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Travel Daily

First with the news

Thursday 9th February 2012

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\$4m UK promotion for STA

STA Travel's Australian operation has been selected as a key partner for VisitBritain, with a \$4 million four year campaign to boost the international youth market visitor spend in the UK.

It's part of the major 'GREAT Britain - You're Invited' campaign (*TD* 10 Jan) and aims to leverage STA's "specific expertise and global dominance in the youth/student market," according to a VisitBritain statement.

STA branches (and travel consultants) across Australia will

have a "distinctly UK theme" and the promotion will include a lead in London return fare from \$1349 and ground content such as four nights in London from just \$92.

An STA spokesman told *TD* that the UK is the company's number one destination, with the partnership to also capitalise on the opportunity provided by one-off events this year including the Queen's Diamond Jubilee and the London 2012 Olympics.

STA said it would utilise its "solid 30+ year relationship with key air and land partners" to promote compelling offers to the market, with VisitBritain expected to announce other global partnerships in the near future.

Carnival Spirit emerges

CARNIVAL Cruise Lines' new Australian-based ship is getting closer to her local deployment, having this week emerged from drydock with lots of upgrades incl the Green Thunder waterslide, a SplashZone, state of the art fitness facilities and a newly created child-free Serenity area.

For more details on *Carnival Spirit* along with all the latest cruise news see today's issue of *Cruise Weekly* - subscribe free at www.cruiseweekly.com.au.

Eight pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Voyages industry special
- Renault Eurodrive
- QF Grand Prix incentive

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Consolidated racing

CONSOLIDATED Travel is offering five Australian Grand Prix 'Ultimate Experiences' as part of a Qantas incentive.

The agents with the highest QF sales via Consolidated between 06 Feb-04 Mar (for departures until 30 Jun 2012) will win flights for two to MEL, 3 nights accom and Fango Grandstand tickets plus \$500 spending money.

There are lots of other Grand Prix prizes too - see **last page**.

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Hahn Air

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EK online changes

EMIRATES has enhanced its website to give passengers the ability to change their bookings online.

The system works regardless of whether the initial booking was made online, over the phone or via a travel agent, and allows travellers to alter or add to their itinerary by simply logging on using their last name and their booking reference number.

Changes can include changing the time or date of travel, adding more sectors or even upgrading to First Class or Business Class.

The change has been rolled out on all of the carrier's global websites, in all languages including at emirates.com/au.

TCF termination

THE Travel Compensation Fund has today advised of the non-voluntary termination of Five Dock, NSW agent Ozindah Tours & Travel (ABN 37 095 871 186) due to its annual financial return not being lodged.

Jetstar Japan early launch

JETSTAR has accelerated the plans for its Japanese joint venture airline, and says it will take off "ahead of schedule" on 03 Jul (**TD** breaking news).

Jetstar Group ceo Bruce Buchanan said the fledgling airline was now on track to be the first low-cost carrier to fly domestically from Tokyo, with its first hub at Narita Airport and launch destinations including Osaka, Sapporo, Fukuoka and Okinawa.

Jetstar Japan will initially operate three new A320 aircraft and the accelerated launch follows an overwhelming response from applicants for crew roles as well as "positive discussions" with local airports.

The Japanese domestic move will be bolstered by Jetstar's burgeoning international network which has seen 36 additional weekly flights to and from Japan announced since 01 Jan 2012.

Buchanan said Jetstar's existing presence in the market would be

a major advantage, with the carrier preparing for "strong customer demand" when the fares schedules are released for sale soon.

QT Sydney in Design

DESIGN Hotels has confirmed the addition of its first Sydney- and only Australian-based hotel, QT Sydney, which is preparing to open in Aug this year.

The property is set within the historic Gowings department store and heritage-listed State Theatre on Market Street in Sydney's central business district.

The 200-room hotel will feature 12 room styles, ranging in size from 36 to 42sqm and will include some of the historic building elements within each room, incl the original floor boards.

QT is one of 21 new hotels promoted in The Design Hotels Book Edition 2012 that's been released this week.

Other new destinations included in Design Hotel's portfolio of 220 "unique and inspiring hotels" incl Bogota, Portobelo and Nairobi.

G Adventures record

G ADVENTURES has seen its strongest sales month ever, with Jan outstripping previous records by 30% across the globe.

The Australia/NZ market - which is now the company's second biggest region - is up a whopping 68% year on year, with local chief Pete Rawley saying travel agency partners are exceeding "even the most bullish of expectations."

"The combination of innovation, new product offering and listening to the needs of our market is responsible for the massive increases we're seeing".

He cited new product including North America programs, the comfort style offering and the recent launch of UMI (Uber Massive Incentive) for trade partners as contributing to the performance - along with "outstanding" cruise sales on board *M/S Expedition*.

Rawley said that the Jan figures for Australasia were up 20% on the region's previous highest ever booking month.

"We're very excited to be a key player in the adventure sector in this region, and we have no intention of slowing down," he said.

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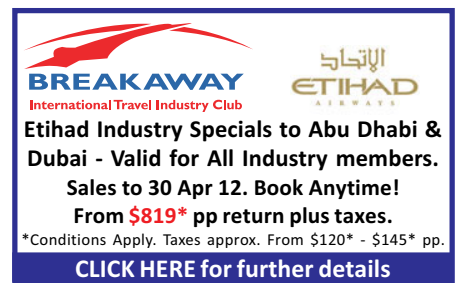
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Japan Airlines BA joint business

INTERNATIONAL Airlines Group, which owns British Airways and Iberia, has confirmed plans for a new joint business between BA and Japan Airlines on flights between Europe and Japan.

JAL yesterday submitted an application to Japanese regulators seeking anti-trust immunity for the pact, saying the revenue sharing deal would strengthen the **oneworld** alliance.

IAG issued a statement saying customers would benefit through a greater choice of flights, better frequent flyer benefits and “the

potential to launch new routes”.

CEO Willie Walsh said BA had a long history of flying to Japan, and “despite the difficulties the Japanese aviation market has faced in recent years, we have great confidence in JAL’s business outlook and the overall market’s future prospects”.

JAL already operates a joint business on Pacific flights with its bankrupt US **oneworld** partner American Airlines.

The carrier’s president, Masaru Onishi, said JAL “seeks to continue improving customer experiences all around, including through tighter cooperation with our quality partners as the industry liberalises”.

More US pre-screening

THE US Department of Homeland Security has announced the national extension of its ‘TSA Pre✓’ passenger pre-screening initiative, after a successful trial at seven pilot locations (**TD** 19 Jan).

Currently the system is operating with AA at airports in Dallas, Miami, Las Vegas, Minneapolis and Los Angeles, and with Delta Air Lines at Atlanta, Detroit, Las Vegas and Minneapolis.

United Airlines, Alaska Airlines and US Airways are all opting in new passengers and will begin operations later this year.

Eligible participants include US citizens who are certain frequent flyers from participating airlines as well as members of the Customs and Border Protection Trusted Traveler programs.

During 2012 TSA Pre✓ will be rolled out at a range of airports including New York JFK, Honolulu International Airport, San Francisco International Airport, Washington Dulles, La Guardia, Boston Logan, Chicago O’Hare and many more.

Airport for sale

BILLED as “a unique investment opportunity,” an approved regional airport west of Brisbane is being advertised for sale in today’s *Financial Review*.

The property is a master planned aviation community and is approved for 104 freehold hangar sites, located 45 minutes from Brisbane and about 35 minutes to Toowoomba.

The unusual development is said to be a “much-needed airport” and is being promoted by real estate group Brookfield Agencies west of Indooroopilly.



Window Seat

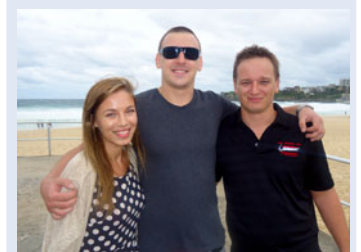
GREAT Barrier Reef tour operator Passions of Paradise has had a major social and mainstream media success, using Facebook (along with Channel 7) to reunite a lost camera with its grateful owner.

Sydney-based Annie Thompson lost her camera at Bondi Beach on New Year’s Eve, and unfortunately it contained all the treasured photos from her recent holiday of a lifetime in Tropical North Queensland.


During her trip she had gone diving for the first time with Passions of Paradise, and when the camera was found by Sydney resident Rob Rekiel he recognised the dive specialist’s catamaran in one of the pictures so he posted it 2400km north to the Cairns company.

“We launched a search on Facebook which was picked up by the media, and Annie responded after the story was aired on *Sunrise*,” said Passions of Paradise’s Adam O’Malley.

He returned the camera to Annie during a holiday to Sydney this week, with a ceremonial handover on Bondi Beach (below) broadcast to a national audience on *Sunrise*.



Annie, Adam and Rob’s in-camera celebration.



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

Chat Valentine brekkie

CHAT Tours is inviting agents to a Valentine’s Day champagne breakfast to launch its new brochure, website, reservations system and destinations.

The event is being held at The Bowlers Club in Sydney, from 8am on 14 Feb - RSVP by COB today, phone (02) 9221 2300.



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Crown Beach sale

COOK Island's Crown Beach resort in Rarotonga has extended its Stay 5/Pay 4 deal for sale until 18 Mar with travel up to 31 Oct. More at www.crownbeach.com.

Europe fares soft -BCD

ADVITO, the independent consulting arm of global TMC BCD Travel, has lowered its 2012 forecast for airfare prices in Europe, as the continent is affected by ongoing global economic uncertainty.

The updated 2012 Industry Forecast issued this week says that shifting market forces have reduced prices in some regions - but despite the financial ructions overall corporate travel demand has held steady.

BCD says the bankruptcy of American Airlines could see a 5-10% capacity reduction which would create additional upward pressure on pricing.

Advito is now expecting business fares in Europe to rise by just 1% - but in the Asia-Pacific region strong ongoing demand will see economy class fares here rise by as much as 9% this year.

The report also strong price rises in hotel rates in Brazil.

Cunard 30 day sale

CUNARD Line has launched a 30 day sale on some World Voyages sectors in 2013, to help celebrate this month's historic Royal Circumnavigations of Australia.

The sale includes onboard credits of up to US\$550pp on the 20 night San Francisco to Sydney *Queen Victoria* departure on 13 Feb 2013 and up to US\$200 on the 12 night round trip ex Sydney sailing on *Queen Mary 2*.

Checking out the new digs

ACCOR's global CEO and Chairman Denis Hennequin was in Australia last week for the first time in his role with the group to inspect a range of Accor and the newly acquired Mirvac Hotels in Sydney and Melbourne.

The Paris based CEO stayed at the Sofitel properties in both capitals, and said he was "very impressed" with the Pullman Sydney Olympic Park.

The visit followed Accor's buy-out of the Mirvac Hotel group.

"This is the first acquisition of a major hotel company by Accor in 15 years, and it shows that we can grow not just organically but by making strategic acquisitions. It is a great signal", said Hennequin who is pictured with Simon McGrath, VP Australia at the Sofitel Sydney Wentworth.



Love (Le) Boat sale

EUROPE canal boat operator Le Boat is offering savings of up to 25% off a range of vessels for travel in Apr or May this year, as part of a special Valentine's Day promotion.

The Love-in-Weekend specials are priced from \$686 per week and can be booked by calling 1800 118 940 or at leboat.com.au and quoting the code LOVE.

Bangkok content deal

BANGKOK Airways has announced a new full content deal with Travelport, giving Galileo and Worldspan-connected agents worldwide full access to the carrier's fares and inventory - including fare content from the Bangkok Airways website.

Madonna in Abu Dhabi

A PERFORMANCE by pop icon Madonna in Abu Dhabi this Jun is being billed as the "concert of the decade" which will see the city welcome visitors "from across the Middle East and the world".

22,000 fans will be able to attend the event on 03 Jun at the Yas Arena, with tickets on sale from 27 Feb.

Abu Dhabi Tourism Authority Events Manager, Faisal Al Sheikh, said "extremely high profile concerts of this nature do much to spread awareness of Abu Dhabi's tourism offering".

He said such events deliver an increasing number of guests to Abu Dhabi hotels "and this show, coming as it does in a traditionally slow month will, I am sure, be welcomed by all in the UAE capital's hospitality sector."



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Air France flight chaos

AIR France is advising passengers to delay their travel until after 10 Feb following three days of flight cancellations and flight schedule changes due to French air transport union strikes.

"We highly advise you to postpone your journey until after February 10," the AF website says.

Passengers effected by the strikes between 06 and 09 Feb, "whatever the destination and the fare paid" can postpone their travel at no charge until 29 Feb - more at <http://bit.ly/AFchanges>

Skywest pax drop 13%

SKYWEST Airlines has reported a 13% year on year decrease in pax carried during Jan to 17,000.

Charter services have soared by more than 51% to 325, while the carrier's fleet has been boosted by five additional aircraft to 22.

TAM to oneworld?

LATIN America carrier TAM is expected to make a decision by Apr on whether to realign airline networks from Star Alliance to join that of its South America merger partner, LAN, at **oneworld**.

According to media reports from Brazil, American Airlines chairman Tom Horton has made a formal invitation to TAM this week to join **oneworld**.

AA is a founding member of the **oneworld** alliance.

Swissotel Dresden

SWISSOTEL Hotels & Resorts will add to its German portfolio of hotels on 01 Apr 2012, with the opening of the 214-room Swissotel Dresden Am Schloss.

Air Astana jet order

KAZAKHSTAN flag carrier Air Astana (KC) has announced plans to purchase four Boeing 767-300ER jets and three 787-8 Dreamliner aircraft, worth US\$1.3 billion at list prices.

KC expects to take delivery of the 767s in 2013/14 and the 787s in 2017 and 2019.

Cox & Kings 2nd polo victory

COX & Kings Australia's polo team won the Jeep Portsea Polo event for the second consecutive year recently.

The tour operator began its sponsorship with the team in 2011 and has come out on top 100% of the time.

"We're delighted with another victory in what is becoming a great event for us", said general manager marketing, Ash Jurberg.

The winning team is **pictured** (right) on the day - from left are: Inge Burke, Jack Berner, Luke O'Leary and Matt O' Leary.



Canada visits stumble

FOLLOWING seven consecutive months of growth the number of Australian overnight stays in Canada during Nov 2011 slipped backwards, falling 6.9% to 9,094.

The total number of Aussie stays between Jan and Nov last year is sitting at 221,259, which is 5.1% higher than the corresponding period in 2010, latest Canadian Tourism Comm. figures show.

Horizons Singapore

NEW Horizons Holidays has today launched its Singapore 2012 brochure which includes packages to the 2012 Singapore F1 being held in Sep.

NHH is an official ticket seller for the Formula 1 event.



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MAS Perth Dragon Quiz



ABOVE: Malaysia Airlines invited 250 travel agents to a special Chinese New Year celebration in Perth last week which included a Year of the Dragon Quiz.

Participants attending enjoyed a traditional Lion Dance, a Chinese banquet and quiz.

26 teams took part in the Q&A comp, with the official winners

(pictured above) made up from a contingent of travel agents from City Beach Travel, Broadway Travel, HWT North Perth, RAC Perth and Floreat World of Travel.

There was also a heads & tail contest which saw Vanessa Weigall from CTM win a holiday for 2 to Kota Kinabalu, including flights, accom and tours.

Autograph additions

MARRIOTT International luxury hotel brand Autograph Collection has added three new properties in Southeast USA, boosting the group's count to 32 hotels.

The additions include The Saint Hotel in New Orleans and both the Blue Moon Hotel and Winter Haven hotels in Miami Beach.

Lion King back to Aus

DESTINATION NSW has secured rights to the new production of The Lion King which will make its return to Australia in Dec 2013.

The musical will be screened at Sydney's Capitol Theatre and is expected to lure 50,000 domestic & overseas visitors, and generate \$36m into the NSW economy.

Thursday 9th Feb 2012

Athenaeum bargain

LONDON's Athenaeum Hotel is offering Australian rates priced from \$579 in a Deluxe Room and a 50% saving on a second room for bookings in low season (until 07 Jun and 14 Aug to 31 Dec). Book via GDS on chain code YX.

AirAsia Philippines

AIRASIA expects to launch its Philippine-based offshot from as early as Mar after gaining its Air Operators Certificate from the Philippine Civil Aviation Authority.

AirAsia Philippines will operate to domestic & int'l destinations.

Best Western in Saudi

BEST Western International has launched its debut property in the Kingdom of Saudi Arabia - the 48 room Best Western Plus Sand Rose Suite Hotel.

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Travelan – a natural product derived from the humble Australian dairy cow – is scientifically proven to provide travellers with up to 90 per cent protection against the bacteria that causes travellers' diarrhoea. For your chance to win, simply be one of the first five people to send in the correct answer to the question below to: travelan@traveldaily.com.au.

What is the active ingredient in Travelan?

Hint! Visit www.travelan.com.au



Qantas Malev waiver

QANTAS has issued a new Commercial Policy for customers affected by the grounding of its oneworld partner, Malev Hungarian Airlines (**TD Mon**).
Effective immediately codeshare flights QF3979/3980 operated by Malev between Frankfurt and Budapest have ceased operations, with customers able to reroute, change destinations, retain the value of tickets in credit or obtain a refund at no cost.

AMA wine cruises

AMAWATERWAYS will offer new seven-night wine voyages on the Rhone through France this year including a hosted President's Wine Cruise to kick start the program, departing on 29 Mar.
The launch cruise will be led by the AMAWaterways president & co-owner Rudi Schreiner and exec vp and co-owner Kristin Karst, aboard the *AmaDagio*.
Each of the three initial cruises will include visits to vineyards, wine lectures, wine tastings and fine dining with wine pairings, sailing between Lyon and Arles.
The other French sailings are planned for 08 and 15 Nov.

Trump DC project

TRUMP Organisation has been chosen to redevelop the Old Post Office building in Washington DC into a luxury 250-room hotel, slated to open in 2016.

Travelan winners

CONGRATULATIONS to Kellie Banditt of Nolans Travelworld; Stacey Camilleri of RACQ; Kristy Latta of HRG; Bina Williamson of Travel Plans International and Nicki Witcher of Air Tickets, who were yesterday's winners in our Travelan competition - **see left**.

Hahn Air adds BV

E-TICKETING platform Hahn Air has added Blue Panorama Airlines (BV) to the list of carriers it can issue tickets for on agent's behalf.
The Italian carrier operates a number of domestic routes and services to European capitals and Mediterranean tourist resorts.

DoubleTree Panama

HILTON Worldwide has debuted the DoubleTree by Hilton brand in the Republic of Panama with the opening of the DoubleTree by Hilton Panama City.
The 213-room hotel is located between modern Panama City and The Old City, and is operated by Blue Star Hospitality.

Industry Appointments



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THIS week's Industry Appointments is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

InterContinental Adelaide welcomes **Rupert Diss** as its Director of Marketing. Diss previously worked in Dubai for Jumeriah Hotels & Resorts.

Marriott International has appointed **Paul Rushton** to the newly created role of Regional Director of MICE Sales Asia Pacific.

Amadeus has appointed former Wyndham CIO, **Jeff Edwards** to head up its hotel business; which incorporates both distribution and IT services, as the new VP of Hotels.

Jo Geary has taken over **Excell Travel and Cruise Brighton** in Victoria as its Owner and Director.

Glen Cotterill has taken on the role of Senior Guest Experience Manager at the **Holiday Inn Melbourne Airport**. He moves from the Holiday Inn Sydney Airport.

Coffs Coast Tourism has appointed **PEPR Publicity** as its Public Relations agency in Australia.

SilverNeedle Hospitality announced its new Managing Director and CEO, **Iqbal Jumabhoy** to drive growth in the Asia Pacific region.

Travelport has announced the appointment of **Nicolas Pierret** to the role of Senior Director of Corporate Development for the Asia-Pacific region.

Peter Kollar has been welcomed by the **International Cruise Council Australasia** as its new Training and Development Manager.

Benjamin Yates has been announced as **Tourism Australia's** new Investment Attractions Manager. Yates has moved from his role as CEO at Caravan, RV and Accommodation Industry of Australia.

The UK's high speed passenger service **Eurostar** has appointed **AMV BBDO** as its new pan-European creative agency.

Le Meridien Khao Lak Beach and Spa Resort has named **Dominik Stamm** as its new General Manager.

Christian Schindler has been appointed as **Lufthansa's** new General Manager for the UK & Ireland replacing Marianne Sammann following her transfer to Munich.

Meritus Hotels and Resorts' flagship hotel in Singapore, **Mandarin Orchard Singapore** has appointed **Martin Braecker** as the new Executive Chef.

Silversea Cruises has appointed **Cathy Tees** as its new head of field sales and national account manager. Based in the regional head office in Sydney, Tees moves from her previous role as national sales manager for Trafalgar Tours. Silversea has also appointed former International Cruise Council training manager **Julie Donaldson** as acting business development manager, while **Martine Nunes** is on maternity leave.

FCm Travel Solutions has further strengthened its global leadership team with the appointment of **Alex Armstrong** to the role of global director of sales, he is based in the regional head office in London.



Win one of two places on Uniworld's Enchanting Danube river cruise departing 22 April 2012*.

Every booking made in February will enter you in the draw. Click here for more information.

*Conditions Apply.

Thursday 9th Feb 2012

Medina Opera pact

MEDINA Apartment Hotels has been named as the official accompaniment partner of the three-week HANDA Opera on Sydney - La Traviata.

A range of Medina's Opera deals are available through Showbiz.

Virgo makeover

STAR Cruises' *SuperStar Virgo* is now featuring five new shows from Asian and international stars after emerging from a US\$25 million transformation in late Jan.

DFAT Laos advice

THE Dept of Foreign Affairs & Trade is advising Laos-bound adventure travellers to use "extreme caution" on river-based sporting activities following the recent deaths or serious injuries to tourists, including Australians.

The warning covers activities such as tubing, jumping into rivers and 'fast boat' river travel.

More at smartraveller.gov.au.

JAL/airberlin c'share

JAPAN Airlines will begin codesharing on airberlin's six weekly services between Frankfurt and Berlin, beginning 12 Feb.

airberlin is a **oneworld** member-elect, and is scheduled to become a full-fledged member of the airline alliance next month.

Oceania gets musical

OCEANIA Cruises will introduce a new show onboard its *Riviera* ship from May, after teaming with the Royal Theatrical Productions.

'Now and Forever - The Music of Andrew Lloyd Webber' will be performed to entertain the 1250 guests onboard *Riviera* with music from popular musicals like CATS, The Phantom of the Opera, Love Never Dies, Joseph and the Amazing Technicolor Dreamcoat as well as Jesus Christ Superstar.

Other entertainment on board *Riviera* will include 'Up in Flames' featuring music from Elton John and Billy Joel; sixties revue 'The Dawning of Aquarius'; and 'Rock On', described as "a love story with a rock and roll vibe."

Merlin to take LLA

MERLIN Entertainments now holds 93.16% of its takeover target Living and Leisure Australia, which operates the Falls Creek and Mount Hotham ski resorts in Victoria as well as a range of other aquarium and treetop walk attractions.

Merlin has been steadily increasing its stake over the past six weeks, and also yesterday confirmed that a key condition relating to the obtaining of third party approvals had been fulfilled.

The takeover bid officially closes at 7pm on 30 Mar, with the LLA assets set to join other Merlin offerings including Sydney Attractions Group and the new Sydney Madame Tussaud's.

Urban Adventurers hit Melb.



ABOVE: Intrepid Travel promoted its Urban Adventures Bike About Tours in Melbourne earlier this week, by hosting a group of Flight Centre, Student Flights, My Adventure Store and Intrepid sales staff on a family around the cities cycle paths.

The agents rode past Melbourne Icons including the Yarra River, the MCG and graffiti-infused Hosier Lane.

The Urban Adventures leader offered informative commentary at each stop throughout the 3 hour ride that takes a maximum group size of 12.

Pictured are the agents about to head out into the city from left are: Dave, Urban Adventures leader; Mel McKean, My Adventure Store Lygon St; Tara Subramaniam, Intrepid Inside Sales; Andrew, Red Bike Hire; Emily Douglas, My Adventure Store Bourke St; Julie Aspaas, Flight Centre Hardware Lane; David McMahon, Intrepid BDM VIC/TAS; Kent, Urban Adventures leader; Aaron Willis, My Adventure Store Lygon St; Olivia Curtis, My Adventure Store Chapel St and Rachel Uberti, Student Flights Flinders St.

25 PLACES TO CHINA AND VIETNAM UP FOR GRABS!!!

As part of Helen Wong's Tours' 25th anniversary celebrations in 2012, the leading Asian specialist has teamed up with *Travel Daily* to offer 25 spots across four colourfully informative familiarisations to China and Vietnam in June, valued at \$60,000.

Three of the familiarisations will be devoted to China, one focussing on Shanghai, another on Beijing, the third on a Yangtze cruise through the breathtaking Three Gorges.

The fourth familiarisation will focus on Saigon (Ho Chi Minh City), all four itineraries finishing in Shanghai.

Every day *Travel Daily* & Helen Wong's Tours will ask a different China/Vietnam-related question - just read the issue and email us your answer. There will be 21 questions in total.

At the end of the month 25 subscribers with the most correct entries and the most creative responses to the final question will win a place on this fantastic famil.



Q.7: In and around which city am I? "The Army of the Terracotta Warriors looks supreme."

Send your answers to: helenwongcomp@traveldaily.com.au

Hint! Check out Helen Wong's Tours' China & Vietnam brochures at www.helenwongstours.com

Click here for Terms & Conditions of the competition



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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TIME FOR A CHANGE? TRUST THE PROFESSIONALS AT AA EXECUTIVE

THE CREAM OF ACCOUNT MANAGEMENT

**CLIENT RELATIONSHIP MANAGERS – CORPORATE TRAVEL
PERTH & BRISBANE - SALARY PACKAGES OTE \$100k +**

Join a name you can trust with a portfolio of interesting clients to manage and one that is growing. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these top level clients along with your negotiation skills to be able to offer solutions and formulate reporting requirements.

HUNGRY FOR SUCCESS

**BUSINESS DEVELOPMENT MANAGER – CORPORATE
PERTH – SALARY PACKAGE OTE \$90k - \$110k +**

Join a large player in the corporate travel business TODAY. With your hunting skills and proven runs on the board you will know how to hit a 6 and secure new business contracts. You will be a hard hitting sales professional that can deliver on all levels, including relationship management and negotiation skills. Previous experience with within the SME corporate market is required. Don't settle for second best.

FUTURE-PROOF YOUR CAREER WITH ONLINE ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE OTE \$85K

Bring your account management and revenue management skills to this growing OTA and watch your career flourish. Managing a portfolio of hotels across an assigned territory, you will be travelling regularly with the objective of driving revenue and gaining the best results for both the client and your business. Knowledge of hotel revenue management, online distribution, and achieving targets are essential.

MOVE TO A STAR ORGANISATION

**OPERATIONS MANAGER – INCENTIVE & CONFERENCES
MELBOURNE - SALARY PACKAGE TO \$120K +**

This superb senior role working with a company which has its success firmly planted in the MICE market is seeking a senior manager to oversee the Program Managers and support the team in all areas of operational management. Your key attributes will be a high level of experience in conference & incentive Program Management and strong leadership skills. This is a role worth moving for.

A JOURNEY WITH A DIFFERENCE

**GROUP MARKET SALES EXECUTIVE
MELBOURNE & SYDNEY - SALARY PACKAGE \$55k + CAR**

This unique and exciting role is here for the taking with interviews about to commence. You will need to be a strong sales executive with experience selling to direct markets - student or youth travel would be advantageous. You will also be travelling both domestically and internationally with this role so flexibility is required to be away for extended periods. If you're looking for something different this is a perfect match.

PUT YOUR GDS SKILLS TO GOOD USE

**ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE OTE \$80K**

In this diverse role with a leading organisation you will expand and manage a portfolio of clients (travel agencies) in an allocated region. You'll be both managing an existing client base plus selling to potential clients, always working towards new business and retention targets. GDS knowledge (hands-on) and proven sales skills are required, as well as a self-motivated attitude and your own vehicle.

THE BEST IN INDUSTRY SALES

**BUSINESS DEVELOPMENT MANAGERS
SYDNEY – SALARY PACKAGES TO \$80K OTE**

We have several BDM roles now available with beautiful five-star product. If you're a highly regarded BDM with great trade relationships this is a top opportunity to join a leading brand and accelerate your career progression. Your understanding of driving sales and increasing business is essential, as well as having the ability to travel for your job. Take your career to the next level with quality product and you won't look back.

MOVE IN TO SALES WITH NO EXPERIENCE

**INSIDE SALES EXECUTIVE
SYDNEY – SALARY PACKAGE OTE \$60K+**

If you have the determination & resilience needed to be a successful Salesperson this Inside Sales role will point you in the right direction. This role is perfect for somebody who wants to pursue a career in Sales within the corporate market, and it will give you the tools and training to be a success. This is a growing travel business with a leading reputation and a fantastic team of people.

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

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RED HOT Travel Industry Special

Hurry, offer ends 31 March 2012

Uluru's more than a tick on your bucket list. It offers timeless attraction in a living cultural landscape, an endless array of experiences from sunrise to sunset from scenic flights and camel rides to intimate dining under the outback sky.

It's about time to experience our culture, time to slow down and time to reconnect.

We would like to extend a warm welcome to our travel industry colleagues.



2 Nights Accommodation

\$139

 per person
twin share*

Inclusions:

- 2 nights accommodation in a Standard Room at your choice of either Desert Gardens Hotel or Sails in the Desert Hotel
- Full buffet breakfast daily
- Return Ayers Rock Airport transfers
- Complimentary use of the resort shuttle



For reservations contact the Voyages Travel Centre on 1 300 134 044
or email travel@voyages.com.au

Global Europe Sale!

Free Delivery and Return Fees

Limited Offer! Applicable to all New Bookings made in February 2012 on any mid or family-size vehicle.

Make a new booking in the month of February over 45 days duration on any mid-family size model and receive **Free Delivery and Return** from any of the following Depots.*

Belgium, France, Spain, Germany, Holland, Italy, Portugal and Switzerland



Free Delivery and Return

Hurry, offer ends 29 February 2012! Valid for mid-size and family-size vehicles delivered to 31 December 2012.

Belgium					
Brussels Airport.....	\$240	FREE	Paris City.....	Free	FREE
France			Paris Orly Airport.....	Free	FREE
Avignon TGV.....	Free	FREE	Saint Louis City.....	Free	FREE
Biarritz Airport.....	Free	FREE	Strasbourg Airport.....	Free	FREE
Bordeaux Airport.....	Free	FREE	Toulouse Airport.....	Free	FREE
Brest Airport.....	Free	FREE	Germany		
Calais Port.....	Free	FREE	Frankfurt Airport.....	\$240	FREE
Geneva Airport.....	Free	FREE	Munich Airport.....	\$240	FREE
Lyon Airport.....	Free	FREE	Holland		
Marseille Airport.....	Free	FREE	Amsterdam Airport.....	\$240	FREE
Montpellier Airport.....	Free	FREE	Italy		
Nantes Airport.....	Free	FREE	Milan Airports.....	\$330	FREE
Nice Airport.....	Free	FREE	Rome Airport.....	\$330	FREE
Paris CDG Airport.....	Free	FREE	Portugal (Return only)		
			Lisbon Airport.....	\$330	FREE
			Porto Airport.....	\$330	FREE
			Spain		
			Barcelona Airport.....	\$240	FREE
			Madrid Airport.....	\$330	FREE
			Santiago Airport.....	\$330	FREE
			Switzerland		
			Zurich Airport.....	\$240	FREE

*Delivery and Return Discount is not applicable to the Traffic model and higher fees apply. Contact our office for full details.

For full terms and conditions of this offer, please contact our office. Effective new bookings between 01 February 2012 to 29 February 2012.

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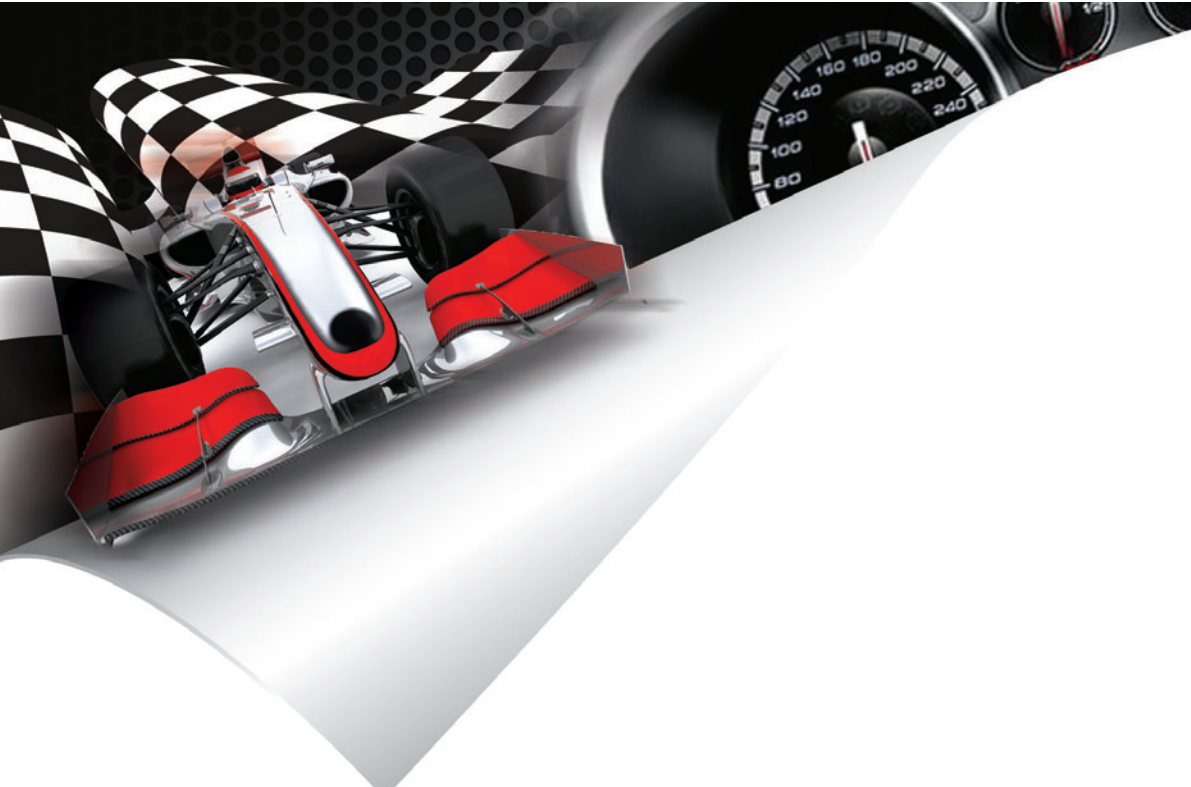
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Win the Ultimate Experience at the 2012 Formula 1™ Australian Grand Prix

Qantas and Consolidated Travel are giving you and a friend the chance to experience the action in Melbourne, as the Formula 1™ cars blast onto the Albert Park circuit.

For the chance to win* one of 5 Qantas and Consolidated Travel Ultimate Experiences, simply book and ticket between 6 February–4 March (for departures until 30 June 2012). The agents with the highest sales, will win.

There are also prizes on offer to experience the exclusive Qantas Suite in the Formula 1 Paddock Club™ and fantastic daily prizes.

Grand Prizes

- ▶ 5 x Ultimate packages including flights to MEL, 3 nights accommodation, transfers & Fangio Grandstand tickets, \$500 spending money plus meet Australia's former Formula 1™ champion Alan Jones.

2nd Prizes

- ▶ 4 x double passes to the Qantas Suite in the Formula 1 Paddock Club™ including morning tea, lunch, and all beverages on Saturday 17 March. Enjoy access to the prestigious Paddock Club Entrance Lounge presented exclusively by Qantas for additional hospitality including all day dining and G.H. Mumm Champagne.

Other prizes

- ▶ Sell 5 tickets to Asia or 3 tickets to Europe and win a \$50 David Jones voucher or a General Admission ticket on Friday 16 March.

To claim your daily prizes, please complete the section below and fax it to your local Consolidated Travel sales department:

Agency Name _____

Ticket Numbers _____

Qantas & Consolidated Travel 2012 Formula 1™ Australian Grand Prix Incentive Competition Terms & Conditions:

Valid for tickets issued by Consolidated Travel or via Quickticket between 06 February – 04 March 2012 on QF itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. *The Top 5 (five) agents Nationally with the highest sales will win the grand prize (a minimum of \$50,000.00 in ticketed sales during the promotion plus 20% growth from the previous year is required to qualify). To qualify for the 2nd prize a minimum of \$40,000.00 in ticketed sales during the promotion plus 10% growth from the previous year is required to qualify. This offer is open to all full time international selling agents only. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. Claims must be received by COB 11 March 2012. Redemption of the Air Ticket prizes to be made through Consolidated Travel and is subject to seat availability. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles. Redemption of land content is the responsibility of the recipient, and subject to the terms and conditions stated on the suppliers' certificate. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law.

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