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Travel Daily

First with the news

Tuesday 10th April 2012

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P&O sailing to PNG

P&O CRUISES has launched its first ever dedicated Papua New Guinea cruise brochure, with two *Pacific Dawn* voyages sailing from Brisbane to Milne Bay, Doini Islands and the Trobriandi Islands. More brochures on [page six](#).

Virgin set for regional push

VIRGIN Australia says its \$8 million investment in Skywest Airlines (**TD** breaking news) will help it "capitalise on opportunities in regional Australia".

The carriers already have a significant partnership in place, under which Skywest operates Virgin Australia-branded ATR turboprop aircraft on a number of regional routes.

"This investment highlights our belief in the growth potential of the Australian regional market," said Virgin Australia cfo Sankar Narayan.

"We have grown our regional operations significantly since launching our regional network with Skywest in October 2011, with the commencement of new services to Emerald, Gladstone and Port Macquarie," he said.

Virgin says the services have been highly popular and are

"already among our best performing regional routes".

The \$8m in funding is convertible by Virgin Australia into ordinary Skywest shares and the WA-based airline has also granted a tranche of 4 million warrants along with rights to participate in future share issues.

An additional tranche of warrants is subject to Skywest shareholder approval, and if the whole facility is converted then Virgin would hold an equity stake of about 10% in Skywest.

Skywest currently operates four ATR aircraft on behalf of Virgin, with this number expected to increase to 12 by the end of the 2013 financial year.

"There is plenty of opportunity to further expand our regional footprint," Virgin Australia said.

Skywest executive chairman Jeff Chatfield said the integrated offering with Virgin Australia is "extremely valuable to major mining company customers" while it's expected that the "run rate revenue" of the Virgin-branded regional operations is expected to be bigger than the existing Skywest RPT business by the end of 2012.

Jetstar Japan AOC

JETSTAR Japan has moved a step closer to its Jul launch, with the fledgling carrier being granted its Air Operators' Certificate by the Japanese Ministry of Land, Infrastructure and Transport late last week.

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Tues 17th April BRISBANE
Tempo at Rugby Quay, 123 Eagle Street

Wed 18th April MELBOURNE
CQ Functions, 113 Queen Street

Thurs 19th April CANBERRA
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Travel Daily today has eight pages of news and photos, plus full pages from: ([click](#))

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Jelly Bean Ball

THE travel industry is being urged to support the upcoming Danii Meads-Barlow Jelly Bean Ball - a charity function to raise funds for diabetes research.

The event will take place at the Sydney Sofitel Wentworth Hotel on Sat 16 Jun, and will celebrate the life of Danii Meads-Barlow, the daughter of DBT Travel's Donna and Brian Meads-Barlow, who tragically died late last year.

They have set up the Danii Meads-Barlow Foundation which raises funds to help improve the lives of those living with diabetes and in particular to bring to Australia a Diabetic Pump Carer's Alarm device which is currently available in the USA and which could have saved Danii's life.

Auction items and sponsorships are also being sought for the night, with tickets costing \$159 per adult (\$119 for teens up to 17 without alcohol), with a three course meal, entertainment and dancing on offer.

For more information, to donate items or to purchase tickets contact Samantha Bartels via email on sam@dbt.com.au or phone on 02 9888 5555.

NTIA 2012 already a sellout

TICKETS for the upcoming 2012 National Travel Industry Awards have sold out in less than four weeks, with the record demand seeing the "full house" sign go up more than three months before the industry night of nights.

AFTA marketing manager Melinda Brown told **TD** there is a

waitlist for any tickets which become available through cancellations, and people who still wish to go should register for the hottest tickets in town via the request form at afta.com.au.

She said that with the NTIA still some time away it's likely that a number of waitlisted tickets will clear, "so it's better to get on the waitlist early to have the best chance of securing tickets."

Voting for the NTIA remains open until 27 Apr, with the industry's premier awards event set to take place on 21 Jul at the Sydney Westin Hotel.

NAB travel card

NATIONAL Australia Bank has joined the prepaid card push, with the debut later this month of a multicurrency Mastercard.

NAB says the card will be available from 23 Apr and will enable travellers to lock in exchange rates and avoid foreign ATM withdrawal charges.

Starwood Perth return

STARWOOD Hotels & Resorts has announced that the existing Citigate Perth hotel will become the new Four Points by Sheraton Perth from 01 Jun.

The move will see Starwood return to the WA capital after an 18 month absence.

Singapore winner

CONGRATULATIONS to Leigh Thompson from World Travel Professionals, who was selected as the winner of last month's "Get Lost in Singapore" competition.

Leigh has won a Singapore trip for two valued at \$5250 courtesy of the Singapore Tourism Board, Singapore Airlines and Resorts World Sentosa.

See **page 8** for this month's New Caledonia Tourism competition.

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CLICK HERE for further details

UNWTO head to speak in Mel

UNITED Nations World Tourism Organisation secretary general Taleb Rifai will address more than 400 expected attendees at the National Tourism and Events Conference in Melbourne in Jul.

Rifai will speak on his unique perspective on the state of global tourism during the conference, to be entitled "Defining Excellence".

Victoria Tourism Industry Council chief executive Dianne Smith said Rifai's attendance is a rare opportunity for local tourism merchants to hear from a global authority on matters concerning them and their businesses.

"We are truly honoured to have Mr Rifai present at this important conference as an authority on global tourism.

"We are so excited to learn from his international perspective what we may be able to apply in our domestic setting to continue to position Australia as a leading tourist destination," she said.

The conference, to be attended by tourism providers & operators, will be held at the MCG and will offer an enhanced program allowing operators, destination managers and policy makers the chance to share ideas and set trends to help shape the way forward for domestic tourism.

Topics such as marketing trends and the impact and optimal utilisation of social media will be among the topics covered, along with emerging markets as well as short and long-term outlooks for the tourism industry on a domestic and international scale.

See www.teeconference.com.

Contiki ups Sth America

CONTIKI Holidays has added Costa Rica and Ecuador to its 2012/13 Latin America brochure, building on the outstanding success of last year's inaugural South America offering.

TTA assist

SYDNEY and Perth-based TMC The Travel Authority has launched a new TTA Assist service for clients travelling internationally.

Local phone numbers have been established in key destinations such as London, Hong Kong, New York and Los Angeles to enable travellers wanting assistance to get in touch with the agency 24/7 for the cost of a local call.

Google looks at appeal

GOOGLE says it may undertake a High Court challenge to last week's court decision which ruled the internet giant had published "misleading and deceptive" advertisements (**TD** Wed).

Google said it believed that advertisers should be responsible for their own Adwords ads.

New DJ A330

VIRGIN Australia has received its first new-build A330, which touched down in Melbourne after flying from Toulouse via Kuala Lumpur over the weekend.

Details of the on-board product have not been made public at this stage, but it's believed to feature lie-flat business class seats in a 2-2-2 configuration as well as a version of the "Red" inflight entertainment system which is used by Virgin America in the US.

DJ ceo John Borghetti said the plane would "set a new standard for domestic business class".



Window Seat

FINALLY, a solution has been found to the daily traffic hassle.

A Dutch company has recently operated the first successful test flights of a flying car - the PAL-V, also known as the Personal Air & Land Vehicle.

Employing gyrocopter and helicopter technology to help it gain lift and thrust, the machine abides with existing regulations in many major markets, allowing the vehicle to operate in both road and air traffic as it utilises existing roads and airstrips, can take off and land on both asphalt and grass, and is capable of reaching speeds up to 180kph.

So next time you're stuck in traffic, dream of the day you will be able to take off and fly right over it - more info at bit.ly/pal-v.

FOR those planning a holiday where time and money is no barrier, you may be interested to know that the world's most expensive cruise is now on sale.

Travelling aboard Silversea's *Silver Whisper*, the cruise leaves Los Angeles in Jan next year and visits 28 different countries over an epic 124-day sailing saga.

Onboard accom will be in the Royal Suite, which offers two bedrooms, two marble bathrooms and two balconies.

And all it will set you back is \$1.92 million per couple.



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Book online now www.helenwongstours.com/travel-agents

AFL Rd 2 Winner

CONGRATULATIONS
Geoff Rutherford
from *Rheom Travel*

Geoff is the top point scorer for Round 2 of *Travel Daily's* AFL industry footy tipping competition, and has won two bottles of wine, courtesy of *Compass Car Rental*.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of *Emirates* and *Holiday Inn*




2nd Prize: 5-night holiday to Vanuatu, courtesy of *Air Vanuatu* & *Iririki Island Resort & Spa*




Syd air bickering

NSW Premier Barry O'Farrell has continued to state his opposition to the needs for a second major airport serving the Sydney-basin, dismissing reports from the Federal Govt painting a dire outlook for the city in the event of no action on the matter.

A war of words has been ongoing with Federal transport minister Anthony Albanese, following last month's release of the 3200 page report which urges immediate action.

The report strongly favours Badgerys Creek but Albanese has ruled this out, instead favouring a Wilton location for the airport.

Sydney Airport Corporation is also believed to be lobbying against a second Sydney airport.

The NSW coalition government favours expansion of Canberra Airport plus a high-speed rail link from the capital to Sydney.

Select to help Fiji

SELECT Vacations will donate \$10 for every passenger booked to Fiji until the end of May, with the funds going to support the victims of the recent flood crisis.

MD Jean Kouriel said "we really need the industry to help so the more bookings we make the more money we will be able to send".

See selectvacations.com.au.



Aussie Chilean adventure

THIS group of Aussie agents recently visited Chile courtesy of LAN Airlines and Adventure World. The trip saw them take in the seaside towns of Valparaiso and Vina del Mar, the famous sights of the Colchagua Wine Valley, Milodon Cave and the awe-inspiring vistas of the Torres del Paine National Park.

The group are pictured above finishing off their trip with an icy cruise aboard the *Skorpios III* exploring the spectacular Chilean fjords.

Pictured above from left examining ice extensions up close are Travis Graham, Adventure World; Alicia Wilson, Phil Hoffman Travel; Robert Diamond,

Travelscene Manuka; Elizabeth Whiteley, M&G Travel; Vaughn Sexton, Reho Travel; Catherine De Giorgio, Lan Airlines; Aurelie Pesty, Travelscene Tweed Valley; Gaynor Vantsant, Travel Focus; Kylie Howard, Globenet Travel and Bruce Tener from Balgownie World Travel.

Etihad boosts SN pact

ETIHAD Airways has expanded its codeshare agreement with Brussels Airlines, with the EY code to be placed on SN services to Lyon, Marseille and Toulouse.

EY already codeshares on flights to Barcelona, Copenhagen, Madrid, Oslo, Gothenburg and Stockholm.

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Applications close Thursday, 12th April, 2012.



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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

SQ Aussie Sapphire

SINGAPORE Airlines last week celebrated the 45th anniversary of the inaugural flights from Changi International Airport to Perth and Sydney which took place in April 1967.

To mark the occasion KrisFlyers in WA can take advantage of a bonus mile offer, while Sydneysiders will have further reasons to celebrate in Oct when the fifth anniversary of the first ever commercial A380 flight will be commemorated.

Air NZ long haul review

AIR New Zealand is looking at establishing a joint venture with a North American carrier, with United Airlines seen as a likely candidate for the move.

Air NZ deputy ceo Norm Thompson said the proposal would be modelled on the successful trans-Tasman pact with Virgin Australia, which Thompson said was going "very, very well," according to a report in today's *Financial Review*.

Thompson also revealed that Air NZ is set to further reduce long-haul flying as part of the ongoing review of its international operations.

He said that high fuel prices were continuing to weigh on the routes "and we will make some changes".

Any reductions would follow the recent announcement of the suspension of NZ's twice weekly Beijing flights (**TD** 29 Sep).

United to Buenos Aires

UNITED Airlines has confirmed it has commenced daily non-stop flights between Newark Liberty Int'l Airport in New York and Buenos Aires in Argentina.

The service is the second North American hub serviced directly from EZE, in addition to Houston.

Amadeus pro Expedia

AMADEUS says it will support Expedia in a formal complaint made about Google to the European Commission.

Expedia and former sister website TripAdvisor have lodged the complaints which allege that Google is giving "preferential treatment" to its own Flight Search offering in response to flight search queries.

Amadeus says that although it doesn't view Google as a direct competitor to its travel distribution business, it's supporting the Expedia move because "it is critical to ensure that Google Flight Search does not mislead consumers into believing that Google offers comprehensive and neutral results".

In a formal statement issued overnight, Amadeus said that "unlike Google, other players in this arena, including the GDSs, abide by strict neutrality principles enshrined in EU legislation when displaying travel search results".

Amadeus said that "for decades travel agents have added value as intermediaries by providing consistent, high-quality and reliable services that allow travellers to find the best value and most appropriate travel solutions from the widest possible range of travel providers".

NRL Rd 6 Winner

CONGRATULATIONS

Cyrus Sarkari

from *Virgin Australia*

Cyrus is the top point scorer for Round 6 of *Travel Daily's* NRL industry footy tipping competition and has won a complimentary pass for two people to Sydney Aquarium, courtesy of **Merlin Entertainments Group.**



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of **Emirates** and **Holiday Inn**



2nd Prize: 5-night holiday to Vanuatu, courtesy of **Air Vanuatu** & **The Grand Hotel and Casino Vanuatu**



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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.**



AAT Kings - Tasmania 2012/13

The 2012/13 Tasmania brochure for AAT Kings features a number of attractions and sights of the apple isle as well as a new standard Guided Tour product with best value for money inclusions. The You Are Invited dining experiences are available across all itineraries, which also include all accom and many meals. Brochure prices have been kept at 2011-12 rates.



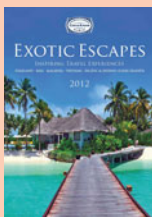
TraveltheWorld - Travel and Cruise in Style 2012/13

The second edition of TraveltheWorld's Travel and Cruise in Style brochure features itineraries with Seabourn, Silversea, Compagnie Du Ponant, Carnival Cruise Lines, Windstar Cruises, Holland America Line as well as Tauck and Chiva Som. A number of exclusive rates are being offered on bookings made by 31 Mar 2012 - traveltheworld.com.au.



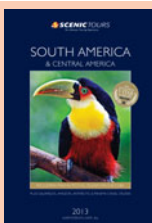
Kirra Holidays - New Zealand Gay Ski Week Queenstown 2012

The official of Gay Ski Week Queenstown Travel Partner Kirra Holidays has put together a brochure that offers packages for all budgets. The Full Monty includes seven GSW social activities plus a welcome bottle of bubbly. Other available entertainment deals are creatively entitled "The Dancing Queen," "A Little Bit Tucked Away," and "It's Not the Size that Matters". Extra inclusions such as hotels, event packages and ski passes can also be booked.



Cox & Kings Exotic Escapes 2012

The Exotic Escapes program features more than 100 resorts in destinations including Thailand, Bali, Malaysia and Vietnam. Pacific and Indian Ocean destinations such as Mauritius, Maldives, Cook Islands, Fiji, Hawaii and Vanuatu also feature heavily. The program offers 116 packages at character resorts including unique extras such as private dinners, free car hire and relaxing massages.



Scenic Tours - South America & Central America 2013

The new South and Central America brochure includes itineraries down the Amazon River Basin onboard *MV Aria*. Expeditions to the picturesque Galapagos Islands aboard *Galapagos Explorer II* are highlighted, while journeys to Antarctica on the *Le Boreal* or around the tip of upper Antarctica on the *Celebrity Infinity* compliment an already packed guidebook full of interesting explorations to a myriad of hidden highlights.

Sometimes it pays to be different...



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Banyan repositioning

THE high-end Banyan Tree Phuket will market itself as three individual hotels, with the aim of simplifying the sales process for its trade partners.

No physical changes will take place on site, but henceforth the 14 Spa Pool Villas will be branded as Banyan Tree Spa Sanctuary to attract wellness clients, and be managed exclusively by the Banyan Tree Spa team.

Double Pool Villas by Banyan Tree will be positioned as a high end boutique retreat, while Banyan Tree Phuket will remain as is, but will not include Spa Pool Villas or Double Pool Villas within its inventory.

QBT WA/NT role

QBT has today announced the appointment of Ken Lyons as its new Sales Manager for WA/NT.

Perth-based Lyons will take up the new position on 23 Apr, moving from his current role with Air Cargo Partners Worldwide and previous experience including jobs with Qantas, Jetabout Hols and InterContinental Hotels.

Sabre renews Tobin

SABRE Pacific has extended its agreement with TV personality James Tobin, who will continue as Brand Ambassador for the technology firm which includes the popular *Empowered* monthly video series.

CEO Gai Tyrrell said Tobin was a "great fit for our company," with ongoing positive and encouraging feedback from the industry.

WIN TICKETS TO SEE TITANIC IN 3D



Every day this week **TD** is giving one lucky reader the chance to win a double pass to Titanic 3D, courtesy of **Tourism Ireland**.

April marks the 100th anniversary of the world's most famous ship, The Titanic, built in Belfast. Titanic Belfast visitor centre has officially opened this month to commemorate Belfast's Titanic legacy.

Make sure to add Titanic Belfast to your clients' list of travel must-sees!

For more information on the Titanic and Ireland visit, www.discoverireland.com.au

To win, simply be the first person to send in the correct answer to the question below to: titanic@traveldaily.com.au.

In what Belfast shipyard was the Titanic built?



Movie World coaster

WARNER Brothers Movie World on the Qld Gold Coast has launched its newest roller coaster.

Dubbed 'Arkham Asylum - Shock Therapy,' the new experience is a relaunch of the 17-year-old Lethal Weapon coaster which has undergone a series of "terrifying modifications" which see riders reach speeds of up to 85km/h and up to 4.2 Gs of acceleration.

The revamped ride is based on a Warner Brothers Interactive Entertainment Batman video game of the same name.

Travel Consultants North Shore & Northern Beaches



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<http://applynow.com.au/jobF149319>

Sheraton spa hotels

STARWOOD Hotels will double its portfolio of Shine Spas in response to increasing demand for luxury services, opening 23 new facilities in its hotels in 2012.

If it's rocking, don't bother knocking



ABOVE: This group of Aussie agents clearly enjoyed hamming it up for the camera during a recent Bench International and Emirates family to east Africa.

The participants are pictured in high spirits heading off for Tanzania's Lake Manyara, Ngorongoro Crater and the Serengeti Game Park with Bench's ground operator Leopard Tours.

The trip took in Kenya and Tanzania, and **pictured** from left are Kerin Stonestreet, Harvey World Travel Dubbo; Lyndsay Thompson, HWT Nambucca

Heads; Chris Thistlethwaite, HWT head office; Mark van Huissted, HWT Maitland; Krystal Hughes, HWT Batemans Bay; Douglas Melhuish, HWT Salamander Bay; Karen Chambers, HWT North Ryde and Joanne Miller from HWT Castle Hill.

Transaero dreams big

BOEING has confirmed it has accepted an order for four B787 Dreamliner aircraft to Russia's second largest carrier Transaero, with the order valued at US\$744 million at current list prices.



AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury

HAPPY Easter to all and I hope that you managed to enjoy a little break over the long weekend that we have all just had.

Easter is one of those great times to enjoy family and friends and for many to take a short break - *hopefully booked via a travel agent*. It was once again very encouraging to see the latest results released by the government about the increase in the numbers that continue to grow for overseas departures. This strong and continued trend is good news for the travel industry and unless we feel a shockwave it appears that we can remain confident that this trend will continue.

And it is not all bad news either for the domestic and inbound tourism industry. Federal Tourism Minister Martin Ferguson released figures last week saying that the value of the tourism industry sits at \$73.3 billion and that this contribution to the national economy is very important. He further said that the tourism industry is directly contributing \$34.6 billion to the Gross Domestic Product (GDP) which strongly says that domestic tourism remains a significant contributor to the economy and one which travel agents continue to play an important role in.

The other important metric in the report that was released showed that the tourism industry contributes more jobs than mining with some 907,100 people directly and indirectly employed in tourism. Travel agents contribute to this number as we are counted within the tourism statistics and this further demonstrates how governments of all persuasions need to remember just how important the travel and tourism industry is to the importance of an ongoing successful nation.

People remain at the forefront of the travel and tourism industry. Without employed people a country cannot continue to be successful and it is nice to know that travel agents are a part of the solution and not the problem faced by so many other sectors looking for large scale handouts to be sustainable. To all the travel agents of Australia your country appreciates your contribution.



US pushing AA merger

US AIRWAYS has reportedly told creditors of bankrupt American Airlines that savings and added revenue worth over US\$1.5 billion annually could be achieved if the two airlines were merged.

The *Wall Street Journal* has reported on US Airways talks with some creditors of parent firm AMR Corporation which could potentially lead to a deal.

However any possible merger would complicate and lengthen AA's ongoing bankruptcy proceedings, because it would involve an antitrust review by US regulators, the report said.

Big Qantas FIFO deal

QANTAS is strongly considering a further expansion of its fly-in fly-out fleet beyond the currently planned 12 aircraft.

QantasLink ceo Narendra Kumar is quoted in today's *Financial Review* saying the carrier is confident about the ongoing growth of the Network Aviation charter division following the recent addition of the Fortescue Mining account plus ongoing discussions with Rio Tinto and BHP Billiton.

"There are no signs we can see that the growth is going to slow down," Kumar said.



Assistant Manager, Oceania (Based in Sydney) Singapore Tourism Board (1 year maternity contract)

The Singapore Tourism Board is seeking a dynamic and talented individual with passion for the tourism sector to be part of our team on a 1 year maternity contract starting mid June 2012. Reporting to the Area Director, you will be responsible for integrated marketing and social media activities that raise awareness of Singapore as a leisure destination. You will be responsible for engaging the leisure travel trade through activities, educationals and product update sessions; as well as identifying and building relationships with strategic partners.

Candidates should have a degree from a recognised university, with at least 4 years of relevant experience, strong communication skills, good background knowledge of Singapore, and must be a resident of Australia. Knowledge of social media PR and marketing is a must.

Applications with detailed resume and expected salary should be sent by Friday, 20 April 2012 to amandine_vu@stb.gov.sg



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For high-achieving individuals who are passionate about travel, there's an opportunity to deal with holidays, accommodation and tours every day, as an **Experienced Travel Sales Consultant** with **BYOjet** in Darwin's CBD. You'll be responsible for low margin, high volume sales and doing everything possible to **sell and book tailor-made holidays for a wide range of clients**.

You'll be rewarded with an **attractive remuneration (negotiable)** based on experience, plus **'industry perks', generous bonuses** and **educational trips from suppliers**. Working Monday - Friday only, you'll also enjoy a **healthy work/life balance!**



ApplyNow.com.au/Job33243

Apply Online or Call 1300 366 573

TCs race to the Red Centre



ABOVE: Travel Counsellors recently held an “Amazing Race” incentive, with their 90 members put in teams and earning ‘miles’ by making bookings and answering product-specific questions.

The winning team were the “Kimberley Kids,” taking out top prize of a trip to the Red Centre.

Teams were creatively named after Sunlover product, with some of the more innovative being the Uluru Gurus and the Whitsunday Warriors.

Kimberley Kids team mascot Matt Cox is **pictured** above with Sunlover bdm Hannah Tabak and race organiser Tracy Parkinson.



TOURISM NT
NORTHERN TERRITORY
AUSTRALIA



MANAGER CRUISE SECTOR DEVELOPMENT - DARWIN

Tourism NT, Darwin

Senior Administrative Officer 1

Remuneration Package Range \$110 662 - \$123 424

(comprising salary \$96 560 - \$107 872, superannuation, leave loading and the value of 2 weeks extra recreation leave)

Fixed vacancy to 30/03/2015

Journey to the Top End

Tourism NT is looking for an experienced cruise sector operator who can use their skills to build and implement a cruise sector strategy with other like-minded Territory operators.

Working within a small team dedicated to developing and growing Northern Territory tourism, you will collaborate with key cruise sector companies and related business groups to set a firm foundation from which the sector can continue to grow.

Your relationship, communication and influencing skills will be put to good use in facilitating and supporting an industry reference group. You will have a passion for the cruise sector and tourism in general. Your capacity to develop and present proposals will attract investment and provide leverage opportunities for local operators.

APPLICATIONS CLOSE: 22 APRIL 2012

For a full job description visit https://jobs.nt.gov.au/Applicant/CandidateApplicationScreens.aspx?RTF_ID=713 or tel: 1300 659 247

Applicants are required to address the selection criteria and quote position number 20120001.

The Northern Territory Government is an equal opportunity employer and values an inclusive and diverse workforce.

NT12252

LAN Brazil boost

LAN is increasing services between Santiago and Brazil, with double daily Rio de Janeiro flights to operate year-round from 02 Jul plus 40 weekly Sao Paulo services.

Travel Daily
First with the news

Tuesday 10th Apr 2012

WIN A TRIP TO NEW CALEDONIA



Throughout April, **Travel Daily** is giving one lucky reader the chance a win an amazing holiday for two people to New Caledonia, courtesy of **New Caledonia Tourism, Aircalin** and **GLP Hotels**.

The prize includes Aircalin Return Airfares from SYD/BNE to Noumea, return airport transfers, three nights accommodation in a superior room at Le Novvata Hotel Noumea, one night accommodation in an overwater bungalow at L'Escapade Island Resort including return boat transfers and a day trip to Amedee Lighthouse.

Every day **Travel Daily** will ask a different New Caledonia-related question – just read the issue and email us your answer. There will be 18 questions in total, which will also be posted on our website.

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

Q.5: What is the name of the Renzo Piano designed cultural centre in Noumea?

Email your answers to: newcalcomp@traveldaily.com.au

Hint! Visit www.visitnewcaledonia.com

Click here for terms & conditions



Roomorama merger

SHORT-TERM holiday rental operator Roomorama has merged with rival Lofty.com, with the move cited as cementing the combined group's position as the “leading marketplace for mid range to high end holiday rentals”.

The merger will also see the injection of US\$2.1 million in seed funding for the company.

Australia is a key market for Roomorama's peer-to-peer concept, with over 2000 local properties on the site and Aussie travellers the second most common Roomorama users.

Falls Creek snow

THE Falls Creek ski resort in the Victorian Alps experienced sub zero temperatures and snow on the Easter weekend, with the early “white gold” auguring well for a good season.

The resort officially opens for winter on Sat 09 Jun - more info on www.skifalls.com.au.

787 in Turkey

BOEING'S 787 Dreamliner has made its first landing in Turkey, with Istanbul the latest port on its global Dream Tour.

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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AFTA AWARDS 2012

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DUE TO OUR CONSISTENCY ACROSS BEST PRACTICE STANDARDS AND THE UNIQUE, PROFESSIONAL AND FLEXIBLE APPROACH TO SERVICING OUR CLIENTS WE HAVE BEEN NOMINATED FOR BEST AGENCY SUPPORT SERVICE.

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THERE ARE MANY REASONS TO REGISTER WITH AA – HERE’S JUST A FEW

REACH YOUR FULL POTENTIAL IN SALES

CORPORATE SALES MANAGER (LARGE MARKET)

SYDNEY & MELBOURNE – SALARY PACKAGE OTE \$150K+

If you are a highly motivated sales person moving within large market circles this new role will allow you to join a great brand and help inspire a team to reach their full potential. Your capabilities within the corporate market include the ability to reach ‘C’ level executives within Top 500 companies and you’ll have the ability to articulate your success. Be a part of the continued success of this great company and reap the rewards.

HIGH PROFILE REGIONAL ROLE

REGIONAL GM SALES & MARKETING

SYDNEY – SALARY PACKAGE OTE \$120K + benefits

This exciting brand is looking for someone to lead and innovate to drive the business in the Australasian market. To be successful here you’ll need proven skills in strategic planning, leading & developing teams, financial acumen, P&L management and market intelligence. The strength of your relationships across the travel trade and your grasp of B2B sales & marketing strategies will lead to continued growth.

LEAD FINANCIAL ROLE WITH A GLOBAL COMPANY

DIRECTOR FINANCE

SYDNEY – SALARY PACKAGE OTE \$150K++

This diverse and multi-faceted role is sure to challenge the most seasoned Finance professional. If you enjoy working as a partner & advisor to the business, not just as a processor, this senior level operational finance position offers you the chance to make a difference. Provide leadership and insight in to the budgeting and planning processes to improve the performance of the business. Tertiary Qualls and CA/CPA preferred.

KICK START YOUR SALES CAREER

CORPORATE TRAVEL BUSINESS DEVELOPMENT

BRISBANE – SAL PKG OTE \$70k - \$80k

Do you have the gift of the gab, love drumming up business but feel your skills are wasted in a retail travel store? This is your chance to shift your career in a new direction. Go forward and gain all the training you need to move into corporate travel sales. All you need is a proactive and driven approach, the ability to converse with a variety of department level managers and strong presentation skills. Get moving.

TEAM LEADER ROLES ACROSS THE NATION

3 x CORPORATE TRAVEL TEAM LEADER (HANDS OFF)

MELBOURNE/PERTH/BRISBANE – PACKAGES TO \$80k +

Want a delicious treat for Easter! These brand new corporate travel team leadership positions are right up your alley. As an experienced leader you will have solid understanding of corporate travel structures and be able to effectively manage your team to perform at a high level. These roles have the right mix of everything for your career growth and a brand name you can rely on. Don’t delay as these will fill quickly.

THE FUTURE IS IN ONLINE PRICING

PRODUCT DEVELOPMENT – ONLINE RATES

BRISBANE – SALARY PACKAGE OTE \$80k

Do you have the ability to drive margins to increase bottom line sales as well as developing relationships with your suppliers so you can gain the best rates in the market? We want to hear from YOU! With your previous background working in online hotel distribution or within a larger property developing rate strategies, you will have the ability to facilitate the price that has that competitive edge!

TRAVEL INDUSTRY TRAINERS IN DEMAND

TRAINING & DEVELOPMENT

MELBOURNE & PERTH - SALARY PACKAGE NEGOTIABLE

Are you a first class travel industry trainer? To secure one of these fabulous roles you will need to possess your Cert IV in Workplace Training and Assessment and be adept with travel systems and travel practices in order to formulate and facilitate full training programs within these large companies. You will have exceptional communication and presentation skills and have a friendly personality.

SHARE YOUR AIRFARE KNOWLEDGE

BUSINESS DEVELOPMENT EXECUTIVE

SYDNEY – SALARY PACKAGE TO \$65k DOE

If you have experience in sales, working on the road and managing relationships with travel agencies, this new role will give you a targeted product to promote and assist agents in increasing sales. You’ll need very strong knowledge of air product & fares and be motivated to drive growth to reach sales targets. Working as part of a small happy team, you’ll be given scope for further development and great benefits.

CONTACT AUSTRALIA’S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com