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# Travel Daily

First with the news

Wednesday 18th April 2012



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## Sydney curries Indian favour

**DIRECT** flights between Australia and India are once again on the agenda after Sydney Airport signed a cooperation deal with its counterpart in Delhi.

The move comes hot on the heels of Melbourne's pact with Chengdu in China (**TD** Mon), with Sydney Airport ceo Kerrie Mather saying that Sydney and Delhi are respectively each country's biggest markets for Australia-India traffic.

"Working together with Delhi Airport makes sense in terms of achieving our common objectives of growing this market," she said.

There has long been interest in the potential of direct flights between Delhi and Australia, as evidenced by the often-announced but not yet delivered Air India services which have been mooted for Melbourne airport several times.

Sydney is now making a concerted push for the route, with Mather saying that about 44% of Australian residents with Indian ancestry live in the NSW capital "so it's no wonder that Sydney is the preferred gateway".

She said Sydney has almost 40%

of current Australia-India traffic, with India being the biggest market not yet connected with direct services.

A senior delegation from Delhi Airport, including its ceo, chief financial officer and head of strategy visited Sydney last week "to develop joint initiatives on route development and improved passenger facilitation," Mather said.

Delhi Airport ceo IP Rao said the partnership was a win-win, with direct flights able to connect two "very large, robust markets" as well as Delhi's location providing an ideal connecting flight for long haul flights ex SYD to Europe.

Sydney Airport also has a cooperation agreement with Beijing Airport, signed last year.

### Eight pages of news

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

- AA Appointments giveaway
- AA Appointments jobs
- inPlace Recruitment jobs
- Travel Trade Recruitment
- Renault Eurodrive

## Renault June specials

**PRICES** have been reduced for all Renault Eurodrive car lease bookings made for two Scenic Renault models prior to 16 May.

All models are brand new and include built-in TomTom GPS navigation systems, with 17% agent comm available on prices starting at \$1599 for 21 days.

More details on the **last page**.

## 14 new agencies

**THE** Travel Compensation Fund has approved 14 new travel agencies in the last two weeks, including nine head offices and five branch outlets.

Additions include the new company-operated HWT store in Australia Post's Bourke St Melbourne megastore, as well as three 'Mad Travel Shop' offices in Noosa, Airlie Beach and Cairns.

Most of the new head offices are independent agencies such as Ski Travel Company in Rozelle NSW and iCruise and Travel in Jimboomba, Qld.

There's also a new HWT franchise in Atherton, Qld, while Flight Centre has opened an office in Blackburn in North Vic.

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## Indonesian visitor target

**TOURISM** Australia is this week hosting its first ever sales mission to Indonesia, with a delegation of officials from states and key regions in Bali for the showcase which kicks off today.

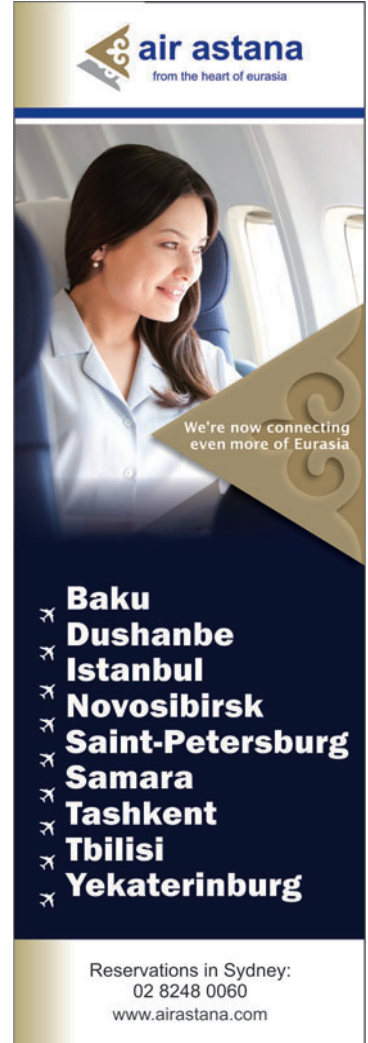
Tourism Aust regional gm for South and South East Asia, Maggie White, said the event would allow the industry to establish relationships with product planners and decision makers from Jakarta as well as other secondary markets.

With almost 80 buyers and sellers registered to attend, the mission has "far exceeded our targets, demonstrating very clearly our industry's interest in one of our fastest growing inbound markets," White said.

Tourism Australia is in the process of appointing a full-service Market Representation agency within Indonesia with the aim of further developing the outbound travel market to Australia.

Indonesia is currently the 12th largest tourism source market for international tourists to Australia.

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## ACCC input on QF/PX

**THE ACCC** has recommended to the International Air Services Commission that if it does intend to extend the codeshare deal between Air Niugini and Qantas (**TD** yesterday), it do so for three years, not five as requested.

A submission filed to the IASC this week argues that "In this case, it is not clear to the ACCC what types of investment are likely to be made by Qantas if the code share arrangements are approved for five years as opposed to three."

## Future of Tourism

**G ADVENTURES** founder and ceo Bruce Poon Tip is in town this week for the first ever Australian staging of the global 'Future of Tourism' event.

Held in Melbourne tonight, the sold-out gathering will look at changing consumer demands and how sustainable tourism plays a vital role in giving back to the places that travellers visit.

**TD** will be at tonight's event - see tomorrow's issue for a full report.



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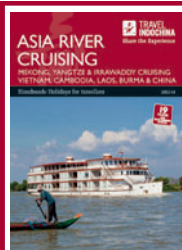
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## OETG expects record turnout

**INCREASED** support from suppliers has enabled Express Ticketing to discount the delegate fees for its upcoming Select Conference, being held at the Centara Grand in Bangkok between 24-27 May, 2012.

Orient Express Travel Group ceo Tom Manwaring said the savings would be passed onto members "because the conference is not designed as a money-spinner".

He said the strong support showed the strength of the Select operation and in particular suppliers' desire to network with members and take part in the new Select Product Market.

As well as panel sessions and workshops, the event will include a glitzy awards dinner at the five star resort, while delegates will also enjoy free optional pre and post tours in and around Bangkok.

Key supporters include the Tourism Authority of Thailand, THAI Airways, Singapore Airlines, Sabre Pacific and other partners.

Manwaring said Express Ticketing would also outline a number of enhancements to its support services, with the group now the country's "largest Australia Asia agency business".

## SCEC welcomes plans

**THE** Sydney Convention and Exhibition Centre, as well as the Sydney Entertainment Centre, have welcomed the timeline for the precinct's redevelopment (**TD** yesterday), with SCEC ceo Ton van Amerongen confirming that it would be "business as usual" for bookings through to 30 Nov 2013.

He said the venues would work closely with Business Events Sydney to help relocate clients during the 2014-16 construction.

## Canberra "not optimal"

**CANBERRA** Airport - touted by NSW premier Barry O'Farrell as an alternative to a second Sydney airport - has weighed into the debate with ceo Stephen Byron saying that the Federal capital was the "last solution in the drawer," according to a report in today's *Financial Review*.

"Canberra is only a good option if Wilton or Badgerys Creek don't get built," Byron said.

## Window Seat

**MADAME** Tussauds in London has added two new figures to its regal showcase, unveiling wax likenesses of the Duke & Duchess of Cambridge, better known perhaps as Prince William and Catherine Middleton.

Dressed in a replica of the blue dress worn during the couple's engagement announcement, the sculpture of the Duchess also sports an accurate recreation of the sapphire and diamond ring once owned by William's mother, the late Princess Diana.

The wax recreations took a team of designers four months to create and cost £150,000 each.

**GOLF** is generally considered a peaceful, relaxing endeavour. Unless you're extreme that is...

Skysafari, in conjunction with Paradise Palms Resort in North Queensland has launched the ultimate day tour for those looking to spice up their rounds.

Golf by Air consists of three rounds of nine holes each, with players flown in a state-of-the-art R66 Robinson helicopter between three different courses, with motorised carts provided for each of the three rounds.

The package operates based on a minimum of three pax and is priced at \$1440pp all-inclusive.

Tours depart from Cairns or Port Douglas, and for more info, call (07) 4059 9932.

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## Agencies offering ancillaries

TRAVEL agents are increasingly booking airline and cruise ancillary products despite the lack of consistent standards and minimal commission payable, according to a new report by US research firm PhoCusWright.

The study found that a "significant majority of both corporate agents and leisure retail agents" have booked airline ancillaries such as baggage, meals or other add-ons, even though

many aren't available via GDS.

"Despite little or no compensation, and in the case of most airline ancillaries a less-than-optimal booking process, travel agents are delivering add-on travel services to their customers and [they are] doing so in ways that may surprise both suppliers and providers of conventional agency booking methods," said PhoCusWright.

He said that while technology standards and compensation models are trying to catch up with the rapidly changing landscape, "travel agents aren't waiting around" and in many cases are using unexpected ways to service their clients.

The report also covers cruise bookings in the US where some cruise lines have eliminated agent commission on shore excursions - meaning some agents "are finding alternatives to cruise line add-ons to shore up their bottom lines," PhoCusWright said.

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## OS German codeshare

STAR Alliance member Austrian Airlines has launched new codeshare services in partnership with European low cost carrier germanwings.

Flights between Austria and Germany are covered including Vienna to Cologne, Hanover and Stuttgart, as well as Salzburg-Cologne and Klagenfurt-Cologne.

## Oompa Loompas in LV

THE newest tourist attraction in Las Vegas is a huge candy store, which will be opened by WONKA at *The Venetian* this week.

Named IT'SUGAR, the sweet sensation features 5000 square feet stocked with products such as NERDS, Gobstoppers and Laffy Taffy, along with treats from other sweet manufacturers.

The official opening tomorrow will feature "real life Oompa Loompas" serving customers.

## Palace Hotel Tokyo

A NEW luxury hotel is set to open in Tokyo in one month's time, with the 290-room *Palace Hotel Tokyo* located alongside the city's famous Imperial Palace.

The property features ten new restaurants and bars offering Japanese, Chinese and French cuisine and will also operate the first ever Evian SPA in Japan.

There are also comprehensive meeting facilities and retail outlets, with the newbuild hotel being a member of *The Leading Hotels of the World*.



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## UA names Rainey cfo

UNITED Continental Holdings has announced John Rainey as its chief financial officer, replacing the outgoing Zane Rowe who is taking up a role at Apple Inc.

## Lion around in San Francisco



**ABOVE:** This group of Flight Centre agents visited San Francisco last month courtesy of Creative Holidays and Air NZ, with the trip including an Urban Safari.

Pictured above prowling the SFO streets are Bianca Orsola-Rose, Creative Hols; Jamiee Patira, FC Flinders Lane; Jared Taback, FC Chadstone; Nicole

McGrath, FC Gippsland; Emma Chester, FC Tooronga Village; Danielle Hoszylyk, FC Dandenong Plaza; Rachel Ryley, FC Waurn Ponds; Clinton Symons, FC Watergardens; Nicole Santucci, TA Connelly & Turner; Anita Riley, FC Melbourne H/O; Anna Hamilton, FC Southern Cross; Kate Hanley, FC Ivanhoe.



# Air Niugini

## AIRLINE CARGO SALES EXECUTIVE (Brisbane based)

Air Niugini, the national airline of Papua New Guinea has a vacancy for a full time airline cargo sales executive to be based in Brisbane. The core responsibilities of the role are to promote the airlines cargo services to key business customers and agents. The successful candidate will manage and develop key relationships and oversee the airlines cargo operations at Brisbane Airport and will have a strong airline background.

### KEY REQUIREMENTS:

- Develop and maintain the cargo sales territory incorporating South east Queensland
- Provide periodic sales and marketing intelligence to management
- Promote Air Niugini services to industry and agents
- Represent the airline at key trade events
- Control airline expenditure within approved budgets.
- Ensure the utilisation of the airlines Sky Chain system across our core industry partners
- Achieve set revenue targets
- Ensure the efficient operations of the airlines cargo operations at Brisbane Airport
- Ability to work under pressure whilst maintaining a professional manner

**If you fit these requirements we would very much like to meet you. Please forward your application with detailed resume to: [nrodrigo@airniugini.com.pg](mailto:nrodrigo@airniugini.com.pg)**

**ATT: Nalin Rodrigo, Regional Manager – Air Niugini Cargo no later than Friday 27 April 2012. Only short listed applicants will be contacted.**

## London Games 100 day countdown

With exactly 100 days to go from today to the opening of the 2012 London Olympics, travellers are urged to pre-plan their accommodation and touring packages now due to an expected surge in visitors to the UK for the summer games and the Diamond Anniversary of Queen Elizabeth II.

The UK's tourism agency VisitBritain says it's still possible to find rooms during the busy Olympics period and people can stay in and around London for as little as £7.50 per night, if you want to pitch a tent that is.

The Camping & Caravanning Club will be offering several temporary event campsites, some just 15 mins from the Olympic Village.

Pitches, costing from £30 per night will accommodate up to four people - details available at [campingandcaravanningclub.co.uk](http://campingandcaravanningclub.co.uk).

In Sydney, VisitBritain's Sarah Styles told **TD** that the London Organising Committee of the Olympic Games had reserved a substantial number of rooms especially for the Games, but it has now returned approximately 20% of these rooms to the hotels.

"More than 120,000 room nights at more than 200 hotels will now be available to visitors to London this summer from 5-Star to budget", said Styles.

"People should also look at staying outside London in smaller towns and villages where accommodation is cheaper and take the train into the city.

"By booking ahead, some trips cost only around ten pounds," she said.

For bookings and ticket prices, visit [www.thetrainline.com](http://www.thetrainline.com).

But will London hotels greatly increase room rates during the Games?

"Some might, but not by much. So far there's no sign of that happening", said Styles.

VisitBritain has also released a timely '100 reasons to visit Britain in 2012', listing everything from how to take part in the Queen's 60<sup>th</sup> year on the throne, to London's famous attractions, to the country's pubs, music festivals and loads of other free things to see and do.

For info on all things London Olympics visit [london2012.com](http://london2012.com)

## IATA cooperation calls

IATA has called for cooperation between all parts of the aviation sector operating in the Gulf region to ensure continued development & long-term viability.

A recent study from Oxford Economics showed the Middle-Eastern aviation sector supports 29-million jobs and was worth \$129-billion in GDP annually.

In a speech to the Global Aerospace Summit in Abu Dhabi, IATA director-general Tony Tyler outlined a 4-point plan for operators in the region to work on, including safety, infrastructure, security and environmental sustainability as paramount issues to be addressed by the region.

## 10% off Bordeaux tour

**BACK-ROADS** Touring is offering a 10% tour price reduction on select departures of its Taste of Bordeaux itinerary, representing a saving of \$718 per couple.

The offer is extended on Back-Roads' 16 Jun & 21 Jul tours, with the trip now priced at \$3,226ppts when paid in full at time of booking, and prior to 03 May.

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# UL celebrates Sinhala NY



**ABOVE:** The Sri Lankan travel community gathered last week in the Walshe Group offices in Sydney to celebrate Sinhala and the Tamil New Year by lighting the Pahana Lamp and enjoying supper.

Another reason to celebrate was the inking of an alliance between Sri Lankan Airlines and Qantas to launch special economy fares for a same-day service from Sydney to Colombo via Bangkok, which is available until 31 May, and valid for travel until 14 Nov.

**Pictured above** from left is Mr C Jayatilake, Travel Lanka; Nilo Siva, HWT Dapto; Manomi Peiris, Sri Lankan Airlines; Alan Wilcock, The Walshe Group; Dili Ching, Gulf Air and Patty Samaranayake from Sri Lanka Travels.

## APT cruise deadline

**APT** is reminding agents today that its Europe river cruise 2013 preview brochure specials will conclude on 30 Apr, with prices expected to rise on 01 May.

The deals include 2013 cruising at 2012 prices.

## Endless indoor skiing

**SKICITY** in Melbourne has announced its open day for the upcoming ski season will take place on 05 May, with free skiing and snowboarding available from 10:30am until 4pm.

The inner-city facility consists of three endless, moving ski slopes with adjustable inclines catering for beginners, intermediates or expert skiers and snowboarders.

More info at [www.skicity.com.au](http://www.skicity.com.au).

## bmi parts with LH grp

**MEMBERS** of bmi's Diamond Club loyalty scheme will be unable to earn and burn miles on the Lufthansa Group airlines effective 19 Apr, the carrier says.

Airlines in the LH group include Lufthansa, Swiss, Austrian Airlines and Brussels Airlines.

bmi - which is expecting to be sold to British Airways, pending an appeal by Virgin Atlantic - has confirmed it's working to enable Diamond Club members the ability to earn and redeem miles with BA and its partners at oneworld (TD 05 Apr).

## MEA conference app

**MEETINGS & Events Australia** has rolled out a new application for smartphone users that aims to make it easier for delegates to manage appointments & events.

Users can create a tailored program with info including the conference schedule, speakers, exhibitors, floor plans and more.

The app will debut at MEA's National Conference in Sydney that kicks off on 21 Apr at the Sydney Convention and Exhibition Centre - app info at [mea12.mobi](http://mea12.mobi).

## Qld Rail kids free deal

**QUEENSLAND** Rail Travel is offering free rail and air travel for two children to the Whitsundays, in addition to free brekkie, transfers and a cruise (when booked with paying adults), and travelling between 08 May and 20 Jun.

"We are covering most of the cost of taking the kids along, so mums & dads can make the most of their holiday and the attractions around the Whitsundays," QRT general manager Max Kruse said.

Further details available online at [queenslandrailtravel.com.au](http://queenslandrailtravel.com.au).

## Gold Coast stay/play

**SEA** World Resort & Water Park has launched a 'Red Hot Special' package to the Gold Coast that includes one nights accom and unlimited entry to Warner Bros. Movie World, Sea World and Wet 'n' Wild Water World, for \$139 per night for two adults.

The deal represents a 65% saving on standalone pricing, with kids able to be added for an extra \$10 per child per night.

Bookings of two nights or more also get a free Dolphin Discovery Presentation at Sea World.

Packages are available for stays from 23 Apr to 22 Jun or until sold out - phone 1800 074 448.

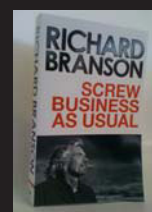
## Full time senior consultant - Perth

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## WIN WITH VIRGIN ATLANTIC!



This week **Travel Daily** has teamed up with **Virgin Atlantic** and today is giving one lucky reader the

chance to win a copy of Richard Branson's new book: 'Screw business as usual'.

For over 26 years, Virgin Atlantic has been one of the world's leading long haul airlines. We're famous for creating memorable journeys by providing award-winning, excellent value products and friendly service in every class.

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## What is the checked baggage allowance for Upper Class passengers?

Congratulations to yesterday's lucky winner, **Katrina Kelly** from **Corporate Traveller**.



## Princess NZ savings

**PRINCESS** Cruises has launched a seven-day special on NZ cruises including its 13-night roundtrip voyages departing from Sydney, Melbourne or Brisbane, priced from \$1599ppts.

Pax also receive a bonus \$100 onboard credit per stateroom.



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## Accommodation Updates

**WELCOME** to Accommodation Updates, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



Following a \$1m makeover, **Peppers Beacon Queenstown** has unveiled the product of many months work just in time for a promising ski season. All 84 apartments have been given a complete makeover and continue to boast majestic views of The Remarkables mountain range and Lake Wakatipu. Additions to the main hotel complex include a breakfast room to satisfy enthusiastic early-morning skiers, tour groups and conferences.



The historic **Francis Hotel** in Bath will reopen following a £6 million refurbishment on 28 May under the boutique MGallery collection. Featuring 98 rooms, a lounge and bar, front parlour and breakfast room the hotel boasts that it's in one of the best locations for visitors to the historic British city.



With Palm Beach in **Aruba** recently voted #2 in TripAdvisor's "Top Beach Destinations" poll, **Ritz-Carlton** has acted to announce it will open an exclusive oceanfront resort on the famed beach in Oct next year. The property will consist of 320 rooms and will also contain several restaurants, two pools, luxury spa and 24-hour casino.

### Maiden P&O Mare visit

**P&O Cruises** has become the first cruise line to take cruise pax ashore at the exotic locale of Mare in the Loyalty Islands, with the *Pacific Jewel* docking on Mon.

### New California app

**VISIT California** has launched its new iPad application, featuring high-resolution photos, feature articles and an interactive version of the official state visitors guide.

**SINGAPORE AIRLINES**



## Passenger Sales Executive ACT (Permanent Part-Time)

Singapore Airlines requires a highly motivated and skilled Passenger Sales Executive to spearhead our sales efforts in the ACT. The position, based in Canberra, is responsible for managing relationships with key agency and corporate accounts in the ACT and achievement of set revenue targets. The successful candidate will possess:

- Sound commercial acumen with a clear focus on business development
- A proven track record in achieving sales targets
- Strong analytical and problem solving skills
- Experience in developing and successfully implementing sales and marketing strategies
- Excellent written and verbal communication skills
- The ability to prepare and deliver sales presentations with confidence
- Sound proficiency in all Office PC applications
- The ability to work with minimal supervision
- High standards of professional deportment and personal presentation
- A current drivers licence, a reliable vehicle, safe driving record and the ability to obtain security clearance for an ASIC.

This is a permanent part-time position, working from a home office base for a standard 30 hours per week. Singapore Airlines is offering an attractive salary package including travel benefits, medical insurance, superannuation and work from home allowances.

**Written applications should be forwarded to Mr. James Dunne, Manager NSW/ACT, via email to [Cecily\\_Woo@singaporeair.com.sg](mailto:Cecily_Woo@singaporeair.com.sg)**  
**Applications close Friday 27 April 2012.**

## HRA for Daydream Is.

**HOTEL** Representation Australia has been appointed by Daydream Island Resort & Spa to promote the Whitsundays-based resort in Sydney and Melbourne.

**Travel Daily**  
First with the news

Wednesday 18th Apr 2012

## What's cooking on the Coast?



**SUNSHINE** Coast Tourism met with members of the local food industry recently to brainstorm ideas on how to encourage food-loving tourists to the region.

As home to more than 500 producers of many different foods and beverages, the Sunshine Coast believes it can entice the taste-buds of niche travellers through such events as the Noosa International Food and Wine Festival as well as developing and promoting cooking schools and fine dining in the region.

**Pictured** above throwing ideas over a locally sourced meal, from left are Alexina Johnson, Season of the Sun; Petra Frieser, Regional Foodie Sunshine Coast; Julie

Shelton, Real Food Festival; Helen Brierty, Spirit House; Shane Stanley, Noosa and Kawana Farmers Market; Steve Cooper, Sunshine Coast Destination Ltd; Martin Duncan; Food Q and Freestyle Escape and Veronica Rainbird, Sunshine Coast Destination Limited.

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[Click here to vote](#)



**AFTA National  
Travel Industry  
Awards**

## CCC whale watching

**CAPTAIN** Cook Cruises will reintroduce its popular Whale Watching cruises from Sydney between 18 May and 31 Oct.

Daily sailings will depart Darling Harbour at 9:30am, with pick-up points at Circular Quay & Manly, while an additional voyage will be offered on weekends, departing at 1:30pm.

Adult and children tickets are priced at \$79 & \$50 respectively - full details at [captaincook.com.au](http://captaincook.com.au).

## Swiss numbers rising

**SWISS** International Air Lines has reported a 1.4% year-on-year rise in Q1 pax loads to 77.8%, with the carrier achieving the result in the face of operating increased services over the same period.



**ABOVE:** This group of top selling Flight Centre agents recently explored England's highlights on a Back-Roads Touring familar, in partnership with Vietnam Airlines which flew them into Gatwick.

**Pictured** at stately Windsor Castle are, back row from left: Edward Abramovich, FC Marion; Jane Gaskin, FC Springfield; John McKay, FC Coburg; Lee Lanyon, FC Underwood; Leigh Reynolds, FC Modbury; Owen Scully, FC Greensborough; Maggie Robertson, FC SA/NT product manager; and An Bao Le, VN.

Front row: Mona Monavari, Corporate Traveller NSW; Alyce Muscat, FC Parramatta Shoppingtown; Marisa Lodge, FC Wembley; Laura Wood, FC Toowoong; Tamsyn McElroy, Back-Roads Touring; and Alana Dunn, FC Goulburn.

## 787 biofuel flight

**BOEING** and All Nippon Airways have successfully completed the first flight on the new 787 Dreamliner powered in part by sustainable biofuels.

The service, from Boeing's delivery centre in Seattle to Tokyo's Haneda Airport was also the first trans-Pacific service utilising the hybrid mix, refined mainly from used cooking oils.

Boeing said the sustainable fuel emits about 30% less greenhouse gases than normal jet fuel.

## \$60,000 commission!

**TRAVELMANAGERS** is touting the stunning success of one of its members who has earned more than \$60,000 commission in just one month.

The record result was achieved by Daniela Tatonetti, who works in Wannaroo in WA and was last year recognised by the home-based group as one of its top ten sales producers in 2011.

## JetBlue JAL c/share

**NEW** York-based JetBlue Airlines has announced a new codeshare agreement with Japan Airlines.

The deal coincides with this Sun's launch of JAL's new Boeing 787 Dreamliner route between Tokyo Narita and Boston.

## eNett card solution

**EUROPEAN** travel agencies can now access a new "virtual card" payment system which can be used to pay for flights on low-cost carrier easyJet, with agents who sign up via the easyJet channel to receive 0.4% comm on payments.

## Virtuoso Greek deal

**THE** Virtuoso network has negotiated an exclusive 4th night free deal for members sending clients to Mykonos Blu on the Greek Island of Mykonos, valid for travel from May to Oct.

# ATAC seeking new members

**THE** Australian Travel Agents' Cooperative (ATAC) has launched a drive for new members and business partnerships, with the move following its separation late last year from the Jetset Travelworld Group's Concorde Agency Network.

ATAC is entering its 25th year, having been established in 1987 in Vic and then merging in 1998 with its Qld and NSW equivalents.

Travel agency members are shareholders of the group which says its "basic objective is to eliminate third party control and their excessive profit taking from the true source of the sale, the travel agent".

GM Michelle Emerton claimed that ATAC offers a value proposition that is hard to match,

with a refundable payment of \$1000 buying a shareholding which pays an annual dividend - with bonuses of \$10,000-\$15,000 "not uncommon" depending on support for supplier partners.



## 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](mailto:advertising@traveldaily.com.au)

## 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 Nouvata 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.11: Name the International Airline of New Caledonia?*

Email your answers to: [newcalcomp@traveldaily.com.au](mailto:newcalcomp@traveldaily.com.au)

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

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We are searching for an experienced travel consultant with a minimum of one year in retail travel to join a highly successful travel company in the CBD. You will be booking all things Australian; from Kangaroo Island to the Kimberley and from the Top End to the Great Australian Bight, you will be handling both walk in and phone enquiry and working towards sales and conversion targets. Sound like you? Give us a call...

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**SYDNEY (CBD) – SALARY PACKAGE OTE \$50K**

Dream of stepping away from consulting but not sure of how to go about it? This is your chance. As a corporate Travel Product Coordinator you will enjoy liaising with suppliers, coordinating and loading contracted rates into the GDS, as well as compiling a Global Online Hotel Directory. You will also manage the rate program, as well as work with your team to manage any product queries and assist with marketing. Min 3 years consulting experience essential.

**BACK OFFICE BLISS**  
**ACCOUNTING AND REFUNDS DEPARTMENT**  
**MELBOURNE (INNER) – SALARY PACKAGES TO \$40K (DOE)**

If you love working in the back office this great role supporting the accounting department is right up your alley. Your role will include updating refund details and information, liaising with Airlines on fare escalation issues, processing BSP refunds, credit card banking requirements and updating the accounting software with information to ensure accurate data, with public transport on your door step, move behind the scenes today!

**RELAX - WE HAVE YOUR NEXT ROLE COVERED!**  
**HIGH END LEISURE CONSULTANT**  
**MELBOURNE (CBD) – SALARY PACKAGE TO \$55K (DOE)**

This unique agency is looking for an experienced travel consultant with a flair and passion for travel to join their growing team. Located near a central train station, you can kiss goodbye peak hour traffic and arrives stress free each day! Booking high end leisure travel for the repeat clientele with a touch of corporate your days will fly by! You will also enjoy Monday – Friday business hours and a high base salary,

**LOOKING FOR PROGRESSION?**  
**MULTI SKILLED CONSULTANT**  
**PERTH (CBD) – SALARY PACKAGES TO \$60K**

We have a rare and exciting opportunity for an experienced multi skilled corporate consultant. Working closely with the Team leader in a large TMC this role even has the potential for you to progress to a team leader position yourself! Working Monday – Friday business hours only, this role will see you booking interesting and intricate itineraries for your corporate clients! High base salary is offer for the right person!

**FAMILS YOU HAVE ONLY EVER DREAMT OF!**  
**WHOLESALE RESERVATIONS**  
**MELBOURNE (STH EAST) – SALARY PACKAGE TO \$45K**

This fantastic 5 star luxury tour operator is seeking fun and energetic consultants to join their busy reservations team in a brand new outer Melbourne suburb. You will be thrilled stepping away from the front office sales and into a rewarding office environment that provide a great salary package with added travel benefits and career advancement opportunities. Call us today to find out more!

**WORK YOUR RETAIL MAGIC**  
**HIGH END RETAIL TRAVEL CONSULTANT**  
**GOLD COAST – SALARY PACKAGE UP TO \$45K**

This well established retail agency situated in the central Gold Coast is looking for a super star retail consultant to join their reputable team. This 5 star agency deals with predominantly repeat and referral business, lots of detailed & interesting itineraries. If you enjoy creating dreams for your clients, have strong attention to detail & the drive to succeed while providing the exceptional customer service then this is the role for you! Min. 3 years retail experience required.

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**Call or email Kristi Gomm for more details**

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**Call or email Kristi Gomm for more details**

### Admin Support - Corporate Travel - Sydney

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- ▶ Supportive management, fun and social team
- ▶ Mon - Frid only, Salary up to \$55K

An excellent opportunity to get into Corporate or step back from consulting. This back office role supports the operations team in admin & financial areas. IATA exp essential, Galileo.

**Call or email Sandra Chiles for more details**

### Meetings, Groups & Events BDM - Melbourne

- ▶ **Exceptional support & career progression**
- ▶ Global corporate travel management company
- ▶ Excellent salary package + incentives

Love the Meetings, Groups & Events travel market? Do you have exceptional negotiation skills and get yourself in front of the right people at the right time? Then this role is for you!

**Call or email Sandra Chiles for more details**

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### Events Sponsorship & Sales Manager



Ben Carnegie

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- ▶ Upmarket, luxury eventing experiences
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Our client is a boutique Event Management Agency based on Sydney's North Shore. They produce events for product launches, incentives, special events, private parties, conferences & much more! These guys strive to add a personal touch to each of their guests at every event!

They are currently seeking an experienced Sponsorship and Sales Manager to help develop new business whilst also promoting signed events for sponsorship opportunities.

If you have a natural sales ability and believe that anything is possible for any event then look no further, apply now!

**Call or email Ben Carnegie for more details**

### Corporate Travel Manager - Part Time!

- ▶ **3 days per week, flexible on days**
- ▶ Domestic & international bookings, Sabre CRS
- ▶ Excellent salary + company benefits, Sydney CBD

An experienced Corporate Travel Manager is needed to join this large international non travel related business to assist with the in-house travel arrangements of the company.

**Call or email Ben Carnegie for more details**

### Online Customer Service - shift work at its best!

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**Call or email Kelly Wellmore or more details**

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