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Travel Daily

First with the news

Monday 7th November 2011

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Recruitment and HR Solutions

Wendy Wu in Sichuan

TODAY Travel Daily TV features our latest production, the first in a three part series on Wendy Wu Tours' 14-day 'Sichuan Explorer' tour in China starting in Chengdu.

TDTV's Barry Matheson recently returned from the trip, along with 20 travellers from Australia, NZ and the UK.

To view the video, click  on the logo at right or see traveldaily.com.au/videos.

\$20m in free Qantas tickets

QANTAS has launched a campaign to win back the loyalty of customers disrupted by last weekend's groundings, with free domestic or trans-Tasman flights for everyone whose travel was affected (**TD** breaking news yest).

An estimated 100,000 customers who bought tickets in Australia for travel between 5pm AEDT on Sat 29 Oct and midnight on Mon 31 Oct, and whose flight was disrupted, are eligible for the deal which covers travel over a two year period from 14 Dec.

"Now that no more industrial action can take place and the cloud of further strike action has

lifted, we are 100% focused on what matters to customers: getting them to their destinations, safely, on time and in comfort, and rewarding their loyalty to Qantas," said ceo Alan Joyce.

Further measures relating to frequent flyer points and covering travellers who booked overseas will be announced shortly.

A Roy Morgan poll published on Fri found that 64% of Australians believe the govt should have acted sooner to resolve the dispute.

VA LAX Terminal swap

VIRGIN Australia Los Angeles flights are now operating at LAX Terminal 5 instead of Tom Bradley Terminal, as part of its alliance with Delta Air Lines (**TD** 26 Sep) which was inaugurated yesterday.

VA says the switch to DL's LAX terminal will allow for easier and faster connections.

Eight pages of news

TD today has eight pages of news, plus full pages: (**click**)

- AA Appointments jobs
- Travelport

Travelport recruiting

TRAVELPORT is today inviting applications for a range of senior roles including account managers, business analysts and business development executives.

More details on **last page**.

a How much did Amadeus spend in Research and Development last year?

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Phase 2 of govt strategy

THE Federal government is set to launch a tender for a single "accommodation program manager" which will negotiate the provision of, and payment for, domestic accommodation for all government departments.

It's the second phase of the Finance dept's unified procurement processes, which already encompass TMCs as well as domestic and international air.

A document issued on Fri details the strategy for the next phase, which also covers car rental and card services for govt employees.

The accommodation manager will negotiate government rates and inventory availability on the basis that a single govt rate should be payable for any given accommodation.

All bookings would be made via this provider, including directly from travellers or via TMCs and their online booking tools.

International accommodation bookings would remain the responsibility of TMCs "due to their broad reach" through GDS.

An open tender process will also be conducted for a card

program, with preference for a single provider such as Amex, Diner's Club, MasterCard or Visa.

Under the proposed arrangements payments for flights, accommodation and car rental would be paid via a 'virtual' card which is just an account number issued by the provider.

Virtual card numbers would be issued to individuals, making them accountable for their travel expenditure without the need to know the actual number.

The tender will include a requirement to feed data back to agency finance systems for travel expense reconciliation.

Government car rental needs would be met via a small panel of providers for domestic travel, while TMCs will remain responsible for international car rental bookings.

The strategy paper also foreshadows the exploration of "further opportunities to improve efficiency and effectiveness in travel arrangements," such as a single govt Online Booking Tool and "contracting with a preferred Government GDS".

Massive attendance expected for Leggett

THE travel industry is expected to turn out in force at a Requiem Mass for Alan Leggett at 11am on Thu 10 Nov at the Holy Name of Mary (Villa Maria) Church in Mary Street, Hunters Hill NSW.

Leggett, a larger than life industry veteran with a legion of loyal clients, staff and friends, died last week (TD Thu).

He started his travel career with Ansett before joining Alitalia in 1960 where he stayed 19 years.

Leggett opened Alitalia's offices in Adelaide and Perth and was its Sydney-based head of PR.

He became fluent in Italian and began a lifelong love affair with Italy, going out on his own when he opened Leggett World Travel Services in 1979.

In 1995 he started Macquarie Bank Travel with partners Ursula King and Craig Smith and in 2001 sold Leggett World to Michael Keating and Don Ferguson.

Alan has been representing Luxury and Charme, a Tuscan-based company with villas, castles, farmhouses and apartments in Tuscany and Umbria, under his Italian Treasures umbrella.

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Lufthansa agrees to sell bmi

BRITISH carrier bmi is likely to leave the Star Alliance and switch to **oneworld** if an agreement by current owner Lufthansa to sell bmi to International Airlines Group (IAG) comes to fruition.

IAG is the parent company of both British Airways and Spanish flag carrier Iberia, and on Fri night confirmed an in-principle agreement with Lufthansa for the purchase of the UK airline.

The £200m-£300m deal is still subject to a number of conditions including a binding purchase agreement, further due diligence and approval by regulatory authorities - and is being strenuously opposed by Virgin Atlantic because it will mean that IAG controls more than 53% of slots at London Heathrow Airport.

VS ceo Steve Ridgeway flagged that his airline was also looking at bmi and was planning a rival bid.

But in IAG's official statement the group's ceo Willie Walsh said he expected a transaction would be completed in the first quarter of next year.

IAG also reported a 31% drop in operating profit for the three months to 30 Sep to €363m, on revenues which grew 2.2% to €4.49 billion during the period.

Passenger traffic grew 3.5% and Walsh said he was confident of a "higher level of profitability in the fourth quarter of this year" despite high fuel costs.

Lufthansa purchased bmi in 2009 but has endured ongoing losses from the operation despite turnaround attempts.

New rail website

INTERNATIONAL Rail has launched a new online portal which incorporates a connection to the Trenitalia Italian rail system.

CEO Jonathan Hume said the expanded link would allow agents to access "the full range of European trains including high speed services such as TGV in France, ICE in Germany and overnight trains" - all of which will be added during the next couple of months.

Oceania adds themes

OCEANIA Cruises has announced that for the first time ever it will offer themed cruises on selected 2012 itineraries.

Ten European 'Signature Sailings,' will take place onboard *Regatta, Nautica, Marina* and the soon-to-launch *Riviera*, based on food, wine, music and health and wellbeing themes.

Serbian special

EMIRATES is offering \$1,820 return gross fares to Belgrade ex BNE/MEL/SYD/PER, with the Dubai-Belgrade sectors operated by FlyDubai (FZ) or JAT.



Window Seat

A HOTEL robbery in Los Angeles has become a YouTube video sensation, after it was foiled by two guests who happened to be staying there for a martial arts tournament.

The Los Angeles Police Dept has posted the security footage from the Comfort Inn in North Vermont Avenue on the internet as an example of what the Good Samaritans achieved when they stepped in to fight crime.

Click on the logo to view the incident, or see traveldaily.com.au/videos.



VISITORS to London's iconic Kensington Palace should be on the look-out for some special graffiti which has been uncovered after more than a century.

A £12 million restoration of the former residence of Princess Diana has found the obscene boast hidden under panelling near the palace's front door.

Dated 1st February 1902, it reads "Peter Jackson, The Champion F*****!" and has sparked a so-far unsuccessful search for the culprit.

"Sadly, we don't know very much about Peter Jackson, but evidently he, like many others throughout history, could not resist the temptation to leave his mark on a royal palace," said Buildings Curator at Historic Royal Palaces, Lee Prosser.

The frame bearing the message has been replaced with a stronger steel support, but the graffiti has also been preserved for posterity, Prosser confirmed.

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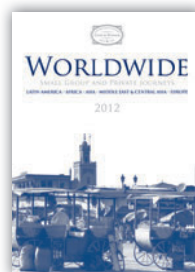
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DJ dom. traffic rises

VIRGIN Australia has reported a 3.2% year on year increase in passengers carried domestically in Sep, with figures up to 1.40m.

Available seat kilometres rise by 4.8%, while revenue per passenger kilometre jumped 5.8%.

Int'l passenger numbers were down 17% to 210,077 (due to the withdrawal of Pacific Blue's NZ domestic operation), however RPKs and ASKs increased 8.6% and 7.3% respectively.

Virgin's total network on-time performance was up 6.6 points to 85.6% during the period.

KGI three-day cruise

KANGAROO Island Cruising has launched a new three-day cruise program aboard the luxury super yacht *Lady Eugenie*.

The firm also offers day sailings along the Fleurieu Peninsula coast, twilight sailings and more - see kangarooislandsailings.com.au.

TQ board additions

FLIGHT Centre's Spicers Retreats Hotels & Lodges has announced the appointment of the group's ceo Dannielle Duell to the Board of Tourism Queensland.

Duell acknowledged that Qld's tourism industry was facing a challenging time, saying she looks forward to making a positive contribution to its sustainability and success.

"In particular, I am interested in helping to achieve greater alignment and impact from the efforts and funding of tourism operators, the various industry bodies & government," she said.

The Whitsundays' Adrian Bram was also appointed to the Tourism Queensland Board.

Scenic Canada fly free

SCENIC Tours is offering partner fly free airfares to Canada when booking its Rocky Mountain Round Up tour in 2012 by 15 Dec.

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UK booking dilemma

THE European Tour Operators Association has forecast London is set for a leisure tourism slump likely to be at its most severe in Jul & Aug, at the time of the 2012 London Olympic Games.

According to a survey of 38 ETOA members, a significant downturn in visitors is expected next year, highlighted by a 95% drop off around the Olympics.

Bookings for the rest of 2012 are running at 20% below this time of year, ETOA reported.

Exec. director Tom Jenkins said a decline in leisure customers was typical for a destination during an Olympic year.

Fri's Shanti winner

CONGRATULATIONS to Taimi Maidla from STA Travel Penrith who was the final winner of the transit lounge's week-long Shanti Bloody Shanti: An Indian Odyssey comp, featured exclusively in **TD**.

See ya Strategic fares

AIR Australia is offering 'good-buy' fares to Bali and Phuket priced from \$249 & \$329 one way from Brisbane as part of a 'fare-well' to Strategic Airlines sale.

Fares to Honolulu ex Melbourne and Brisbane start at \$349.

UA selects Panasonic

UNITED Continental Holdings will fit out 300 mainline United Airlines and Continental Airlines aircraft with Panasonic Ku-band satellite technology in a three-year long deployment project.

The Panasonic system offers faster speed than air-to-ground technology and enables users to stay connected on long-haul flights and streaming of video via personal wireless devices, such as laptops, smart phones or tablets.

UCH will install the system on Airbus 319 & 320 and Boeing 747, 757, 767, 777 and 787 aircraft from mid-2012 thru to 2015.

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Trafalgar/HWT movie night



ABOVE: Trafalgar and Harvey World Travel hosted a private screening of *The Cup* for valued clients at Gawler Cinema on the eve of the Melbourne Cup. Along with an exclusive screening of the Aussie film, guests were also given a run down on

Trafalgar's Insider experiences.

Pictured at the event from left are: Lindsey Jerram, HWT; Claire Sweeney, Trafalgar; Elisa Gesualdi, HWT; Jane Konatar and Mel Taylor, HWT; Michelle Piccirillo, Trafalgar; Mary Paronis, Michelle Twigger and Adam Hunt of HWT.

Antarctica for just \$1

QUARK Expeditions is offering companion fares on its Antarctic Explorer voyages on 13, 19 and 29 Nov 2011 for US\$1 in a three-day 'flash-sale', when the first pax pays the regular price.

Red Lion buys 10 more

RED Lion Hotels Corporation has purchased US 10 hotels, formerly leased from a subsidiary of iStar, for US\$37m, boosting its portfolio to 44 properties located in eight American states and Canada.

Silversea on the cards

SILVERSEA Cruises has expanded the number of sailings it offers guests the chance to learn & play the card game bridge in 2012.

Passengers can enjoy free daily bridge sessions, lectures for beginner and intermediate level players and a hosted program in a dedicated card room.

Sailings incl the 10-day round-trip voyage from Cape Town on 24 Jan aboard *Silver Wind* and seven- and 15-day voyages in Feb in South America on *Silver Spirit*.

Abu Dhabi stays up 31%

ABU Dhabi Tourism Authority has reported a 14% growth in hotel guest overnight stays to 1.515m for the first nine month of 2011, compared to the corresponding period last year.

The number of Australian guest nights skyrocketed 31% to 25,359. ADTA says in Sep alone, the number of hotel guests across all markets rose 29% year on year to 166,805 people, and that guests are staying longer and spending more, while occupancy rates rise.

MAP ownership dip

MACQUARIE Airports has today announced its foreign ownership level has decreased fractionally, from 35.9% to 35.4%.

Monday 7th Nov 2011

Petrucelli to retire

AMERICAN Express' President of Global Business Travel, Charles Petrucelli has announced his retirement, effective 31 Dec.

Petrucelli has been with the firm for 36 years, 10 of which have been spent leading the Global Business Travel division through changes in the industry, the events of Sep 11 2001, the SARS outbreak, the shift in airline commissions, airline and hotel alliances and the global financial crisis and economic recession.



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.com.au

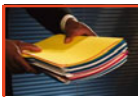
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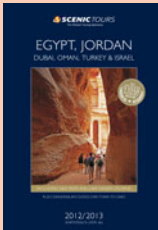
Brochures of the Week

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.*



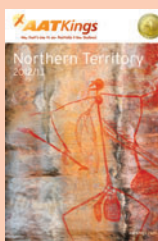
Mat McLachlan Battlefield Tours 2012

The new Battlefield tours brochure features a number of highlights for 2012 including Anzac Day tours to France and Gallipoli, Fall of the Third Reich tour in Germany, Guadalcanal and HMAS Canberra 70th Anniversary tour, Vietnam commemoration tour, a range of new four day Explorer tours departing Paris from Mar/Oct & short Flexi Tours to battlefields globally.



Scenic Tours - Egypt, Jordan and the Middle East

This 73 page brochure offers product in Egypt, Jordan and the Middle East for 2012/13, and for the first time introduces extended touring in Oman. The all inclusive tours offer five star accom with many properties exclusive to the tour operator. Partner Free Airfares (just pay taxes) are available on bookings made by 31 May - scenictours.com.au.



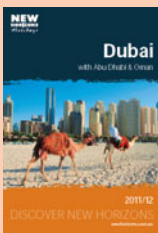
AAT Kings - Northern Territory 2012/13

This program features six tours in the Northern Territory ranging from six to 17 days & incl the Outback Wonders, Outback Adventure, Outback Panorama, Top End Spectacular, Red Centre Discovery and Lake Eyre Spectacular. Early payment savings of up to 10% off are available on bookings made 12 months in advance, 7.5% on 10 months before departure and 5% for 6 months earlier.



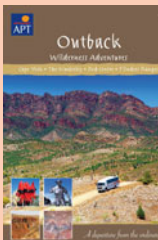
Explore Holidays - Austria and Germany 2012

Due to popular demand Explore Holidays has introduced a new range of product in Eastern Europe with a new section on Poland and an extended range of touring in Hungary and the Czech Republic. More tour options have been included as well as walking and cycling tours and a number of holiday suggestions have been added by the team to help plan client trips.



New Horizon Holidays - Dubai with Abu Dhabi and Oman 2011/12

The new brochure offers the most extensive range across the region for the wholesaler to date, with the agent selling tool featuring accom, sightseeing and touring options for West Australian travellers. A New World of Wonders - Atlantis Aquaventure and Lost Chamber itinerary has been added to the sightseeing program as well as Ferrari World Abu Dhabi.



APT - Outback Wilderness Adventures 2012

The Apr to Oct season in APT's new brochure features 10 itins. of Small group 4WD adventures to the remote regions of the Kimberley, Cape York, Red Centre, the Top End, the Gulf Country, Birdsville, the Pilnara, Flinders Ranges and Lake Eyre. Ranging from 6-14 days the off the beaten track experiences have no more than 24 guests. APTSuperDeals are available with savings of up to \$900/couple.



Cox and Kings - Worldwide 2012

The Small Group and Private Journeys brochure offers new journeys to Germany, Poland and Greece, multi country journeys in South America and luxury departures for journeys to Vietnam, China and the Baltic States. The brochure is a sample of the small group, private and tailor made journeys available online and include Africa, Asia, India, the Middle East and Central Asia and Europe.

Freestyle experience

FREESTYLE Holidays has added 4 night food & wine experiences in NSW priced from \$495ppts, incl accom and a Gourmet Boutique Wine Tour to the Hunter Valley.



Monday 7th Nov 2011

DMS buzzed at Dragonfly award

DESTINATION

Marketing Services is thrilled that its partner Dragonfly Africa was honoured at the Society of Incentive Travel Executives Crystal Awards last month.

The achievement was for Dragonfly's recent hosting of the Fuji Xerox Top Tier program.

Pictured accepting the prestigious award are Mike Waller, Dragonfly ceo and Yolanda Woeke Jacobs, DOSM.



Qantas Hols to boost credit card service fee

QANTAS Holidays/Viva! Holidays has announced that the service fee charged for all credit card payments will increase from 1.4% to 2%.

The move is effective Fri 02 Dec, and applies to all payments received on or after that date and to all types of credit cards.

The wholesaler has also introduced a new policy requiring a minimum land spend of \$250 per booking when combined with any Retail Airfare.

APT to operate Hart

THE Western Australian govt has chosen APT's Kimberley Wilderness Adventures (KWA) to develop and operate the low impact, and nature based Mt Hart Wilderness Lodge in King Leopold Ranges Conservation Park.

KWA/APT ceo Chris Hall said the project will be a valuable opportunity and will help add to its portfolio which also includes lodges in the Bungle Bungle, Bell Gorge and Mitchell Falls.

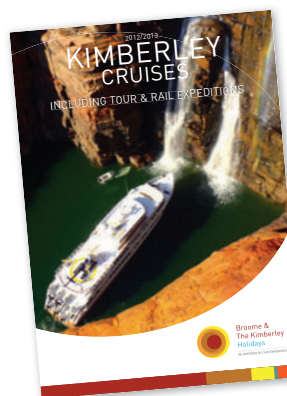
Accor flags big move

ACCOR has announced that one of the Australian tourism industry's most important assets "is about to announce a new direction and a new partnership".

The firm says further details will be released in the coming days, and is "arguably one of the most important developments in Australian tourism for many years."

Kingfisher cash back

FRASER Island's Kingfisher Bay Resort is offering \$150 Resort Cash to guests booking a 3 night 'Freestyling on Fraser Island' package priced from \$376ppts, for travel from 09 Jan to 04 Apr on sale until 15 Dec - see www.kingfisherbay.com.



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ABOVE: This group of top achieving agents for APT voted the scenic flight over Lake Eyre as the highlight of their famil.

The Outback Wilderness Adventure took the agents to the Flinders Ranges, Lake Eyre and Clare Valley and time to participate in a Ridge Top tour of Arkaroola.

Pictured from left are: Jenni Marr, Jetset Vermont; Andrew Guillaume, Jetset Brandon Park; Susan Hurst, RACT Travelworld Launceston; Margaret Franklin, RACQ Maroochydore; Deb

Moffatt, Northshore Travel; Lee Hasse, Jetset Ballarat; Janelle Ramsey, APT; Kiri Dian, ICE Vacations; Wendy Brown, HWT Westlakes; Kirby O'Conner, Relaxing Journeys and Dianne Wade, National Seniors.

Front: Terry Dawson, APT Driver.

Explore Italy & France

EXPLORE Holidays released its Italy and France brochure for 2012 featuring additional cycle tours in Tuscany, historical villas and city stays in France and new product in the Castellammare di Stabia and Sorrento regions.

Brochures will be on agency shelves by the end of Nov.

EK revenue up 18%

EMIRATES has reported a US\$225m net profit for the six months to 30 Sep, with the period including the launch of new routes to Geneva, Copenhagen and St Petersburg.

Passenger revenue rose 18% and the airline recorded an overall seat factor of 79%.

Upcoming new Emirates destinations include Baghdad, (launching next week) Rio de Janeiro, Buenos Aires, Harare, Lusaka, Dallas, Seattle and Dublin.

JQ grounds 3 aircraft

JETSTAR grounded three of its Airbus A320s over the weekend as a precautionary measure due to movement in the tracks of some of the seats on the aircraft.

Contiki rockin' world

CONTIKI Holidays has launched its Rock Around the World promotion for 2012 which will see the top 25 agents being treated like 'rock stars' on a 10 day 'experience of a lifetime'.

Agents booking any six-day or longer trip before 16 Mar have the chance at earning a spot on the exclusive tour.

The promo will coincide with Contiki's 50th anniversary.

New Viking website

VIKING River Cruises Australia has unveiled a new website, therealrussia.com.au, featuring new itineraries and its newly refurbished fleet.

Viking separately reported its newly revamped *Viking Rurik* vessel is now only displaying 40% occupancy for the 2012 season.

Ningaloo visits soar

THE number of visitors to WA's Ningaloo Coast, renowned for its whale shark diving experiences, increased 22.4% year on year to 17,500 during the 2011 season.

WIN A HOLIDAY FOR TWO TO HAWAII



Over the next two weeks, *Travel Daily* is giving one lucky reader the chance to win a trip of a lifetime to Hawaii, valued at almost \$8,000, courtesy of **Hawaiian Airlines, Waikoloa Beach Marriott Resort & Spa** and **Paul Mitchell**.

This fantastic prize includes return economy airfares from Sydney to the Big Island (Kona) via Honolulu with Hawaiian Airlines; four-night stay in contemporary, oceanview accommodation complimented by a private *lanai* (balcony) and a year-long supply of the exclusive Awapuhi shampoo & rinse for the special wow-factor.

All you need to do to be in the running to win this stunning prize and be the envy of your office colleagues is to answer all 10 questions featured in *Travel Daily* in the next two weeks, the final question being on Friday 18th Nov.

Plus, a daily prize of the Paul Mitchell Awapuhi shampoo & rinse for the first correct entry received.



Q. 1: What is Hawaiian Airlines' generous baggage allowance?

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Pinpoint Travel Group is part of Pinpoint Pty Ltd an Australasian leader in marketing and loyalty. Due to continued expansion in our business we are seeking a travel industry professional for the following position.

PRODUCT MANAGER

If you already have experience in product management and are looking for a change, this challenging and dynamic role could be the one for you! You will be responsible for driving growth and product development in the Fiji and South Pacific portfolio across our brands. You must have an entrepreneurial spirit, with drive and determination to get the best commercial gains from your portfolio. Naturally a strong negotiator and communicator, preferably with established industry connections, the role will encompass contracting, product development, research, analysis, brochure production & flyer development in line with promotional activity. Your time management skills in a multi-tasking environment are critical to success and you must be able to travel overseas to fulfil the demands of this role. Full knowledge of Calypso is essential with a minimum of 3 years product management experience.

Please forward a cover letter and resume in confidence to: anne.larkin@au.pinpoint.biz with the title of the role you are applying for by COB on Friday 11 November.

Direct candidate applications only - no agencies please.



TIME UPDATE

THE Travel Industry Mentor Experience has held its' AGM for the year ended June 2011. At the meeting all reports including audited accounts were adopted and accounts will soon be posted on the TIME website. The Board and the Committee were thrilled with the feedback from past Mentees on the program. These are just some of the quotes from mentees so far:

"I have realized new goals and would recommend the program to not only newbies in the industry but also long serving members like myself" – Annette Stin;

"I have grown and developed through TIME" – Felicity LaTerra;
"The program has resulted in me being a lot more focused at work within my role & a much happier home life" – Daniella Fahey;

"My new self belief means that I am ready for the next step in my career and I am more than capable of achieving it" – Melissa Train;

"Following some of the skills and lessons learnt during the program I was able to present a new business initiative to my managers which they were very impressed with" – Steve Farrelly;

"I would encourage fellow colleagues and industry peers to take part in the TIME experience with no hesitation" – Sally Ryan;

"I am a different person to who I was six months ago" – Megan Hill;

"I have gone from strength to strength" – Romina Izzo;

"I have learnt leadership is not just being in charge of staff" – Trudie Mansfield.

To ensure a place in the next program and to grow in your career, now is the moment for you to take part in TIME and benefit from years of industry experience provided by TIME Mentors. Don't delay – visit www.travelindustrymentor.com.au and express your interest.

Travel Daily

First with the news

Monday 7th Nov 2011

DJ upgrades service

ECONOMY passengers on Virgin Australia flights will be offered complimentary tea, coffee and water from 18 Jan - and from the same day the carrier will operate its new Business Class cabin on almost all Australian domestic routes (**TD** breaking news).

The service upgrades will also see Virgin match the Qantas offering by providing complimentary beer and wine to economy passengers travelling on the cheapest "Saver fares" between 4-7pm on key capital city trunk routes.

Business class will be available on Virgin's A330, Boeing 737-700 and -800, and Embraer aircraft, and is on sale now.

"Together with our new airport lounges, our relaunched Velocity Frequent Flyer program and our global network of more than 400 destinations worldwide, our new Business Class experience will provide an unmatched offering in the Australian market," said Group Executive Liz Savage.

BreakFree giftcards

MANTRA Group's BreakFree Hotels, Resorts & Apartments division is giving the gift of accom with BreakFree Gift Cards valid at destinations in Australian & NZ.

Denomination values available ranges from \$50 to \$2,000 - see www.breakfree.com.au.

Peach gets 1st aircraft

JAPAN's first low-cost carrier Peach Aviation has taken delivery of its first of 10 Airbus A320 jets ahead of the airline's launch in Mar next year.

Osaka-based Peach will operate the 180-seat A320s on domestic routes and then internationally across Asia.

Win \$5000

in travel vouchers with Qantas Holidays brochures

Using our extensive brochure range in 25 words or less, tell us where in the world you would go with **Qantas Holidays and a \$5,000 travel voucher?**

Submit an imaginative photo of yourself with one of our brochures to accommodate your reason. The most imaginative response will be the **lucky winner of a \$5,000 travel voucher** to use towards your next holiday with us.

View Qantas Holidays brochure range: [CLICK HERE](#)

View terms & conditions and sample image: [CLICK HERE](#)

PROMOTION PERIOD
1 NOV - 30 NOV 2011.



*TERMS & CONDITIONS: Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells product offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

Qantas Holidays Limited ABN 24 003 836 459. Licence No. NSW - 2TA 003 004, VIC 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510

VS to Vancouver

VIRGIN Atlantic will offer seasonal non-stop services between London and Vancouver from 24 May-25 Oct 2012, with four flights per week, on sale from 01 Dec.

Sunsail 15% discount

SUNSAIL is reducing its Sailing School program in The Whitsundays by 15% on select dates, now priced from \$1350ppts for a range of Royal Yachting Assoc. courses.

Manager - Strategic Marketing

Goulburn, NSW

- * **Amazing government role!**
- * **Ongoing training & vehicle provided!**



Goulburn Mulwaree Council has an exciting opportunity for a **Manager - Strategic Marketing (Maternity Relief)** to join their dynamic team in Goulburn. This is a temporary maternity relief position for a period of approximately 12 months. In this pivotal role, you'll be **responsible for managing the Strategic Marketing Business Unit**. You'll receive an **attractive salary \$70k+** depending on skills and experience. In addition, enjoy a **healthy work/life balance, ongoing training**, and the **opportunity to be provided with a vehicle** on a leaseback arrangement!



ApplyNow.com.au/Job29451
Apply Online or Call 1300 366 573

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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Travel Daily Group:





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**THE PROMISE OF A GREAT FUTURE AHEAD
NATIONAL SALES & MARKETING MANAGER (AIRLINE)
SYDNEY – SALARY PACKAGE DEP ON EXP**

Do you have the ability to drive and develop a business to reach new heights? This quality airline is looking for a strong leader to add value and scope for new developments and revenue improvement. To secure this rare and fabulous position you will have proven success within an airline at a senior level with strong leadership skills, great market relationships and acute commercial awareness.

**DON'T JUST CREATE THE DREAM – LIVE IT
NATIONAL MARKETING MANAGER- CRUISE
SYDNEY- SALARY PACKAGE \$110K+**

Are you a talented Marketing Manager with experience in the dynamic world of cruising? This well established company is looking for your drive, creativity and determination to combine with their award winning product during an exciting period of growth. You'll need a minimum 5 years senior marketing experience with a current understanding of the cruise market. Great perks plus salary package on offer.

**SEE YOUR SUCCESS TURN TO PROFITS
CORPORATE SALES MANAGER
SYDNEY – SALARY PACKAGE OTE \$100k+**

Take control of your Sales career and move to an organization that offers an exciting environment within the Travel Industry, a rewarding remuneration package, and ongoing success through growth. If you are an experienced BDM who can confidently discuss your success within the Corporate market this will be a great move for you. Bring your proven sales methodologies and relationship skills to this growing Agency.

**WE'RE LOOKING FOR THE BIGGEST GROUPIE
TEAM LEADER GROUP TRAVEL
SYDNEY – SALARY PACKAGE TO \$90K**

This exciting new position will be responsible for leading a newly created team specializing in group travel within the corporate arena. As well as being a strong leader who can coach & develop and manage workflows, you'll be a hands-on groups specialist with a keen eye for detail and high level customer service skills dealing with demanding corporate clients. This unique opportunity is waiting for you now.

**THE FUTURE IS IN YOUR HANDS
CORPORATE SALES - SME BUSINESS
PERTH - SALARY PACKAGE OTE \$110k +**

Capitalize on this great opportunity which has just hit the market. You will be sales driven and motivated to perform with a keen hunter mentality to be able to surpass goals and objectives. With your ability to really develop and generate sales leads through to meeting and contract stages you will be able to take advantage of this booming market. You'll have proven experience in sales and strong corporate connections.

CALYPSO EXPERT

**CALYPSO REPORTING ANALYST
BRISBANE - SALARY PACKAGE TO \$80k OTE**

This unique role situated in the sunny northern state requires a skilled Calypso genius who can facilitate testing and respond to escalation issues relating to the system along with effectively running reports. You will work on new functionalities of the system rolling out across the business. Your understanding of Calypso will be extensive along with advanced Excel skills. Benefit from your expert skills.

**LARGE MARKET ACCOUNT MANAGEMENT
CORPORATE ACCOUNT MANAGER /CLIENT RELATIONS
PERTH – SALARY PACKAGE TO \$110k**

Here is an exciting opportunity for an Account Manager to join this leading Account Management team. Looking after a portfolio of VIP corporate clients, you will nurture and develop your clients with your ability to build strong relationships and strategically analyze their business. Possessing high level commercial acumen you will have strong analytical skills and experience within the travel industry in a similar role.

**THE NEXT STEP UP FROM PROGRAM MANAGER
OPERATIONS MANAGER – CONFERENCE & INCENTIVE
MELBOURNE – SALARY PACKAGE \$100k +**

Move forward and take the next step with your career in Conference & Incentive Travel. This rarely seen opportunity has a focus on driving customer service and creating unique experiences and will utilize your strong background working in the international conference & incentive market. Oversee all management responsibilities across the program team including systems, procedures and workflow.

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

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
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

Curious...



... to work for a travel company that keeps winning?

As one of the world's most dynamic travel companies, with 40 years' experience, Travelport has just been voted Best GDS Asia Pacific for the third year running. The award reflects our passion and commitment to excellent customer service and the creation of world class solutions, such as Travelport Universal Desktop™ – which transform the way that travel is bought and sold around the globe. It also reflects the way we work in partnership with the world's leading travel companies.

Flight Centre have been a customer of Travelport for over two decades and here is what they have to say:

"Travelport knows what it takes to become number one and stay number one. We've been partners since we opened our first shop in Brisbane in the early eighties. Now with 2,000 stores globally, we're one of the world's most successful travel retailers and Travelport has been alongside us all the way."

Graham Turner, Managing Director, Flight Centre

Interested in becoming part of our success story?

A key reason for our success is our people. We believe mentoring, motivating and rewarding our people is the best way to achieve outstanding results. We are now looking for passionate and talented sales people to join our team. Here are just some of the exciting opportunities at Travelport :

- ❖ Account Executive
- ❖ Business Development Executive
- ❖ National Account Manager
- ❖ Global Account Manager
- ❖ Regional Sales Manager
- ❖ Business Analyst

If you know what it takes to be successful in selling technology solutions, or you have a sound knowledge of the travel industry, we would like to hear from you. Please send your resume to recruit.apac@travelport.com. We will be in contact with shortlisted candidates. All information received will be treated in strictest confidence and used only for Travelport recruitment.

