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Travel Daily

First with the news

Tuesday 4th October 2011

SALARY SURVEY AUSTRALIA 2011
Take part in TMS Salary Survey before **07 October 2011** and stand a chance to win **AU\$250** cash
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AUSTRALIAN SALARY SURVEY 2011 - click here

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Big bonuses for JTG execs

THE first nine months of operation for the merged Stella Travel and Jetset Travelworld has been a bonanza for the group's top ranks, with all eight of its Key Management Personnel receiving 100% of their potential bonuses.

The JTG annual report, released late on Fri afternoon, reveals the remuneration packages, which saw ceo Peter Lacaze receive an extra \$750,000 in cash, boosting his total pay to \$1.58 million.

Chief Financial Officer Elizabeth Gaines received a \$600k bonus, lifting her pay to just over \$1.1m.

The report also shows that Group GM Wholesale, Simon Bernardi, received a \$220k "sign-on incentive," which along with a \$160k cash bonus boosted his total income to \$718k.

QBT General Manager David Hughes was also the beneficiary of sign-on largesse, with a \$135k starting bonus and a total package worth \$504k - just ahead of GM Corporate Affairs Andrea Slark, whose \$100k sign-on bonus boosted her pay to \$471k.

Group GM Air Services Russell Carstensen was paid \$608k, while Gary Elliott, Group GM Online, was paid \$837k.

TSAX ceo Mike Thompson was paid \$477,000 including bonuses of just over \$100,000.

Experience Singapore

THE Singapore Tourism Board has today launched a unique "self-famil" program under which travel agents can experience the destination with bargain flights, accommodation and activities.

Your Singapore Xperience includes return SQ flights from \$450 - see the special front full page of today's **TD** as well as **p3**.

So much TD today!

Travel Daily today has nine pages packed with news and photos, a front full page for the **Singapore Tourism Board** plus full pages from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs

Win a trip to Chile

TODAY we kick off our latest monthly competition, this time offering an amazing major prize of a trip for two to South America.

The prize is sponsored by LAN Airlines, Latitud 90 and Patagonia Camp, and includes return economy airfares to Santiago ex SYD, domestic flights in Chile, luxury accommodation and tours.

This is one not to be missed - see **page nine** for details.

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Travel Daily

First with the news

Tuesday 4th October 2011

SPRING SPECIAL FARES ON SALE NOW



Infinity GSR incentive

INFINITY Rail has launched a new Great Southern Rail incentive, with 8 famil spots up for grabs on a memorable *The Ghan* journey.

The trip will depart from Adelaide for Darwin on 27 Nov, and the highest Southern Spirit seller in the group will travel in the exclusive Platinum class, with the rest in Gold.

The incentive is open to all Flight Centre group retail agents; details fc_rail@flightcentre.com.

Tourism states tax case

CARNIVAL Australia ceo Ann Sherry has presented the tourism and travel sector's tax reform priorities at the government tax forum in Canberra today.

Speaking in her role as deputy chair of lobby group TTF Australia Sherry said the tourism industry is "heavily taxed," generating about \$6.9 billion in net federal and state revenue last year.

She said reform of Australia's tax system could make tourism more competitive, as well as creating incentives for investment in new tourism product.

Key priorities urged include an explicit "zero-rating" for aviation biofuels in the Carbon Tax scheme, exempting employer-provided public transport from FBT, a capital works deduction bonus and accelerated depreciation for hotel furniture, fixtures and fittings, and a review of the passenger movement charge to more closely align it to the govt's tourism policy goals.

Denmark Oz office

DENMARK's official tourism organisation VisitDenmark has established a local presence due to "great potential for growth" from the Australian market.

The decision follows an 18% increase in Aussie bed-nights spent in Denmark since Aug 2010.

The organisation will be represented by the Consulate General of Denmark in Sydney.

A Danish business delegation will kick start its local presence when it meets with trade partners in Sydney and Melbourne late next month - for more details see www.visitdenmark.com/au.

Greyhound takeover

THE acquisition of Oz Experience by Greyhound Australia (**TD** breaking news) will see Greyhound significantly boost its presence in the youth and adventure travel market.

The move will see Greyhound boost its range of packages, allowing backpackers to book their entire holiday through the firm with "substantial savings," according to Greyhound ceo Tony Hopkins.



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Conditions Apply. Taxes Approx. \$404-\$445* PP.

CLICK HERE for further details

Agents welcome to Singapore

THE Singapore Tourism Board is expecting strong demand for special new travel agent deals which have launched today, allowing consultants to travel to the destination on Singapore Airlines from just \$450 return.

That fare includes taxes - and is also valid for companions, with the aim of seeing agents take in Singapore at their own pace.

STB country manager Sandra

Leong told **TD** the "new approach to trade famils" would complement existing educational which are usually offered to top achieving agents.

"We want to see everyone visit Singapore - particularly agents who haven't been in the last 3-5 years, when so much has changed," she said.

As well as the incredible airline deal, accommodation is on offer from just \$100 per night, while a large number of Singapore attractions have partnered with the Your SingaporeXperience program to offer significant discounts for participants.

Hotel partners include the new Marina Bay Sands integrated resort.

The offers must be booked online this month, with agents able to register via a website at YourSingaporeXperience.com.au.

Travel under the offer can be undertaken 1-16 Nov this year and 18 Feb-18 Mar 2012.

DJ Abacus deal

VIRGIN Australia has upgraded its connectivity with Singapore-based GDS firm Abacus, as part of a new agreement which gives travel agents across Asia full access to DJ fares and inventory, along with interline and code share partners including Singapore Airlines.

The pact is also expected to expand to other Virgin Australia airlines such as V Australia in the future.

Japan partners ITB

ITB Asia has announced that Japan will be the partner country for this year's event, which kicks off on 19 Oct in Singapore.

The partnership, made possible with the support of Messe Berlin and the Singapore Tourism Board, aims to provide the Japan Tourism Agency with a platform to "showcase the country's impressive recovery from the March 11 earthquake".

Agents key for QF

TRAVEL agents account for over 70% of Qantas' international business, and continue to be a key distribution partner for the airline.

Speaking at the AFTA Education and Training Industry Workforce Development Symposium today, in Sydney, QF head of corporate and industry sales, Karen Tsolakis, reiterated the importance of ongoing training of consultants.

A key development this year is the A380 Experience Program, with Tsolakis saying "I want every single agent who sells international to get on an A380 and fly to Singapore or Los Angeles to see what an amazing aircraft it is".

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A STAR ALLIANCE MEMBER

Window Seat

A BRAND new Ford Explorer has rolled off the assembly line in Chicago - but this one is a little bit different.

Created under a partnership between Ford and the newly opened LEGOLAND theme park in Florida, the special SUV has been built using more than 380,000 Lego bricks.

The life-size Lego model took 22 designers more than 2500 hours to create - and the exacting process has been captured in a time-lapse video which can be viewed on our website at www.traveldaily.com.au/videos.

The exhibit will feature in one of the park's attractions, the *Ford Driving School for Children*, in which kids can "experience the fun and responsibility of driving in their own vehicles (at a maximum speed of 3mph)".

2012 DELUXE EUROPEAN RIVER CRUISES

Europe Earlybird Deals* - On Sale Now! *conditions apply

SAVE \$600 per couple Suite Ship Deal

SAVE \$500 per couple Cruise 12 days or more

SAVE \$400 per couple Book with Emirates airfare

SAVE \$300 per couple Cruise 11 days or less

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SIA online Kris push

SINGAPORE Airlines is stepping up its consumer online sales push with a new airfare promotion for members of its loyalty program providing an "extraordinary" 50% discount for online redemption.

The KrisFlyer 'Global Redemption Offer' is available on select flights made by 09 Oct for travel this month or next, in Economy and Business Class, on Singapore Airlines and SilkAir.

Minor's major role

MINOR Hotel Group has named coo Dillip Rajakarier, the man behind the hotelier's takeover of the Oaks Hotel Group in Australia/NZ, as its new ceo.

Japanese open skies

TRANSPORT minister Anthony Albanese has announced the details of a new bilateral pact with Japan (**TD** breaking news Fri), which enables direct flights from Australia to Tokyo Haneda Airport.

The deal also allows an unlimited number of flights between the countries, as well as making it possible for the first time for Australian airlines to fly beyond Japan to third countries.

Jetstar Hainan deal

JETSTAR is understood to have signed a new Memorandum of Understanding for flights to China's Hainan province, at the World Routes Forum overnight.

Tiger Airways issues profit alert

THE CASA-enforced grounding of Tiger Airways Australia (TT) in Aug will see the carrier's Singapore-based parent record a net loss for the three months to 30 Jun, according to a Singapore Stock Exchange update on Fri.

The results will also be affected by the under-utilisation of the Tiger Australia fleet due to the reduced flying program as flights were reintroduced, with TT confirming that the grounding cost it about S\$2m per week.

Lower load factors have been experienced following the restart of operations, and the carrier is also experiencing high fuel prices.

It's been a busy few days for Tiger, which has also advised of a formal complaint by the Australian Competition and Consumer Commission about a marketing email sent by the carrier to its Australian customers.

It's understood that Qantas

raised the matter with the ACCC after Tiger claimed fares had risen 30% during its six week hiatus.

Tiger said it was "in consultation with the ACCC on the issuance of an appropriate corrective notice upon which the complaint will likely be resolved.

"TT is in further consultation with the ACCC as regards its continuing commitment to trade practices compliance," it added.

MEANWHILE a further drama has arisen for Tiger Airways Singapore (TR), which has received a letter of complaint from the Civil Aeronautics Board of the Philippines, suggesting that the CASA grounding of Tiger Australia "raises similar questions about TR's operations to the Philippines.

Tiger said the complaint was "without merit" because TR and TT hold separate Air Operator's Certificates and are run as individual subsidiary companies.

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:
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SKYWEST Airlines flew 10 travel agents from WA to Kununurra recently as part of an educational, organised in partnership with Australia's North West Tourism in the East Kimberley.

The group enjoyed a number of highlights travelling through the upper West Coast including a scenic flight over Purnululu NP (Bungle Bungle Range), a cruise along Lake Argyle and Ord River, time to soak in the thermal pools in Zebedee Springs, sample some barramundi and view some exquisite Argyle Diamonds.

Pictured at El Questro Wilderness Park in front of a Boab Tree from left are: Carli, El Questro Ranger; Andrea Beck, TravelManagers;

Katie Johnson, Jetset Travel Riverton; Krystle Trueman, WTP; Varnia Iraia, TTFN; Jelena Romic, Travelworld South Perth; Sophie Fitzgerald, Flight Centre Mt Hawthorn; Robyn Maher, Australia's North West Tourism; Tina Johnson, Carine Travel Bug; Patricia Reoch, Harvey World Travel Mandurah; Renee Lese, Flight Centre Kalgoorlie and Stacey Pitman, Skywest Airlines.

Canadian makeover

CANADIAN rail firm VIA Rail will begin selling tickets for the newly renovated Deluxe Sleeper Class berths on the Canadian, for travel in summer 2012, mid this month.

New accom grp name

BED & Breakfast, Farmstay and Accommodation Australia, the national owner-operated accom organisation, has switched its name to Hosted Accommodation Australia.

The adoption of the new title has the support of allied tourism parties & follows research which found the collective term 'Hosted Accommodation' resonates most strongly with consumers.

Skal Melb. 50th bash

SKAL International Melbourne is holding a Gatsby themed 'Tea Dance' luncheon at the Ivanhoe Centre on Sun 23 Oct to celebrate 50 years - email RSVPs by 18 Oct to sandy@apartmentsonlygon.com.au.

OpenSkies cuts IAD

BRITISH Airways' all Business class transatlantic subsidiary, OpenSkies, has announced it will suspend its Paris Orly-Washington Dulles service effective 29 Oct.

MEANWHILE, OpenSkies will this month begin offering guests flying from New York Newark to Paris Orly Apple iPads as personal entertainment devices packed with movies, TV shows & games.

The carrier said adding iPads was a "significant improvement in the experience for customers."

Money

WELCOME to Money Talk, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = 0.949

RUCTIONS in global financial markets are continuing, and the Australian dollar has continued to suffer as traders move away from so-called "risky" currencies.

In fact the Aussie is today trading at a 2011 low, because of worry about the Greek debt crisis and its impact on the global economy.

Today the Reserve Bank meets and is widely expected to leave interest rates unchanged, which will help hold the dollar up amid expectations that rates will fall later in the year if sharemarket fluctuations continue.

However there is some positive news, with latest data indicating the US has avoided a "double-dip" recession.

Wholesale rates this morning:

US	\$0.949
UK	£0.614
NZ	\$1.258
Euro	€0.720
Japan	¥72.34
Thailand	฿29.73
China	¥5.91
South Africa	R7.76
Canada	\$0.995
Crude oil	US\$76.29



*A330 aircraft shown

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UA, CO lounge rehash

UNITED Airlines and Continental Airlines have rebranded their respective airport lounges - Red Carpet Club and Presidents Club - as United Club, effective 01 Oct.

The change at over 50 lounges in 39 airports worldwide is part of the integration of the carriers.

Superfast Stena spas

UK FERRY company Stena Line is in the process of adding Nordic Spa facilities to its *Superfast VII* and *Superfast VIII* vessels.

The Pure Nordic Spa will feature a Jacuzzi and sauna, available to Stena Plus & Premium passengers.

Kingfisher Bay safe

FRASER Island's Kingfisher Bay Resort escaped any damage to property following a bush fire over the weekend in the Great Sandy National Park.

Guests at the resort were relocated from the wilderness lodges to the Centre Complex as a precautionary measure as the Qld Fire Service, Rural Fire Brigade and some resort staff helped to contain the fire on Sun and Mon.

The wilderness lodges have since reopened but a few services have been altered and access to Fraser Island by 4WD is now suggested via Wanggoolba Creek, instead of Kingfisher Bay Resort, until the road from the resort is reopened.

Resort tours have been axed, including all Lake McKenzie Tours (ex Hervey Bay) for today and there are itinerary changes for other scheduled trips.

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Previous Sales and Airline or Travel Agency experience are essential to success, and Group Travel experience will be highly regarded. Your in-depth knowledge of GDS systems together with fares and ticketing experience is crucial to this position. There are 3 newly created positions available within the Group Sales Team - two permanent positions, and one fixed term contract position.

To apply visit our website virginaustralia.com/careers

Applications Close Sunday 9th October 2011



Amazing Starwood racers



STARWOOD Hotels and Resorts hosted over 100 Professional Conference Organisers at a "Relax into Summer" themed event at Sydney's Sheraton on the Park recently, as part of the company's biannual global sales blitz.

As well as mini massages and manicures for clients, Starwood's wholesale and online customers showed their competitive colours during an Amazing Race which

highlighted the nine Starwood brands in activities across the city.

The Orbitz team came in first, just ahead of The Travel Corporation, with all of the Amazing Racers pictured above at The Four Points by Sheraton in Darling Harbour.

Samoa incentive

SAMOA Tourism Authority is giving two agents who complete its Travel Academy modules by 31 Jan the opportunity to experience the 2012 Fa'a Samoa Roadshow.

The five-day famil will take place from 18-23 Mar, with the two winners to be announced in the first week of Feb.

Sign up for the training modules at - www.travelacademy.com.au.

More QF strikes

AFTER major disruptions last week due to industrial action, Qantas customers are once again set to face chaos this Fri after the Transport Workers Union advised the carrier of a further walkout this Fri 07 Oct (**TD** breaking news).

The strike will take place 4-6pm, with QF's Olivia Wirth describing the move as "cynical, damaging and counter-productive."

"Clearly the TWU leadership has absolutely no concerns about the impact its behaviour is having on the travelling public," she said.

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Brochures of the Week

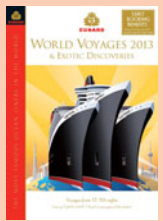
WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to brochures@traveldaily.com.au.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



Kumuka Worldwide - Europe Winter/Summer 2012/13
New coach and hotel itineraries have been added to this 2012 Europe brochure. Kumuka offers fully escorted targeted at the 18-55 year old market featuring 3 and 4 star accommodation, more multi night stops and free time built in to allow more freedom to explore. Five new tours have been added incl the 12-day Italy Discovered & the 23-day Mediterranean and Italy Explored. New destinations include Krakow in Poland. 15% discounts are being offered on select itineraries during 2012, when paid in fully by 20 Dec - kumuka.com.



Cosmos - Asia 2012
The Globus Family of Brands' four star tour operator is offering six new itineraries in China, India, Vietnam and Japan. The 2012 Asia brochure offers 17 itineraries and new deals including bonus free nights in India and Japan and special airfare packages with Singapore Airlines and Cathay Pacific to India. For more details see cosmostours.com.au.



Cunard - World Voyages 2013 & Exotic Discoveries
The new Cunard brochure has recently been released to agents featuring the 12 night Royal Circumnavigation of NZ in Mar 2013 and special itinerary highlights onboard *Queen Mary 2*, *Queen Victoria* and *Queen Elizabeth*. *Queen Victoria* will sail a 105 night world voyage visiting North & South America, the South Pacific, Asia and Mediterranean with stays in Shanghai, Hong Kong, Sydney and Dubai. *Queen Elizabeth* will operate an Exotic Discoveries voyage from the UK to New Zealand via America and the South Pacific on its 91 night cruise - cunardline.com.au.



Hurtigruten - Discover Norway 2012
The launch of the 2012 Discover Norway travel brochure showcases a range of Norwegian cruise and tour holidays and tour options for travellers to custom design their own discovery. Departures are available on most days all year round and earlybird savings are being offered on bookings made by 29 Feb 2012. Hurtigruten is represented in Australia by Discover the World Marketing Travel - 1800 623 267.

Qld rail sales higher

QUEENSLAND Rail Travel recorded an 11% year on year increase in sales during the first quarter which it attributes to its 'All the holiday you can take' marketing campaign.

The promo is currently in its 2nd phase with sushi train adverts showcasing not only the outback and reef but also the beach, city and rainforests in the region.

SA info centres entice

A **NEW** study has revealed that 72% of people who visited South Australia's visitor information centres chose to extend their stay in SA as a result of what they saw or heard at the tourist info hubs.

Hotels.com iPad apps

ACCOMMODATION booking website Hotels.com has launched a new free iPad application that allows users to book 140,000 hotels around the world.

The app is available in 30 languages and offers last minute deals, user reviews and a location indicator.

Tuesday 4th Oct 2011

UU French earlybirds

AIR Austral has unveiled new earlybird fares between Australia and France priced from \$1,759, on sale until 30 Nov, valid for travel between 01 Oct-30 Nov and 18 Jan-19 Jun 2012.

The fares are ex Sydney to Paris, Lyon, Marseille, Toulouse, Bordeaux or Nantes.

Prices ex Brisbane, Melbourne and Adelaide start at \$2,021.

New TripAdvisor cfo

ONLINE travel portal TripAdvisor has announced Juli M.B. Bradley as its new chief financial officer.

Meridien Koh Samui

STARWOOD Hotels & Resorts has officially opened the five-star 77 suite & villa Le Meridien Koh Samui Resort & Spa at Lamai Beach in Thailand.

new opportunity! SA/NT

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A STAR ALLIANCE MEMBER

Published return fare. Taxes & surcharges additional from \$459. Conditions apply.

Kenya kidnapping

THE Kenya Tourist Board says security at resorts and tourism areas across the country has been tightened after the kidnapping of a French woman last Sat.

Darling Harbour redevelopment plan

THE NSW Government late last week announced the decision to redevelop 12 hectares of land around Darling Harbour and is taking expressions of interest as well for the Sydney International Convention, Exhibition and Entertainment Precinct project. BESydney said it supports the

NSW Government's decision. "In an increasingly competitive international environment, this infrastructure development will be the cornerstone to the harbour city's continuing success" said Lyn Lewis-Smith Acting chief executive officer.

The Business Events company said it has already begun to secure events up until 2018.

The Tourism and Transport Forum chief executive, John Lee acknowledged that the Sydney Harbour Foreshore Authority had done a considerable job to get the project to where it is but the "logical next step for such a project will require a whole-of-government focus.

"Accommodation development will be critical to getting this facility right... but hotel construction needs to top the government's priority list.

Sydney will struggle to meet the demand generated by the facility without the appropriate accommodation as part of the development," Lee said.

Indochina's new brox

TRAVEL Indochina has unveiled its new Small Group Journey brochure for 2012/13 offering 60 itineraries in 11 countries as well as earlybird discounts of up to 10% off, when deposited by 30 Nov, for tours departing between 01 Feb and 30 Jun 2012.

Paul Hole, MD said pricing is now comparable to that of 2005 and that 39 itineraries have been guaranteed to operate.

Voyager celebrates milestones

VOYAGER

Travel Corporation celebrated two milestones last week with Operations Manager Kerrie-Ann Kettle reaching 15 years with the company and Consultant Team Leader and Operations Assistant, Karyn Barlow making it to 10 years. Australia's largest independent



travel management company said it was a real milestone due to the "tourism, travel and hospitality industries" known for their high staff turnovers.

Pictured from left are Karyn Barlow and Kerrie-Ann Kettle.

Peregrine adds 11 in 12

PEREGRINE Adventures has introduced 11 new itineraries to its European program in 2012.

The new options include cycling in the Loire Valley, trekking in the Swiss and French Alps and walking in Sardinia.

Bookings made before 30 Nov are eligible for earlybird discounts of between 10%-20%.

Scenic fly free promo

SCENIC Tours is reminding agents that there is only one month to go on its partner fly free to South America deal when two people are booked on 10 select itineraries, ending 31 Oct.

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A competitive salary package, including a fully maintained company vehicle and generous bonus scheme will be offered to the successful candidate. If you want to be part of a progressive organisation, please email your expression of interest to: ciarar@covermore.com.au

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Carnival 2.0 initiative

CARNIVAL Cruise Lines in the US will invest over US\$500m to upgrade entertainment, dining choices, bars and lounges from now until 2015 across its fleet.

The 'Fun Ship 2.0' project includes partnering with comedian George Lopez (to enhance Carnival's comedy clubs) and US celebrity chef, Guy Fieri (which will see the addition of Guy's Burger Joint).

Other additions include a new EA SPORTS bar, a poolside destination called RedFrog Rum Bar, a cocktail venue dubbed 'Alchemy Bar' and the Blueguana Cantina Mexican restaurant.

CTM settles etm deal

CORPORATE Travel Management today confirmed the completion of its takeover of etm travel.

MD Jamie Pherous said the acquisition would add "significant depth to CTM's corporate specific services, with its complementary MICE and VIP Leisure offerings."

He said etm group would also bolster CTM's Melbourne corporate presence, while the integration of etm's events division into Events Travel Management would mean CTM is "ideally positioned to leverage MICE solutions across CTM's corporate clients".

QF satisfaction high

QANTAS is holding onto a six percentage point lead on Virgin Australia in terms of customer satisfaction among domestic carriers, according to the latest Roy Morgan Research report.

For the three months to Jul QF achieved 87% satisfaction.

MEANWHILE, Tiger Airways' satisfaction level has plummeted to just 37% over the same period.

TMS survey reminder

TMS Asia Pacific is reminding the trade to participate in its 2011 Salary Survey, which closes on Fri - details at www.tmsap.com.

Air Tahiti Nui sales up

AIR Tahiti Nui recorded a 34% year on year rise in Australian sales in the first half of the year, with the highest amount of passenger numbers coming out of Sydney and Melbourne.

Mark Hutchinson, gm Australasia is confident of more growth in coming months due to the introduction of seasonal interline connections between BNE, AKL and Tahiti, with Qantas & Emirates, effective this month.

Tuesday 4th Oct 2011

Rail Tickets savings

RAIL Tickets is offering savings on its UK/Europe point-to-point sectors and Rail Passes, with discounts of up to 40% available on the TGV Lyria train when booked before 30 Nov.

Other discounts include: one extra day travel free on the Eurail Select Pass, 20% off France and BritRail Passes and up to 30% off the Thalys point-to-point fares.

Eurostar is offering up to 20% off, valid for sale until 13 Nov.

Hertz pedals to Spain

THE Hertz Corp. is expanding its electric bicycle range into Spain following its success in London earlier this year.

A choice of nine Swiss Flyer electric bikes are available for hire, with daily rates at €24 when pre booked or €28 when booked on the same day as collection.

To make a booking or more info see electricbikes.es/hertz/.

WIN A HOLIDAY FOR TWO TO CHILE

Throughout October, **Travel Daily** is giving subscribers the chance to win a fabulous Chile holiday package valued at almost \$10,000, courtesy of Turismo Chile, LAN, Latitud 90 and Patagonia Camp.



The prize includes:

- ◆ Return Economy Class airfares on LAN to Santiago ex Sydney plus domestic flights Santiago/Punta Arenas/Santiago
- ◆ Transfers in/out from Punta Arenas & Santiago Airport
- ◆ Three (3) nights' accommodation in a Luxury Yurts with views To The Paine Massif at Patagonia Camp - Torres Del Paine
- ◆ Entries and full day guided excursions to Torres del Paine National Park
- ◆ One (1) nights' accommodation at La Casona at Matetic Vineyards
- ◆ Breakfast and dinner daily
- ◆ Wine tour and tasting

Every day **Travel Daily** will ask a different Chile-related question – just read the issue

and email us your answer. There will be twenty questions in total.

At the end of the month the subscriber with the most correct entries and the most creative response to the final competition question will win this fantastic Chile holiday.



Q.1: What is the highest volcano in the world and what region of Chile is it located in?

Email your answer to: chilecomp@traveldaily.com.au

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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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THERE'S NO BETTER BRAND IN THE MARKET

CLIENT RELATIONSHIP MANAGER x 2
SYDNEY – SALARY PACKAGE TO \$80k + BONUS

Are you well connected within the Sydney corporate market and looking to be part of a forward-thinking company with exciting growth plans and a leading Brand? These roles will form part of the Key Account Management team and will be responsible for the day to day management of corporate client activity including data analysis, relationship management and resolving any service related issues. You won't look back.

STEP ON TO THE REGIONAL STAGE

ACCOUNT DIRECTOR ASIA PACIFIC
SYDNEY – SALARY PACKAGE OTE \$130K++

Take your high level sales & account management skills, combine them with your advanced knowledge of GDS and online products, and bring them to an exciting global organization that will give you responsibility for key customers in retaining and growing their business. You will be energetic, goal-orientated, ambitious, and motivated by achieving targets. Join a progressive organization and drive

BE VALUED AS A MENTOR

CORPORATE TRAVEL - TEAM MANAGER
SYDNEY – SALARY PACKAGE TO \$70k + Benefits

Are you tired of working within a hostile team environment? Take your skills to a TMC who will value your opinion. Supervising their Online team, you will also be responsible for mentoring and developing a talented team of consultants who are highly focused on helpdesk customer service and quality control. This company offers long term opportunities, a great career path and a fantastic salary package.

FLY FURTHER WITH YOUR CAREER

CLIENT RELATIONSHIP MANAGERS – AIRLINE
MELB & SYD – SALARY PACKAGES TO \$90K+

Are you well connected within the corporate market? Searching to be part of a company which has a forward moving direction and a brand name everyone wants to work for? These key roles forming part of their key account management team will be responsible for the day to day management of client activity, analysis and client relations relating to overcoming difficult challenges.

ANALYZE THIS

REVENUE ANALYST
MELBOURNE - SALARY PKG \$60k + BONUS

This key role in an expanding business will be responsible for inventory management within the pricing department. Your role will be to ensure this product sits in a competitive position within the market while ensuring an effective balance to the margins and yield requirements for the business. Your excellent numerical and analytical skills will be required here with previous experience in a similar role. E-comm highly beneficial.

NUMBERS CRUNCHERS REQUIRED

ACCOUNT MANAGEMENT SUPPORT ANALYST
SYDNEY – SALARY PACKAGE TO \$75K

In this newly created role you'll work directly with the Account Manager responsible for the overall client relationship. Your role will include; creating detailed reports, managing data accuracy, analyzing both client and supplier data, assisting in the implementation of systems & booking tools to new clients, and providing first level support for any reporting software issues. Analytical & technical skills are

SET WAVES CRASHING

CRUISE MANAGER
MELB– SAL PKG DEP ON EXP

Do you have impeccable skills within the cruise market and the ability to manage and busy department. This company is looking for a senior manager who has the capacity to create a solid team working environment while focusing on the development of the department including involvement in proposals, itinerary planning for onshore activity and managing budget requirements.

MOVE FOR YOUR CAREER TO THE CAPITAL

BUSINESS MANAGER – CORPORATE TRAVEL
CANBERRA – SALARY PACKAGE OTE \$95k incl Car

Live in a peaceful location whilst managing one of the biggest and busiest portfolios in the country! The balance is perfect – you'll have loads of experience in Account Management, handling large-market corporate clients that require supreme levels of market knowledge, honesty, integrity, great communication and negotiation skills. Join a fantastic team within a leading TMC and reap the rewards.

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