to cruises.hrdept@msc.com.au by 01 June 2011.



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Aussie ski shows air on Japanese TV

THE Sydney Snow Expo held last weekend in the NSW capital received massive exposure on Sun night when it featured on Japan's NHK network, beamed to approx 20-30 million viewers. The expo featured a huge

Japanese representation, attracting 'hard core snow enthusiasts', organisers said.

Ski and boarders were able to speak to operators from not only Japan but Canada and US resorts in Colorado, California, Utah and Sun Valley, and for the first time, Korea which was in attendance at the annual show.

Space Odyssey 2011

WOLLONGONG based Odyssey Travel is offering an educational trip that will capture the final ever launch of NASA's space shuttle 'Atlantis'.

The 16-night tour includes a private educational tour of the Kennedy Space Center, private guided tours of space and flight exhibits in the Smithsonian Museums in Washington DC, Independence Day celebrations, internal flights, and much more.

It's due to depart on 27 Jun, and is priced \$6,950pp (int'l airfares are not included) - for more info phone 1300 888 225.

AAA applaud WA govt

THE Accommodation Association of Australia says the announced increase in funding for major events in Western Australia by the state's government represent a "significant step forward for tourism".

Chief executive Lorraine Duffy said the expansion of WA's events calendar "is an important first step in building confidence among investors and potential investors", to consider new accommodation developments.

Cooks Aussie office

COOK Island Tourism opened a new Australian office last week in Sydney, headed by Kerryn Cooke.

The office launch comes just ahead of the Cook Island's new marketing campaign.

'Undiscovered' will be "huge", Karla Eggleton, director of sales and marketing, told **TD** at BFTE, with the campaign being run for 12 months to attract Australians to the Pacific Island.

The campaign will be based around Air New Zealand's year round Sydney to Rarotonga service set to resume in Jul.

VA Fiji pull out impact

TOURISM Fiji's ceo Josefa Tuamoto believes the withdrawal of V Australia services to Nadi earlier this year has resulted in a "slightly negative" impact on tourism to the region.

In Feb, the Virgin Blue Group (now known as Virgin Australia) replaced its VA long-haul 777 aircraft with Pacific Blue jets.

"V Australia has a huge distribution in Australia and less people are seeing it now," Tuamoto told **TD** in Fiji last week.

Symposium Sunshine

THE 35th Australian Tourism Export Council (ATEC) Symposium is to be held on Queensland's Sunshine Coast from 01-04 May.

The Sunshine Coast Destination Ltd bid was supported by a range of organisations, including Tourism Queensland, Events Queensland and Tourism Noosa.

MKY gets DJ business

VIRGIN Australia has announced it will introduce business class flights to Mackay and open a new lounge at the regional airport before the end of 2011.

Mackay "boasts a strong mining industry which attracts business travellers" said ceo John Borghetti.

Last week, Qantas announced it would launch a regional lounge in Mackay (**TD** Fri).

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Qantas on top on time

ON TIME flight performances by domestic carriers dipped by 7.6 percentage points in Apr 2011 to 79.9%, compared to the same time last year, according to govt statistics released last Fri.

Qantas had 83.8% of its flights get away on time in Apr, followed by Virgin Blue (on 80.2%) and Jetstar (on 76.3%), while 60.6% of Tiger flights left as scheduled.

Star Wars Returns

FILMMAKER George Lucas and Disney President/CEO Bob Iger last Fri launched a revamped Star Wars ride at Disney's Hollywood Studios in Orlando Florida called 'Star Tours - The Adventures Continue'.

The revitalised 3D attraction offers guests 50 different story combinations, so it can be a unique experience every time.



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Pow Wow kicks off in San Fran



OVER 50 wholesalers and MICE market buyers from Australia were treated to a pre-Pow Wow reception at the popular Handlery Hotel Union Square in San Francisco last night.

Pow Wow is the American Travel Industry Assoc's annual convention which is running for the next five-days and is costing the host city US\$7m to stage.

The Aussie delegation is the biggest ever to attend the event and acknowledges Australia's importance to the U.S. market.

Over 900,000 Australians visited the US last year and this number is expected to grow to over 1.2m in 2011.

At last night's party, Chairman of the Visit USA Committee, Geoffrey Hutton exclusively told **Travel Daily** that the Oceania region is set to record the highest growth of any market to the USA.

"Our high dollar, the low fares and capacity on the Pacific have all played a major role in the incredible increase in travellers to the US, said Hutton.

It doesn't come as a surprise to

Jon Handlery who started courting the Australian market 25 years ago.

"Aussies regard our hotel as a home away from home and I'm thrilled to say that it's now my number one market for the 3rd year in a row".

"When our Aussie guests come to stay with us they'll be in for a pleasant surprise as we've just finished totally renovating our Union Square and San Diego properties to the tune of US\$10m."

San Francisco is going all out to impress the 7,000 delegates from around the globe attending Pow Wow with a spectacular opening Rock the Night party tomorrow night at Fisherman's Wharf.

They'll also be taken by ferry to notorious Alcatraz Island where Park Service staff will escort them around the cell blocks to capture the flavours of what it was like to be a prisoner there.

Pictured **from left** are Pauline O'Connell, Venture Holidays; Jon Handlery, GM and Owner of Handlery Hotel Union Square; Neil Rodgers, Adventure World and Davielle Gardner, Travel 2.

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Irish inbound visitor numbers nosedive

OVERSEAS tourist numbers to Ireland have slumped by more than 20% over the past four years, dropping from 9 million in 2007 to 7 million last year.

Head of Australia & Developing Markets at Tourism Ireland, Jim Paul told *Travel Daily* last week at Destination Britain & Ireland in Bangalore that exchange rates and "out of control pricing" was to blame for the slump.

"In general terms, Ireland has been going through a tough time economically and tourist-wise," Paul said.

The British and US markets have seen the sharpest falls, while Australia has proven to be one of the few markets to show

an increase in 2010, and that is continuing into 2011, he said.

This year the Australian market has seen budget cuts, with more funds being injected into those markets to counter other losses.

"Unfortunately Australia is not bringing in the volume though" with the local market attracting around 150,000 Aussies annually.

"But the Australian tourist is worth far more than other markets, spending a longer period travelling through Ireland and spending more," he said.

Irish Olympic spin-off

TOURISM Ireland says it's expecting a spin-off effect from the 2012 London Olympic Games, with tourists and Brits themselves looking at travelling to Ireland.

"There's the belief that Britain will become too expensive and the unavailability of rooms gives Ireland a big opportunity," said Jim Paul, Head of Australia & Developing Markets.

Paul told *TD* tour operators are struggling to get accom during 2012, and some are therefore adjusting their tours to begin in Dublin rather than London.

"We'll be making it clear that there's good value to be had in Ireland," he said in Bangalore.

Nrth'n Ireland Games

BELFAST is to host the Police & Fire Games in 2013, an event expected to draw around 15,000 competitors and their families to Northern Ireland, requiring some cruise ships to be based in Belfast to provide extra accommodation.

Giant centre opening

IRELAND's biggest natural attraction, The Giant's Causeway, will open a new interpretive centre in 2012, giving visitors more detail about the Irish phenomenon.

Hertz Sabre renewal

CAR rental juggernaut Hertz has renewed its distribution deal with Sabre Holdings Corp.

The firm is also expected to begin a takeover of Dollar Thrifty Automotive Group this week.



CONGRATULATIONS

Natalie Sutton

from *Travelscene Albert Park*

Natalie is the top point scorer for Round 9 of *TD's* AFL industry footy tipping competition, and has won a High Tea Cruise for two people, courtesy of Captain Cook Cruises.



Major Prize Sponsors

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



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



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



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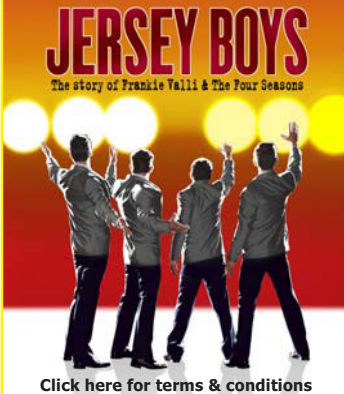
Travel Daily has teamed up with **Qantas Holidays** this week and is giving five lucky travel consultants the chance to win a double pass to see "JERSEY BOYS" in Sydney.

JERSEY BOYS, the story of Frankie Valli and the Four Seasons is now playing at the Theatre Royal, Sydney until 2 October 2011. Book your Qantas Holidays package today!

For your chance to win a double pass to JERSEY BOYS, simply be the first retail consultant to send in the correct answer to the daily question below to: jerseyboys@traveldaily.com.au

What year was JERSEY BOYS inducted into the Rock and Roll Hall of Fame?

Have we got a story for you!



Windstar sale through

AMBASSADORS International has been granted an approval order by the US Bankruptcy Court for the sale of all its assets, including Windstar Cruises, to TAC Cruise LLC.

The US\$39m transaction will see Windstar Cruises operated as a wholly-owned subsidiary of Xanterra Holdings Corporation of Greenwood Village.

Throughout the sale period all of Windstar's luxury yachts have sailed as scheduled.

AirAsia to UK for \$359

KUALA Lumpur-based AirAsia has launched a 'Small World. Big Sale' promo, featuring fares from Australia to London Stansted priced from \$359.

Fares are valid for travel 06 Feb to 30 Jun 2012, on sale til 29 May.

GDS practice probe

THE antitrust division of the US Dept of Justice has issued a Civil Investigative Demand on American Airlines, in order to determine if conduct by the global distribution systems violated US laws.

AA says it welcomes the probe and intends to "cooperate fully" with the DoJ.

'11 Brolga entries open

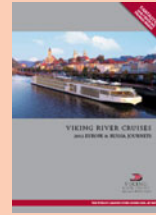
NT-BASED tourism businesses are being invited to nominate for the 2011 Brolga Awards, which this year are celebrating their 25th anniversary.

Submission deadline for online entries is Fri 30 Sep 2011 - see www.brolgaawards.com.au.



Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Viking River Cruises - 2012 Europe and Russia
The first 2012 brochure for the Cruise line is now available and features all the most popular itineraries and four new vessels plus Early Bird discounts. The new longship class vessels include *Viking Freya*, *Viking Idun*, *Viking Njord* and *Viking Odin*. Discounts of up to \$2000pp are available on Europe, Russia and China voyages. Brochures are being distributed through Brochure Flow.



Adventure World - China 2011
The new China brochure offers product in Hong Kong, Tibet, Siberia, Mongolia as well as new destinations Korea and Japan. 36 new experiences have been added including the 13 night Discover Japan tour, 18 night independent Trans Mongolian Explorer, and two night Essential Seoul itinerary. All brochures available through TIFS or at adventureworld.com.au.



Broome and The Kimberley Holidays - Broome, The Kimberley and Northern Territory 2011/12
New itineraries and exclusive value packages have been released in the new 100 page brochure. The refreshed looking booklet also includes a new concept called 'Essentials' which include packages based on four night mini-stays in Broome, Kununurra, Darwin and The Red Centre. More information online at broomekimberley.com.au.



Hurtigruten - Norway, Northern Lights
'Voyages in Search of the Northern Lights' brochure offers itineraries along the coast of Norway during the winter months with certain cruises to see the Northern Lights. Highlights of the winter voyages incl a night in a snow suite at the Kirkenes Snow Hotel, time to explore the most northern parts of Arctic Norway and much more. Info available by calling 1800 623 267.



APT - Canada and Alaska 2012
APT has released its 2012 premium Canada and Alaska journeys by land, rail and sea. Three types of earlybird fly-free deals are being promoted in this preview brochure offering savings of up to \$6350/ couple, on bookings made by 15 Oct. The 18 day Majestic Rockies and Alaska Cruise itinerary leads in at \$9195ppts. See www.aptgroup.travel.



Customer Service Manager, Air Tickets

Air Tickets a division of Jetset Travel World Group has an exciting opportunity available for a Customer Service Manager to lead the Fares and Ticketing team based in Sydney. In this role you will be responsible for managing the State based operational functions of Air Services Division to ensure the unit achieves company standards and business expectations by operating efficiently and effectively.

To be successful in this role you will be a strong leader, have an excellent understanding of the Air Product Consolidation systems and processes, appropriate travel qualifications, organisational and priority management skills, including the ability to meet deadlines.

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executive edge Corporate & Leisure Consultants Required

Due to recent expansion, Executive Edge Travel and Events is looking to add to our team of experienced consultants in our Caulfield office. We are looking for 2 experienced, multi skilled corporate consultants and one experienced high end leisure consultant. Sabre/SAM preferred but not essential. We offer a competitive salary with a flexible, friendly and fun working environment.

Please email Paul Nethercott on pauln@executiveedge.com.au with your resume and a brief cover letter by 03 June 2011.

Only shortlisted applicants will be contacted.

Shangri-La rooms flood

SHANGRI-LA Fijian Resort and Spa is "hard at work fixing things up" after 30 rooms were evacuated due to flooding from large waves along the Coral Coast on Fri.

Oh Happy Days for SAT



LAST Sat night the team from South African Tourism, who have recently returned from a successful INDABA event, hosted industry friends and media at Sydney's State Theatre to watch an uplifting performance by the Soweto Gospel Choir.

The two-time Grammy award-winning choir group returned to Australia with a spectacular new song and dance show called *African Dreams*, which has the audience up on their feet singing

and dancing to inspiring songs such as 'Oh Happy Days', made famous in the *Sister Act 2* movie.

Following two sold-out shows on Sat, the group has announced a third show to be held at the State Theatre on Sat 16 Jul - see www.sowetogospelchoir.com.

Pictured *above* at the Swissotel Sydney following the show is the delightful team from SAT - Rob Gurr, Eric Lewanavanua, Lalie Ngozi, Tommy Lindblad and Margot Abrahams.

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.16: Name one of the stories of Hawai'i

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

Click here for more information & to view each of the daily questions



Hainan J Class promo

CHINESE carrier Hainan Airlines is offering Business Class fares from Sydney to Shenzhen priced from \$3,500 including taxes and a free shuttle transfer to Hong Kong.

Penang's teen spa

HARD Rock Hotel Penang says its seeing a positive demand for its specialised kids and teenage spa treatments that cater to children aged six to 18 years old.

The Rock Spa helps mothers and daughters "unwind and relax" as well as "bond" said GM John Primmer.

Popular treatments for children under 13 incl 'Glitter Princess manicure and pedicure' & 'Tutti Fruiti ice cream body scrub'.

Disney Fantasy features

DISNEY'S next cruise ship, set to launch in Mar next year, will offer a range of unique features including a 'Bibbidi Bobbidi Boutique' where children can undergo a full princess or pirate makeover.

Disney Fantasy will also offer a new "dinner show" hosted by a cartoon Mickey Mouse which allows guests to contribute their own pictures to the animation.

60th milestone for HWT

HARVEY World Travel will distribute a special anniversary catalogue to 1.7m households nationally over coming weeks as it celebrates 60 years in the Australian travel industry.



SENIOR TRAVEL SPECIALIST

TRAVELSCENE Monbulk

We are a boutique travel agency in the heart of the Dandenong Ranges on Melbourne's Eastern fringe. We pride ourselves on personalised relationships with all of our clients, offering a strong commitment to making the whole travel experience as seamless and enjoyable as possible and we are looking for a talented & professional travel specialist to join our team.

To succeed in this position you will:

- Be passionate about providing excellent customer service
- Have a minimum of 3 years retail travel experience
- Have a proven ability to work under pressure
- Have excellent communication skills

This role offers a negotiable salary and benefits. Sabre & Tramada are preferred.

If you believe that you are the right person for this position, please send your CV with a covering letter to:
jwatson@travelscenemonbulk.com.au

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

PO Box 428, West Ryde, NSW 1685
Phone: 1300 799 220 Fax: 1300 799 221

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Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas

Contributors: Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

Travel Daily Group:



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

Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au



YOU CAN TRUST THE AA EXECUTIVE TEAM WITH YOUR JOB SEARCH

** ALL STATES BULLETIN **

CORPORATE SALES MANAGERS
ALL STATES – SALARY PACKAGES \$120K++

If you thrive in corporate sales and have a track record of success in finding & winning new business you could be doing it with one of the leading Brands in the industry. We're looking for exceptional talent to join this exceptional organization which is growing. You must be a well presented, dynamic and highly motivated individual who is driven by career development, brand quality, and financial gain. Don't delay.

NATIONAL DYNAMO TO MANAGE GROWTH

NATIONAL INDUSTRY SALES MANAGER
SYDNEY – SALARY PACKAGE OTE \$200K NEG

If you are a dynamic, inspirational and highly driven leader with previous experience at a national level leading a large sales team this exciting new role will stimulate your career. You are a real "people person" with outstanding relationships across the travel industry and a great reputation. This will inspire your team and drive their performance. High level negotiation skills are essential and strong business acumen.

SPREAD THE WORD, THERE'S A NEW KID IN TOWN

INDUSTRY SALES MANAGER
SYDNEY – SALARY PACKAGE OTE TO \$80K NEG

Here is a rare opportunity to step in to a senior BDM role within a fast growing sector of the industry, and within a fabulously friendly team. This Sales role calls for all of your experience and skills in high level consortia relationships, negotiations, and ability to drive revenue. You'll be a highly motivated person who thrives on achieving targets and working in a high profile Industry role as a Brand ambassador.

HELP A BOUTIQUE GROW

CORPORATE BDM
SYDNEY – SALARY PACKAGE TO \$80K + COMMISSIONS

Deliver new business to this great boutique corporate agency and watch the relationships grow. Here you won't be lost in the process – you'll own it. If you have skills in business development and cold calling, you'll be given the chance to join this tight-knit corporate travel agency and be a part of their ongoing success. You'll be rewarded with a great salary package, car allowance and commissions.

ACCOUNT MANAGEMENT MAGIC

CLIENT RELATIONSHIP MANAGER
MELBOURNE – SALARY PACKAGE OTE \$80K

Don't let this exciting new role pass you by. Working for a global brand and with a portfolio of fascinating corporate clients, you will be able to provide quality service and expertise gained from your past experience. You'll need proven account management skills, reporting, analyzing and negotiating with suppliers, strong presentation and delivery skills and be a great communicator. You won't regret moving to this great company.

NO MORE CONSULTING – HANDS OFF ROLE

TRAVEL TEAM LEADER
SYDNEY – SALARY PACKAGE TO \$70K + incentives

If you're an effective leader who can manage people through thick and thin, through change and growth, and have great motivational & coaching skills, this new role will allow you to lead a team with your skills in sales & customer service. Your background as a successful travel consultant who exceeds sales targets will allow you to share your skills with the team and help this successful travel company grow even more.

SPREAD YOUR WINGS WITH THIS AIRLINE

SALES EXECUTIVE – CORPORATE MARKET
MELBOURNE - SALARY PACKAGE TO \$60k + car allowance

We're on the look out for a Sales Rep in the Travel Industry who knows how to drive sales and dreams of servicing a great product. Your ability to build relationships within the Corporate Travel arena will be paramount along with your winning attitude. You'll need excellent communication skills and the ability to present information to clients with confidence and a friendly, personable nature. Fly in to AA now for this great role!

FLY INTO THIS HOT SEAT

AIR PRODUCT MANAGER
MELBOURNE – SALARY DEPENDING ON EXPERIENCE
Our client is looking for a commercially savvy air product manager to lead the team while developing relationships with key contacts within the airline industry. You will be responsible for analyzing production activity and making decisions on this department to impact new contracts and suppliers, while mentoring and coaching the team. You must be experienced in airline & product contracting for this role.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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Kathryn Hebenton
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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



100's of jobs - 1000's of contacts



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.

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. In this role you will see yourself playing detective and solving issues.

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

Click here for more details or call Ben.

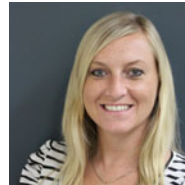


Corp Consulant - Eastern Subs

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.



Corporate Travel Consultant - Perth

Due to growing demand of their first rate service this multiple award winning boutique Corporate TMC is looking for a new addition to their specialist team. In this role you will be managing your own designated clients with all aspects of their business travel from researching, quoting, booking plus managing a travel portfolio.

- ▶ Good opportunity to move from retail to corporate!
- ▶ Located just outside of Perth CBD
- ▶ Salary up to \$60K + super

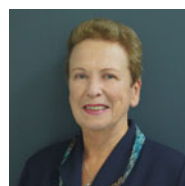
Click here for more details or call Liz.

Corporate International Consultant

We are looking for Corporate Consultants who would like a change from working with a larger corporation or Retail Consultants with at least 2 years experience who would love to move into the corporate arena. In this role you will be joining an award winning company that offer career progression and really look after their team. They are all about offering a higher service level and giving your clients the personal touch.

- ▶ Fabulous management and team
- ▶ Sydney CBD
- ▶ Salary up to \$58K + super

Click here for more details or call Liz.



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. 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 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.



SuperStar Libra

TASTE OF ASIA

PENANG - PHUKET - KRABI

3 Night Cruises from Penang

Selected departures from May - Dec 2011
Penang, Phuket, Krabi, Penang

Inside Cabin	\$452
Window Cabin	\$550
Deluxe Oceanview	\$592

7 Night Cruise & Stay from Phuket

Selected departures from May - Dec 2011

Phuket, Krabi, Penang (4 x nights own arrangements in Penang), **Penang, Phuket**

Inside Cabin	\$457
Window Cabin	\$555
Deluxe Oceanview	\$597

8 Night Cruise & Stay from Phuket

Selected departures from June - Sept 2011

Phuket, Krabi, Penang (4 x nights own arrangements in Penang), **Penang, Krabi, Phuket**

Inside Cabin	\$606
Window Cabin	\$736
Deluxe Oceanview	\$794

Cruises include all meals[^] and entertainment onboard plus port and fuel charges.



The Leading Cruise Line In Asia-Pacific™

For bookings & further information, contact your preferred Wholesaler

*CONDITIONS APPLY: All prices are cruise only, AUD, per person twin share and subject to change and availability. Price for Inside Cabin based on Cat DC category, Window Cabin based on CC category & Deluxe Oceanview based on BB category. Single passengers must pay a single supplement. Prices include port charges and fuel surcharge. [^]Meals included in selected restaurants. 2011 departure dates 7 NIGHT CRUISE ex Phuket - 30 May, 6 & 27 June, 4 July, 5 & 12 Sept, 3, 7, 10, 17, 24 & 31 Oct, 14, 21 & 28 Nov, 5 & 12 Dec 2011. 8 NIGHT CRUISE ex Phuket 13 June, 11 & 25 July, 8 & 22 August, 16 Sept 2011. Own arrangements in Penang is at passengers own choice & expense. 3 NIGHT CRUISE ex Penang May 01, 08, 15, 22 & 29, Jun 05, 12, 19 & 26, Jul 03, 10, 17, 24 & 31, Aug 07, 14, 21 & 28, Sept 04, 11, 18 & 25, Oct 02, 09, 16, 23 & 30, Nov 06, 13, 20 & 27, Dec 04, 11, 18 & 25. Holiday surcharge imposed on peak sailings. Strict cancellation fees apply. Please note that a surcharge may be imposed on credit card transactions. A service fee will be charged. Every effort is made to ensure advertisement accuracy, however Star Cruises cannot be held responsible for printing or typographical errors or errors arising from unforeseen circumstances. Pricing correct as at 14 April 2011. Pricing valid until 30 June 2011 & can be withdrawn at any time without notice. SCS 25409



SuperStar VIRGO's Ultimate Upgrade Offer



**Special Ho Chi Minh Sailings
Only 4 departures remaining
Includes Free Upgrade!
From \$1249**

3 NIGHT CRUISES Ultimate Upgrade offer	Singapore, Penang, Phuket Selected departures from 29 May 2011 – 25 March 2012	Singapore, Phuket, Langkawi Selected departures from 22 May – 25 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	\$717 – Free upgrade to Window Cabin \$844 – Free upgrade to Balcony Cabin \$1114 – Receive SGD\$300 F&B Credit
	5 NIGHT CRUISES Ultimate Upgrade offer	Singapore, Penang, Phuket, Malacca, Kuala Lumpur (Port Klang) Selected departures from 29 May 2011 – 25 March 2012	Singapore, Phuket, Langkawi, Pulau Redang Selected departures from 22 May – 25 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins
7 NIGHT CRUISES Ultimate Upgrade offer	Singapore, Penang, Phuket, Malacca, Kuala Lumpur (Port Klang), Pulau Redang Selected departures from 29 May 2011 – 25 March 2012	Singapore, Phuket, Langkawi, Pulau Redang & Kuala Lumpur (Port Klang) Selected departures from 22 May – 25 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	\$1586 – Free upgrade to Window Cabin \$1867 – Free upgrade to Balcony Cabin \$2527 – Receive SGD\$500 F&B Credit
5 NIGHT SPECIAL CRUISES Ultimate Upgrade offer	Singapore, Ho Chi Minh City, Pulau Redang Departing 5 & 12 June, 3 July, 11 Sept 2011		Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	\$1249 – Free upgrade to Window Cabin \$1474 – Free upgrade to Balcony Cabin Plus Bonus F&B credit SGD\$400 \$1916 – Receive SGD\$400 F&B Credit
7 NIGHT SPECIAL CRUISES Ultimate Upgrade offer	Singapore, Ho Chi Minh City, Pulau Redang, Kuala Lumpur (Port Klang) Selected departures from 5 & 12 June, 3 July, 11 Sept 2011		Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	\$1724 – Free upgrade to Window Cabin \$2035 – Free upgrade to Balcony Cabin Plus Bonus F&B credit SGD\$500 \$2755 – Receive SGD\$500 F&B Credit

Cruises include all meals[^] and entertainment onboard plus port and fuel charges.

For bookings & further information contact your preferred Wholesaler

*CONDITIONS APPLY: All prices are cruise only, AUD, per person twins share and subject to change and availability. Prices based on following cabin categories; Inside Cabin DC, Window Cabin CB, Balcony Cabin BC. Single passengers must pay a single supplement. Every effort is made to ensure advertisement accuracy, however Star Cruises cannot be held responsible for printing or typographical errors or errors arising from unforeseen circumstances. Pricing correct as at 14 April 2011. Pricing & bonus credit valid until 30 June 2011 & can be withdrawn at any time without notice. Price includes port charges and fuel surcharge. Holiday surcharge imposed on Peak Sailings Dates: 24 April 2011; 23 Dec 2011; 01 Jan 2012. Vietnam Visa surcharge applicable to Ho Chi Minh sailings at \$30 per person. [^]Meals included in selected restaurants. Strict cancellation fees apply. Please note that a surcharge may be imposed on credit card transactions. A service fee will be charged. SCS 25407

