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# Travel Daily

First with the news

Monday 12th September 2011

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## Insight Europe 2012

**INSIGHT** Vacations has launched its Europe and Britain program for 2012 which features 22 (of 108) brand new premium itineraries, covering 42 of the 46 countries & states making up the region.

More new brochures on **pg 7**.



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## Achievers to expand in '12

**THERE** will be places for up to 200 consultants in next year's Jetset Travelworld Wholesale Global Achievers program, with the expansion of the scheme announced on Sat night by the company's National Sales Manager, Fiona Dalton.

Speaking at this year's glittering event which took place at the upmarket Hope Estate Winery in the NSW Hunter Valley, Dalton said the revamp would also see the program move away from a specific revenue target, which this year was \$225,000 in sales.

The changes reflect the opening up of the scheme to also include sales from other brands including Travel2, Rail Tickets, Travelscene Holidays, Newmans and Travel Indochina (**TD** 14 Feb).

"The Global Achievers Club needed to evolve," she said, with the program introducing three new membership tiers which along with the 500 Club sees all Achievers each receive a five night complimentary accom package from a selection of domestic and international destinations including Phuket,

**A bumper issue!**

**Travel Daily** today has nine pages packed with news and photos, plus full pages: (**click**)

- AA Appointments jobs
- inPlace Recruitment jobs
- Orion Cruises pricing

Tropical North Queensland, Bali, Canada, Fiji and the Whitsundays.

That, along with a selection of day tours and attractions, will ensure the winners gain a "true destination experience".

The top level 500 Club agents also receive a \$3000 flight credit, and the scheme will continue to offer priority phone access, famil invitations and more.

165 excited participants gathered in the Hunter Valley on Sat to hear about the changes and celebrate excellence, with the venue chosen as part of the major new partnership between Jetset Travelworld Wholesale and Destination NSW (**TD** 03 Aug).

Dalton said next year's Global Achievers event, which will be the 17th time it's been held, is set to be yet another "unforgettable weekend, so get your passports and swimsuits ready".

"You are truly part of our family, and the Global Achievers is a key way of retaining and developing top agents now and into the future," Dalton said.

For all of the details of the winners from Sat night's event, which also featured heartthrob host Daniel MacPherson and Aussie crooner Guy Sebastian, see **pages 3** and **8** of today's **TD**.

## New Orion pricing

SEE the last page of today's **TD** for details of Orion Cruises' new pricing and group policies (**pg 2**).

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## Tipping comp leaders

**WITH** the finals for both AFL and NRL in full swing, there's lots of excitement as we approach the end of our tipping competitions.

After last weekend's rounds Chris Daniels from Pan Australian Travel is in the lead of the AFL comp on 309 points - just ahead of Sommer Pasquale of The Travel Corporation on 308.

The NRL tipping leader is Nicola McAuliffe of Qantas on 291 points, ahead of QBT's Anthony Butt.

## Travellers Choice seeks ceo

**THE** Travellers Choice group has today launched a recruitment program for a new Chief Executive Officer, after incumbent ceo Gary Allomes told members he would retire this year (**TD** 22 Nov 10).

The move continues a succession strategy which began in early 2010 with the appointment of

Christian Hunter as Travellers Choice gm, taking some of the day to day workload from Allomes, who's been md for almost 15 yrs.

The company is seeking someone with at least five years of senior management experience, an in-depth understanding of the local travel and tourism industry, and "strong relationships with key travel principals and suppliers".

The timing of the process could see a new ceo in place before the Travellers Choice shareholders conference which will take place in Singapore in late Oct.

Travellers Choice members were informed of the move on Fri afternoon, and details of the role can be seen in today's **TD** on p6.

## New Orion pricing

**ORION** Expedition Cruises has reviewed its pricing and group policies, due to the impact the strength of the Australian dollar is having on local market conditions.

The cruise line is offering up to 50% on 2012 savings, with the earlybird discounts on offer for bookings until 30 Nov.

The new groups policy offers one FOC cabin for each 5 cabins booked as well as co-op support, and there's also now live pricing available on the website at [www.orionexpeditions.com](http://www.orionexpeditions.com).

Orion launched its biggest ever consumer advertising campaign on the weekend, with agents urged to prepare for an influx of interest this week.

## Tiger Australia chief

**TIGER** Airways this morning confirmed that the new head of its Australian operations is former Virgin Blue chief operating officer Andrew David, replacing the outgoing Tony Davis (**TD** 29 Aug).

Tiger said the airline is "committed to a long term and viable future in Australia".

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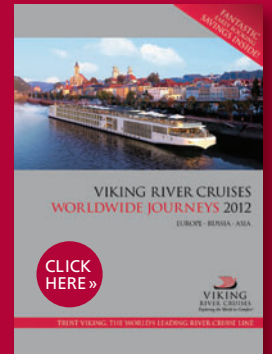
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True Paradise

## JTG deal key for Destination NSW

**THE** \$4 million two year pact between Destination NSW and Jetset Travelworld (**TD** 03 Aug) is the state tourism organisation's biggest worldwide deal, according to DNSW ceo Lyndel Gray.

Speaking to agents at the Jetset Travelworld wholesale Global Achievers event on Sat night, Gray hailed attendees as "an amazing group of travel professionals".

The newly constituted Destination NSW is also tasked with marketing major events for the state, and the travel industry is key to promoting NSW, with Gray saying "we can't do it without people like you".

She also screened a new Destination NSW video at the Hope Estate event, with backing music coincidentally provided by the evening's surprise star performer, Guy Sebastian.

The agreement will see Jetset Travelworld's wholesale brands "contract, package and promote NSW in a new way," Gray said.

## Achievers see NSW

**THIS** year's Qantas Holidays Global Achievers (see p8) have enjoyed famils in a range of NSW destinations including Byron Bay, Lord Howe Island, the Blue Mountains and an amazing Sydney Seaplanes experience.

They also participated in a car rally, courtesy of Hertz, en route to the Hunter Valley venue for the Achievers event on Sat.

"It's easy to forget that sometimes the best travel experiences in the world are right on our doorstep," said Jetset Travelworld Wholesale National Sales Manager, Fiona Dalton.

## Agents to fly on A380

**QANTAS** is planning a range of new travel agent incentives in the coming months, according to recently appointed QF Manager National Accounts, Lesley Owen.

She told attendees at the Global Achievers gala dinner on Saturday that a key focus would be on "proactively providing as many consultants as possible the opportunity to experience the A380 for themselves".

## NT Arpts pro SIA-DJ

**NORTHERN** Territory Airports says it's in favour of the planned alliance between Virgin Australia and Singapore Airlines, saying the international feed SQ would provide to DJ's local operation will strengthen domestic competition.

NT Airports represents Darwin Int'l Airport, Alice Springs Airport and Tennant Creek Airport.

Acting ceo Tom Ganley told the ACCC earlier this month "there is little risk" the alliance would impede competition between Australia and Asia due to the large number of carriers flying between the countries.

Gandley said the pact would give SIA a "considerable incentive to further promote and market Australian destinations beyond their Australian gateways."

He also said the alliance has the ability to create greater air access to regional and secondary cities, improve int'l visitor dispersal and create extra jobs "for regions highly reliant on tourism."



## Window Seat

**THERE** was almost an extra special unexpected guest at the Global Achievers event in the Hunter Valley on Sat (see p1, p8).

A number of sharp-eyed achievers, including Trish Stamp from Travelscene Mt Eliza, spotted a fancy Commonwealth car with a red-headed passenger.

That's right - none other than Prime Minister Julia Gillard was also staying at the Crowne Plaza Hunter Valley, and there was even speculation that she could have been presenting a speech as the mystery entertainment.

Fortunately Guy Sebastian and Daniel Macpherson both turned up at the event instead, causing a collective sigh of relief (and excitement!).

**COULD** you see Jules Lund's jeans (pictured below) up in your office boardroom?

They've probably sat on many flights in business class, although at Sat night's Jeans for Genes Gala Dinner in Syd (pg 6), the *Getaway* host's denim artwork fetched only \$1,500 in the live auction, the lowest bid received of the eight celebrity jeans on show.

No stranger to the travel industry, Lund could have probably raised a lot more for his threads at the NTIA.




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## CZ adding 4th to BNE

**CHINA** Southern is to launch a fourth weekly service between Guangzhou and Brisbane from 30 Oct, with it and the existing flights connecting to Beijing Capital Aprt.

## Velocity expands into sporting arena

**VIRGIN** Australia will shortly offer its loyalty program members the chance to earn Velocity points on sports products and sports-based experiences through a new Sydney-based company.

Titled onsport.com.au, the web business is one of three new partners named by Virgin as imminent partners for Velocity, along with Lumo Energy and Westfield Online (**TD** 26 Aug).

A website for 'Australia's online sports marketplace' is nearing completion and will launch later this month.

Onsport.com.au tells browsers they will be able to "shop for the very best sporting products and unique sporting experiences, all on the one website."

Director Matt Brodie confirmed to **TD** that onsport.com.au had signed on as a preferred partner with Velocity, and that members are able to accrue 4 Points per \$1 spent via the company during the initial launch - until 31 Dec 2012.

Afterwards Velocity members

will earn 2 Points per \$1 spent.

Content onsport.com.au will feature includes sports footwear, supporter gear, accessories, apparel and equipment, along with corporate hospitality, match day experiences, special events, team memberships, sports-travel, memorabilia, books and games.

Brodie said onsport.com.au has teamed up with a wide range of both elite sporting organisations and more 'mainstream' providers in the sport/activity sector too.

Velocity members will be able to burn points from Oct, "which we think is a really unique offering for an airline loyalty program," Brodie said.

Virgin Australia has a vested interest in sports already - it's the official airline of the AFL, and the Australian Open, and sponsors the Fly V Australia Cycling team and the AFL's Gold Coast Suns.

In Jul, Virgin Australia took the naming rights for Mackay Stadium and also has a corporate lounge at Gold Coast Stadium.

## Rugby World Cup scores for South Africa



**ABOVE:** Friday night's Rugby World Cup opener was played between the New Zealand All Blacks and Tonga - but you'd never know it looking at the crowd above.

South African Tourism hosted a group of lucky industry partners at the Auckland event, which saw New Zealand come out victorious.

The guests were provided with lots of South African supporters gear just to make it clear where their true loyalties lay.

**Pictured** above from left are LianneKelly Maatens, Sun International; Alison McKie, Sun International; Josie Hough, Directions CIM; Lalie Ngozi, South African Tourism; Eric

Lewanavanua, South African Tourism; Andrew Bull, MINT Organisation; Bruce McDougall, News Limited; Mike Tuzee, Impact Organisation; Lynette White, Solterbeck Incentives; and Thevan Krishna, South African Airways.

## OTAs win tax case

**A COURT** in California has overturned a previous decision which ruled that online travel agencies were liable for over \$21 million in San Diego hotel taxes.

The Los Angeles Superior Court held that the city's occupancy tax ordinance did not apply to the OTAs because they are neither owners nor operators of hotels.

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\*ezRez Reward Seat Availability Survey 2011.

# Hands up if you love Tokyo!



**THE** Globus Family of brands Back to Japan familiarisation (**TD** last week) came to an end in Tokyo over the weekend.

Participants told **TD** the trip had given them every confidence in selling the destination to their clients, with one attendee saying Cosmos and Globus "had taken the stress out of touring, especially due to the language barrier".

This sentiment was echoed by others who said they would recommend a tour to see Japan as the English language is very limited in some places.

**Pictured** above jumping for joy in the city of neon lights from left are: Noel Donohoe, Breakaway St

Marys; Merrilyn Willis, Phil Hoffmann Travel Norwood; Melinda Douglas, Coopers Travel; Zipporah Hanrahan, MTA Travel; Jo Rush, Globus; Adrian Gloury, Flight Centre Cardiff; Hayley Tidyman, Globus; Danielle Gunasekera, Travelscene Bairnsdale; Kathryn Bahr, Flight Centre Mackay; Skye Ryan, Flight Centre Ballarat; Narelle Manning, Flight Centre Batemans Bay; Philippa Enright, Escape Travel Lindfield; Simone Towns, FC Toombul; Brian Leeson, Harvey World Travel, Lower Templestowe; Kylie Ellis, Flight Centre Engadine; Renee Holton, Jetset Leongatha and Ray Smith, Globus GSA manager.

## JQ flies to Ningbo

**LAST** Fri Jetstar Asia christened new services from Singapore to Ningbo in Zhejiang province of China - its 8th Chinese gateway.

JQ Asia ceo Chong Phit Lian said the budget carrier's fares were on average 40% cheaper and five hours quicker than the previous one-stop option available.

Flights to Ningbo will operate thrice weekly before frequencies are bumped up to four by Nov.

## Delta fare clarification

**DELTA** Air Lines' Companion Fare offer (**TD** Fri) has elapsed.

The carrier's current promo is for Economy Class fares to Los Angeles priced from \$1,344, ex SYD & MEL, for travel 26 Sep-09 Dec, when ticketed by 21 Sep.

Fares to New York are priced from \$1,640 as part of the 'Enticing America' promotion.

## 2 Vladivostok Hyatts

**HYATT** Hotels Corporation will double its portfolio of properties in Russia with the group to add two properties in Vladivostok by next year.

The 217-room Hyatt Regency Vladivostok, Golden Horn and the 218-room Hyatt Vladivostok, Burny are under construction and are expected to open ahead of the 2012 APEC Summit.

Monday 12th Sep 2011

## HINN Express to Oz

**INTERCONTINENTAL** Hotels Group last week confirmed long rumoured plans to introduce its Holiday Inn Express brand to the region within the next two years.

IHG chief operating officer Australasia Bruce McKenzie said the greatest growth opportunities for growth in this area are the mid-market and limited service categories.

"Holiday Inn will continue to grow in this region, and we're getting close to introducing the Holiday Inn Express brand to Australasia as well," he said.

## AA/Sabre feud rolls on

**AMERICAN** Airlines has alleged Sabre used "secret collusive boycott agreements" in order to dissuade travel agents and corporate travel departments from booking AA flights via the GDS.

The latest remarks in the stoush between the carrier & GDS were filed by AMR Corporation (the parent group of AA) last week in Texas, *Bloomberg* reported.



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## TAAP \$100 bonus

**EXPEDIA** is offering agents a \$100 Spring bonus on top of their regular commission when generating over \$2,000 worth of hotel bookings during Sep.

There's also the chance for consultants to win a share of \$850 in travel vouchers by telling Expedia 'Why you like us?'

## Japan ceramic tour

**EXPERIENCE** Japan has a unique 11-day trip on 10 Oct 2012 that will visit ceramics factories and potteries in Japan's Chubu region, led by internationally-acclaimed ceramic artist Bruce McWhinney.

The one-off tour is priced from \$3,811ppts - see [bit.ly/ejceramic](http://bit.ly/ejceramic).

## US Air mobile passes

**PASSENGERS** flying with US Airways now have the option of using their mobile devices as a boarding pass for flights.

After check-in, pax are sent an email with a 2D bar code which is readable by airport scanners and boarding gate readers.

## Norfolk on easyway

**QANTAS** Holidays and Viva! Holidays will implement a new airline commission of 5% for Qantas ticketed flights to Norfolk Island, effective 09 Sep.

The change comes as QH/VH's Norfolk Island product becomes bookable through easyway as international product.

Previously agents received 4% commission on QF flights to NLK.

## Hurtigruten saving

**HURTIGRUTEN** is offering a companion fare discount of 50% when booking two people on Norwegian Discovery Coastal Voyage sailings up to 06 Jan 2012.

The deal applies to select north- and south-bound cruises booked before 30 Nov 2011.

## Star Alliance app rejig

**STAR** Alliance has upgraded its new Navigator and FareFinder Apps for iPhones to improve navigation bar usability and enhance airline logos.

## Antarctic discounts

**BENTOURS** has extended its 20% discount on a selection of Antarctica voyages, including the 20-day Spirit of Shackleton cruise on 11 Jan (now priced at \$13,535 ppts) until 30 Sep - 1800 221 712.

## Travel stars align to support J4G

**LAST** Fri night saw over 400 guests gather at Sofitel Sydney Wentworth for the 18th annual Jeans for Genes Gala Dinner.

The 'Swing & Bling' themed black-tie event celebrated the finale of the 2011 Jeans for Genes campaign, a major fundraiser for the Children's Medical Research Institute (CMRI) which conducts genetic research to advance the prevention and treatment of childhood diseases.

Hosted by Australian comedian Vince Sorrenti, guests were entertained throughout the evening with performances by Brent Street dancers, John Morrison's Swing City Big Band, *Australia's Got Talent* finalist Liam Burrows and a live auction called by traffic reporter Vic Larusso.

Throwing their support behind this worthy cause was Star Alliance, sponsor of the Star Alliance Travel Scholarship Award for the second consecutive year.

CMRI PhD student Allison Dane was the lucky recipient of the Star Alliance Scholarship on the night, receiving a Round the World ticket to attend global events and conferences that will assist to enhance her research skills.

The night also saw 300 'Marty' luck bears sold to go into the draw to win the major prize of four return economy class tickets



to Kelowna courtesy of Star Alliance member Air Canada, plus seven night's at the Big White Ski Resort, airport transfers, ski passes and ski hire - valued at over \$12,000.

Sofitel Sydney Wentworth, Hayman, BridgeClimb and The Observatory Hotel were amongst the other travel sponsors who also helped support the event.

**Pictured** above in front of Cate Blanchett's jeans which fetched \$8,000 in the live auction on the night is Star Alliance gm Australia, Brian Garside with the delightful Melanie Passman of Air Canada.

More photos from the event at [traveldaily.com.au/photos](http://traveldaily.com.au/photos).

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Located in Perth, Western Australia, the company was established more than 30 years ago on cooperative principals. Today its member agents remain the company's only shareholders and the sole recipients of all profits, which are returned as dividends or enhanced services.

Due to the retirement of its current Managing Director later this year, the Travellers Choice Board of Directors is seeking to appoint a Chief Executive Officer with proven leadership qualities, a track record of corporate achievement and extensive experience of the Australian travel and tourism industry.

The successful candidate will have the skills and knowledge required to develop effective business strategies and objectives in pursuit of the company's vision. An ability to nurture strong and rewarding relationships with shareholders, travel suppliers and principals is also essential.

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**ABOVE:** Territory Discoveries hosted a group of travel agents on a Red Centre famit to Uluru (Ayers Rock) from 02 to 04 Sep.

The consultants were the highest sellers of Voyages room nights between May and Jun, and were escorted by Territory Discoveries' Victorian/Tasmanian bde Amanda Reynolds.

Highlights of the trip included a group Amazing Race incentive, a Sounds of Silence dinner, and a heli-flight over Uluru with Ayers Rock Scenic Flights.

**Pictured** overlooking Uluru from left are: Ryan McPherson, Flight Centre Victoria Gardens; Emma Mace, Voyages Vic/Tas/SA sales manager; Amanda Ridsdale, Flying Colours Travel; Belinda

Henderson, Escape Travel Tamworth; Liana Bullen, Flight Centre Redcliffe; Suzanne Hanisch, RAA Touring; Melanie Taylor, Harvey World Travel Barossa Valley and Matt Telfer, NRMA North Sydney.

### No A380s to Delhi

**INTENTIONS** by Lufthansa to operate Airbus A380s to New Delhi have been thwarted by the Indian government.

According to German reports the carrier has been refused landing rights for its superjumbos due to rejection by Star Alliance to becoming a future member.

Lufthansa is a founding member of the Star Alliance.



## 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](mailto:brochures@traveldaily.com.au). **And don't forget our FREE brochure listing service at [www.traveldaily.com.au/brochures](http://www.traveldaily.com.au/brochures).***



### MSC Cruises - Australia 2011-12

The new brochure for MSC Cruises offers a new ship expanding the cruiselines portfolio to 12 in 2012, new cabin category and over 105 itineraries. The new *MSC Divina* joins the fleet in May. Prima Prices offers discounts on the seven night cruise in the Mediterranean, starting at \$659 per person in 2012 - see [msccruises.com.au](http://msccruises.com.au) for more information.



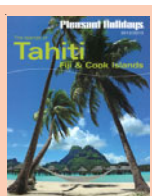
### Trafalgar - Europe and Britain First Class 2012

This new brochure features 117 exclusive First Class itineraries in 2012 with the introduction of new and enhanced hotels and dining experiences. Nine new tours spanning Europe, Britain and the Eastern Mediterranean as well as five new At Leisure trips have been added following their successful debut in 2011. For more details visit [www.trafalgaragent.com.au](http://www.trafalgaragent.com.au).



### Creative Holidays - UK and Europe 2012

This preview brochure offers information on accommodation, sightseeing tours, transfers and Alamo car care in London, Paris and Rome as well as a selection of Uniworld Boutique River Cruises and stop over packages in Bangkok, Hong Kong and Dubai. The brochure was created as a one-stop-shop for agents to get ahead on 2012 sales and up-sell with some value options.



### Pleasant Holidays - Tahiti, Fiji & Cook Islands 2012/13

The 24 page, full colour brochure showcases the ultimate honeymoon experiences, romantic escape or family holiday in Tahiti, Fiji and the Cook Islands. Pleasant holidays is one of the leading travel companies to Hawaii, Mexico, Caribbean, Costa Rica, the South Pacific and continental United States. The wholesaler uses, Air Pacific, Air Tahiti Nui and Air NZ from Los Angeles.



**HRG Australia** - part of a Hogg Robinson Group (HRG) is an award winning corporate travel services company providing a range of business travel related products and services. Totally committed to a value offering, our extensive and comprehensive portfolio includes: travel management and fulfilment services; low cost transactions; consultancy services; sports; expense management and processing; conferences, meetings and events management.

### Strategic Sales Manager - WA

We currently have a great opportunity for an experienced, driven and focused Strategic Sales Manager to join our team based in Perth.

The successful candidate will have current travel management experience, strong industry relationships, thorough knowledge of sales principles, a proven track record and a genuine desire to succeed. You will also have excellent communication, organisational and presentation skills. If you are self motivated and have proven sales success then this could be the role for you.

**If you believe you're suitable for this role and would like to join our team please send through your CV to; [recruitment.au@hrgworldwide.com](mailto:recruitment.au@hrgworldwide.com)**

Applications close Wednesday 21<sup>st</sup> September

[www.hrgworldwide.com](http://www.hrgworldwide.com)  
HRG Australia. A Hogg Robinson Group company



### BUSINESS DEVELOPMENT MANAGER QLD PART TIME (20 HRS)

We are looking for an enthusiastic and highly professional person to join our QLD Sales team.

You will be motivated, and have the ability to work autonomously. Experienced in sales and displaying a focus on strong customer service, you will be results orientated. An understanding of both the corporate and travel markets will be well regarded. This role demands a high level of person to person sales as well as administration duties. You will be required to prospect for new business, service an existing portfolio of travel accounts and promote the range of Hertz products and services to the corporate and travel industry markets. An eye for detail and excellent customer service skills will make you stand out.

**Applications in writing should be addressed to Belinda Smart, State Sales Manager Qld, no later than Wednesday 21 September. Email: [bsmart@hertz.com](mailto:bsmart@hertz.com) or mail to 11-15 Cornwall St, Fairfield, QLD 4103.**

# 16th annual Global Achievers a smash hit

Monday 12th Sep 2011

**ABOUT** 165 of Australia's top travel consultants gathered in the NSW Hunter Valley on Sat night for the highly anticipated Jetset Travelworld Wholesale Global Achievers event.

The top achievers which lived up to its long tradition of amazing celebrity appearances, being hosted by *Wild Boys* and *Dancing with the Stars* host Daniel MacPherson, while musical entertainment was provided by none other than Guy Sebastian.

**TD** took these exclusive photos at the event, with lots more pictures now online at [traveldaily.com.au](http://traveldaily.com.au) and [facebook.com/traveldaily](https://facebook.com/traveldaily).



**LEFT:** The Hope Estate winery was spectacularly lit up to welcome the Global Achievers.

**BELOW:** Hope Estate Winery is the location where many segments of *The Farmer Wants a Wife* TV show are filmed.

Jetset Travelworld head of wholesale, Simon Bernardi, is pictured reliving one of his favourite moments from the show with Trish Stamp of Travelscene Mt Eliza.



**BELOW:** Anne Hobbs and Cally Bugg, all the way from Travelworld Kununurra.

**LEFT:** It was the first Global Achievers hosted by National Sales Manager Fiona Dalton - but not her first ever, with her career in travel including a role as a Qantas Holidays sales representative which saw her helping organise the first ever Global Achievers 16 years ago at Sydney's Museum of Contemporary Art. She's pictured with JTG head of product and avid All Blacks fan, Lindy Christian.



**LEFT:** Jemma Doidge and Ashley Williams of Meridian Travel with Kerrin Baird, Harvey World Travel Reservoir.



**RIGHT:** Celebrity host, Daniel MacPherson catches up on the latest travel industry news from Fri's issue of *Travel Daily*, with Qantas Holidays' Kim Doyle, Dayna Robertson and Natalie Cue.



**ABOVE:** The 2011 Global Achievers winners for each state: Luke Mule, Jetset Morley (WA); Glen Bull, HWT Darwin (NT); Angela Kaluzyn, Travelscene @ South West Travel (NSW); Jenny Cooper, Queanbeyan City Travel and Cruise (ACT); Fiona Dalton, national sales manager; Stacey Daley, Andrew Jones Travel Hobart

(Tas); Kellie Banditt, Travelworld Ipswich (Qld); Sarah Phillis, Platinum Escape (SA); and Stuart Coffield, Jetset Belmont (Vic).

The top producing domestic achiever was Jodie Shelton from Travelcentre Bendigo, while the top producing international consultant was Sarah Phillis from Platinum Escape.

**Lots more pictures at [facebook.com/traveldaily](https://facebook.com/traveldaily)**



## Account Director - Asia Pacific

At Sabre, we connect people with the world's greatest travel possibilities. We are progressive technological thinkers and innovators of IT solutions for the travel industry.

We are currently seeking a highly motivated and enthusiastic Account Director to manage sales and relationships for designated GetThere customers within the Asia Pacific region. The key requirement of this role will be to achieve sales and service targets and work with colleagues abroad to retain and grow the existing customer base.

As someone with a history of sales success and extensive travel industry experience (in particular online and GDS), you will have the ability to sell relevant travel solutions from the wide range of Sabre products. You will also be able to achieve stretched sales targets and successfully develop opportunities for increasing revenue through other services, products or initiatives.

This is a challenging and rewarding position that offers skilled communicators who are self starters and team players the chance to shine. You will have strong organisational, networking and negotiation skills plus a demonstrated ability to build relationships.

If you meet the above criteria and would like the chance to show your strategic thinking and sales skills within a global company, please apply by forwarding your cover letter and resume to [scottp@sabrepacific.com.au](mailto:scottp@sabrepacific.com.au). Applications close 5pm Friday, 16<sup>th</sup> September.



# Magellan Annual Conference

**THE** Magellan Travel Group held its Annual Conference at Sea Temple in Palm Cove, Qld earlier this month, with over 90% of the network's members in attendance.

CEO Andrew Macfarlane reported an excellent year for the group, which saw a 33% increase in member agents, to 61, and achieving an 84% increase in net income to around \$3 million.

Macfarlane used the event to outline future plans at Magellan, which includes aiming for 75 member agents by 2012, and ultimately 100.

Along with the 100 participants was AFTA ceo Jayson Westbury, and Peter Sheehan, Amanda Gore and Basil Hyman who gave



presentations on innovation and differentiation, leadership and culture and digital & social media.

**Pictured** at the conference are Craig Owens of Bunnik Tours (one of Magellan's preferred suppliers) along with Melissa McCulloch-Sperrer (left) and Georgie Davies, both from Etihad in Melbourne.

## Contiki appointments

**CONTIKI** Holidays has appointed three new staff to its Sydney-based marketing team.

The additions include Phoebe Greenacre as Digital Marketing Manager, Edward Shute as Retail Marketing Executive and Monique Di Gregorio as Trade Marketing Assistant.

## CCC Spa Weekender

**CAPTAIN** Cook Cruises has a 10% discount on a two-night Sydney Harbour Spa Weekend Cruise on the weekend of 21 Oct.

A range of massages, manicures and pedicures will be offered as optional extras to guests aboard the *MV Captain Cook Explorer* on the sailing, which is currently priced from \$431ppts.

## BA electric buses

**BRITISH** Airways has rolled out an all-electric bus service for staff at London Heathrow Airport, which it says will cut carbon emissions by around 20 tonnes.

## Hongonyi in Kapama

**SOUTH** Africa's Hongonyi Reserve & Lodge is to be incorporated into the Kapama Game Reserve from 01 Nov, adding 1,200 hectares to the reserve, The Africa Safari Co. has advised.

The move, which is part of a 5-year expansion program at Kapama, will see Hongonyi lodge introduce a new Southern Camp which will feature 15-twin rooms, all with en-suite showers.

The Africa Safari Co. has full board rates at the Southern Camp, including two safari activities priced from \$270pp/pn sharing - phone (02) 9541 4199.

**Travel Daily**  
First with the news

Monday 12th Sep 2011

## ATEC youth mission

**THE** Australian Tourism Export Commission is leading a group of delegates on an int'l trade mission to Frankfurt and Paris this week focused on the youth, student and adventure market.

Representatives from Tourism Victoria, Tourism Qld, Tourism NT & Gold Coast Tourism are part of the delegation of 15.

## WIN A LUXURY WEEKEND AT WOLGAN VALLEY



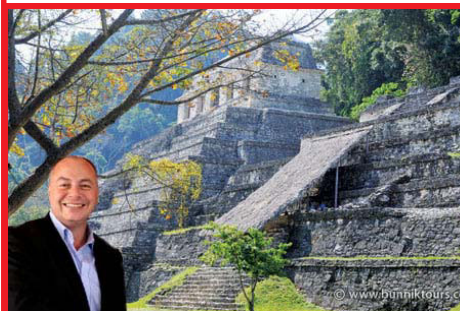
During September, **Travel Daily** is giving travel consultant readers the chance to win a luxury weekend for two at the Emirates Wolgan Valley Resort, courtesy of our friends at **Bunnik Tours**.

Renew yourself at Wolgan Valley Resort & Spa. Feast on the freshest seasonal, regional produce, relax in unsurpassed luxurious comfort, and soak up the breathtaking beauty of this natural sanctuary.

Enjoy two nights in a Heritage Suite including a bottle of sparkling wine on arrival, gourmet breakfast, lunch and dinner daily, non-alcoholic beverages, a select range of local wines and beer with meals, two on-site nature based activities per day and two 60-minute spa treatments.

In the first three weeks, **Travel Daily** will be featuring a photo of Bunnik's National Sales Manager Craig Owens ('Captain Craig') enjoying a different Bunnik Tour. In the final week readers will be asked to come up with a caption to match the last photo. The subscriber who correctly answers all weekly questions and comes up with the best caption for the final photo will be the winner of this fantastic prize.

**Click here for full terms & conditions.**



**Week 2:**  
Captain Craig is discovering Mexico & Cuba. Where is he and how much did he pay?

Send you answers to: [bunnikcomp@traveldaily.com.au](mailto:bunnikcomp@traveldaily.com.au)

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

*Explore* YOUR WORLD

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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](http://www.traveldaily.com.au).

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## EXCITING NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

### **\*HOT\* NEW ROLE – MANAGE GLOBAL CLIENTS** **GLOBAL ACCOUNT DIRECTOR** **SYDNEY – SALARY PACKAGE TO \$120K + bonus**

Be responsible for developing & implementing a global strategy to retain key accounts and capture new opportunities. If you have experience in managing large, key client relationships providing high level support to optimize services levels and maximize opportunities from the business bring your skills to this global company. Large market and OTA experience essential along with high level negotiation & presentation skills.

### **LIFT YOUR PROFILE IN A NATIONAL ROLE** **NATIONAL SALES MANAGER** **SYDNEY – SALARY PACKAGE OTE \$130K**

If your experience includes leading a sales team, providing strategic direction, driving revenue growth and managing key client relationships this leading global organization has an exciting opportunity for you within their leadership group. The NSM will be commercially astute, highly motivated and have a proven record of identifying & winning new business. Strong industry relationships and market knowledge essential

### **PROVEN TO BE THE BEST EMPLOYER TIME & AGAIN** **ACCOUNT MANAGEMENT X 2** **MELBOURNE – SALARY PACKAGE TO \$80k + BONUS**

Are you well connected within the Melbourne 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.

### **GUARANTEED FUTURE SUCCESS** **CORPORATE SALES MANAGER** **PERTH - SALARY PACKAGE OTE to \$130k + benefits**

Drive future growth for this successful corporate agency by using your influencing skills to build new relationships and enhance their client list. This fabulous organization is looking for a go-getter with the drive and determination to succeed. Using your winning sales approach your achievements will be rewarded & recognized with a lucrative salary package plus attractive bonuses. The future looks bright here.

### **DISCOVER THE BENEFITS FOR YOUR CAREER** **REVENUE ANALYST X 2**

**BRISBANE & MELBOURNE – SALARY PACKAGES NEG ON EXP**  
These key roles 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 for the business. Your excellent numerical and analytical skills will be required here with previous experience in a similar role. e-Comm experience beneficial.

### **THE BEST OF BOTH WORLDS**

#### **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.

### **EVENTS PRO WHIZ WANTED**

#### **PROGRAM COORDINATOR** **MELBOURNE – SALARY PACKAGE TO \$60K**

Here is a great opportunity to join a market leader in the Events space. With your ability to juggle a busy workload and previous experience in a similar role, you will be working along side the Program Manager to assist in all areas of the conference or inventive program roll out including delegate and supplier liaison. You'll need to be a whiz on EVENTS PRO to secure this outstanding opportunity.

### **THE CUTTING EDGE OF TECHNOLOGY**

#### **BUSINESS DEVELOPMENT MANAGER** **SYDNEY – SALARY PACKAGE OTE \$80K+**

Make your sales career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationships across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you're experienced in sales, please apply now.

## **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](mailto:executive@aaappointments.com.au)

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# Monday job search? Start here...



## Sales & Marketing Executive

Join Australia's most respected Asian Travel Wholesaler. This fantastic opportunity has just become available and will be highly sought after. Supporting the National Sales and Marketing Mgr, you will be involved in the development and

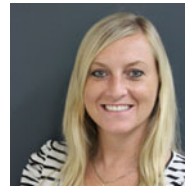
implementation of promotional campaigns, sales strategies, sales & email campaigns, trade events, expos and reporting.

▶ Great employee benefits on offer

▶ **Sydney CBD**

▶ Salary up to \$50K + super

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



## Client Relations Coordinator

Investigate and resolve client concerns, recommend compensation. If you truly believe in providing exceptional customer service, read on... This is a great opportunity to join this dynamic global online travel company. The

objective of this role is to assist with increasing and retaining the customer base and building customer loyalty.

▶ Join this well established online company

▶ **Inner Sydney city location**

▶ Salary up to \$50K package

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

## Travel & Events Coordinator

Don't miss this opportunity to join this well established International and Domestic Incentives Agency. They have a wonderful team and are looking for a new addition to join their 'family'. Their focus is small, high end groups for the corporate and leisure markets. This industry is fun and motivational so this company likes to encourage individual and creative style in all areas. Travel experience and Sabre CRS is essential for this role, Galileo may also be considered.

▶ Join the market leaders in international incentives

▶ **Sydney Eastern Suburbs location**

▶ Salary from \$60K + super

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

## Make the Move into Corporate

Are you a Retail Consultant looking to move into the corporate sector? Or are you looking to progress your corporate travel career with an international company? Then you are the person this company is looking for. This international corporate company is located in the heart of the Sydney CBD, surrounded by shops and cafes. Your new team mates are a fun bunch who love what they do, are professional and know how to enjoy their day.

▶ Work on domestic & international bookings.

▶ **Sydney CBD**

▶ Join this fun and supportive team!

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



## Senior Specialist Reservations Cons

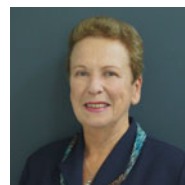
This long established specialised tour operator has been servicing the luxury and adventure travellers of Australia for decades and has a devoted following. Specialising in wildlife and wilderness experiences, cultural tours, cruises & rail tours throughout Africa, Antarctica, Bhutan & South America to name a few! Experience with Sabre CRS required.

▶ Have you travelled to or sold Africa or South America?

▶ **South Melbourne location**

▶ Salary from \$40K - \$50K + super

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



## Airline Reservations & Ticketing

Our client is a well established airline seeking new staff members to work in reservations, ticketing and customer service. The reservations & ticketing roles are located in the Sydney CBD. Travel industry experience is essential as well as a proven track

record in high quality customer service. Fares and ticketing knowledge is also required for this role.

▶ Build on your career in travel & airlines

▶ **Sydney CBD**

▶ Salary up to \$35K + super

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

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## ORION INTRODUCES NEW PRICING AND GROUP POLICY

- **Up to 50% off on 2012 sailings** - opening Orion Expedition Cruises to more of your clients
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- **New groups policy** - 1 FOC cabin for 5 cabins with a locked in price, making groups more achievable
- **Live pricing on [www.orionexpeditions.com](http://www.orionexpeditions.com)** – easier to quote the best price to clients

In support of this initiative, Orion's largest consumer advertising campaign "It's like having a cup of tea with God" launches in key national and metropolitan press over the weekend with double page (inset) and full page spreads in The Weekend Australian, Melbourne Age, Sydney Morning Herald and West Australian – your clients are bound to be motivated by the range of Orion expeditions, destinations and savings available if they act promptly.

*Click here* to view the full advertisement.

**Click here for a copy of the 1-page advertisement to send to your clients. It's an interactive PDF so your contact details can be added to the flyer.**

For further details on any of these opportunities, contact our Customer Service Team on **1300 361 012** or email [sales@orionexpeditions.com](mailto:sales@orionexpeditions.com)