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# Travel Daily

First with the news

Friday 10th February 2012

**TMS** ASIA PACIFIC  
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## Trip points on air

**QANTAS** Holidays is offering members of its Trip loyalty scheme the ability to earn points on the airfare component of all QF domestic and international packages - details on **last page**.

## Senior Jetstar role

**JETSTAR** is today advertising for a Head of Commercial for its operations in Australia and NZ.

A large display advertisement in the *Financial Review* says the role is being introduced following recent expansion, and will report to JQ ceo Australia/NZ with accountability to the carrier's Chief Commercial Officer.

**MEANWHILE** Jetstar has begun a major recruiting phase for its Tokyo -based operation (**TD** yest), listing a range of new pilot, crew, administration, engineering and non-operational roles online.

Positions include a Customer Service Manager, Head of Cabin Services, Manager Crew Base and Manager Ground Training as well as A320 Captain and First Officers.

Non-Japanese cabin crew applicants are required to sit a Japanese Language Test.

## Starwood Australian luxury

**AUSTRALIA** looks to be very much in focus for global hotel giant Starwood, which yesterday announced its first local properties in the upmarket 'Luxury Collection' brand (**TD** breaking news).

Effective next Mon, the former Orient Express property Lillianfels in the NSW Blue Mountains will become 'Lillianfels, A Luxury Collection Resort, Blue Mountains, Australia' - along with the nearby Echoes Boutique Hotel.

The Luxury Collection brand currently comprises around 75 fancy properties in 30 countries, with Lillianfels and Echoes joining such hotels as The Chatwal in New York, Amsterdam's Hotel Pulitzer and The Gritti Palace in Venice in the group.

The Blue Mountains properties are headed up by George Saad

who said the Luxury Collection branding "will reaffirm our positioning as the 'indigenous luxury' destination where guests can expect uncompromised service in one of the most well-preserved settings in Australia".

With a total of 99 rooms and suites plus restaurants, spas and meeting spaces, the properties will introduce Luxury Collection Concierge service "which will provide extraordinary access to the Blue Mountains' indigenous charms and treasures".

The luxury move follows the news this week (**TD** Wed) that Starwood is also expanding in the four star category down under, with a \$15m upgrade of the Four Points by Sheraton in Sydney and the imminent launch of its first Aloft property in Australia.


## CTM surges 42%

**LISTED** TMC Corporate Travel Management today advised that its TTV for Jul-Dec 2011 was \$316 million, up a whopping 42%, with further details to be released with its financial results on 22 Feb.

## Seven pages of news

**Travel Daily** today has seven pages of news and photos, a front full page for **British Airways** plus full pages: (**click**)

- AA Appointments jobs
- Qantas Holidays



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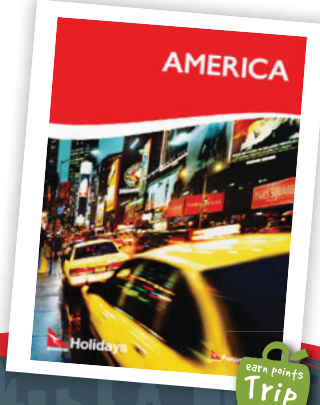
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## TA to attract investment

**TOURISM** Australia has shown it's serious about improving the supply side of the industry, appointing Benjamin Yates to the newly created role of Investment Attraction Manager.

Formerly ceo of the Caravan, RV and Accommodation Industry of

Australia, Yates will give TA a "stronger focus on investment... to help us create a more appealing Australia of tomorrow," according to TA md Andrew McEvoy.

Tourism Australia's remit has recently been updated to include more emphasis on working with other agencies to facilitate tourism investment and sustainable aviation access.

## Virgin deal comprises 11% of Skywest income

**THE** Australian Regional Airline Network, under which WA carrier Skywest operates Virgin Australia-branded ATR turboprop aircraft under a wet lease arrangement, has proved a significant revenue driver for Skywest, which reported its first half results this morning (**TD** breaking news).

During the six months to 31 Dec, Skywest operated 3 ATRs for Virgin and revenue amounted to SG\$15.8 million, contributing strongly to overall turnover of \$145m which was up 16%.

Skywest's regular passenger transport income declined 15% to \$49m for the half, but charter revenue climbed 19% to \$76m.

Profit declined 37% to \$4.4m, due to a number of one-off costs including "additional aircraft cost-hire expenses" plus a \$600,000 bill related to "damage caused to an aircraft by a service provider".

## Merlin takes LLA

**MERLIN** Entertainments this morning declared its takeover bid for Living and Leisure Australia unconditional, with four current LLA directors resigning, to be replaced by Merlin nominees.

Merlin now holds 93.66% of the operator of the Falls Creek and Mount Hotham ski resorts in Victoria (**TD** yest), saying that the acquisition "will accelerate the development of Merlin Entertainments Group's Asia Pacific operations and builds on its international expansion strategy, based on the roll out of its iconic global attraction brands".

## VisitBritain adds £25m

**VISITBRITAIN** has expanded its international marketing budget, with a £25m "image campaign" to launch in major cities across the globe including Melbourne and Sydney - along with a global partnership with Yahoo!

The promotion adds to the existing £100m "match-funded" tactical campaign which is already being run in partnership with suppliers such as British Airways, Hilton and STA Travel (**TD** yest).

## Etihad maiden profit

**ETIHAD** has reported its first ever profit, with a net result of US\$14 million on revenues of US\$4.1 billion, up 36%.

CEO James Hogan said it was "an historic day for Etihad" which had targeted break-even for 2011.

According to mainstream media reports today, Etihad is targeting further capacity increases from Australia next year, with plans for three daily flights from Sydney and two from Melbourne.

He said Etihad also plans to deploy the first of its A380 aircraft on the Sydney route when it's delivered in late 2014.

Hogan said Etihad would seek authorisation for extra services from Australia in bilateral talks between the UAE and Australian governments later this year.

The carrier didn't release a consolidated income statement, but said its accounts are audited by KPMG with "key indicators" including a 17% rise in passenger numbers to 8.3 million.

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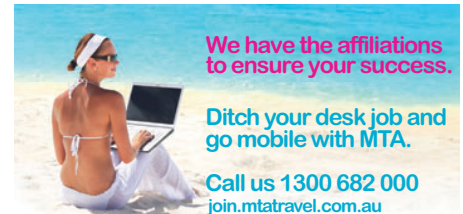


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# Travel Daily

First with the news

Friday 10th February 2012



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## TripAdvisor Master Classes in Aus

**TRIPADVISOR** will hold a series of Master Classes in Australia aimed at helping "hotel businesses thrive online" using the web-based review site's marketing resources and tools.

The free classes cover online marketing best practices and proven methods to encourage more direct sales, and are scheduled to be held in Sydney and Melbourne later this month.

Topics covered include enhancing listings, raising traffic, maintaining a positive online reputation, responding to guest reviews and implementing strategies to help boost review count.

Over 30,000 hotels in the Asia Pacific region are already registered with the firm to use its resources and tools, a "significant increase in the past year," said TripAdvisor for Business president Christine Petersen.

"Our efforts over the next several months will focus on helping other hotel owners and managers realise the benefits of

TripAdvisor and encourage more direct bookings," Petersen said.

TripAdvisor will showcase the benefits of its resource platform Management Centre and the Business Listings product.

Classes will be held at two sessions in Sydney on Tue 21 Feb and in Melbourne on Thu 23 Feb.

Sessions run from 9:30am to midday and 1:30pm to 4pm on either day, hosted at Hotel Sofitel Sydney Wentworth and The Langham, Southbank.

Other Master Classes are planned for Toronto and Mexico City in Mar and then New Delhi and Mumbai in Apr - more info at <http://tripadvisor/masterclass.com>.

## New Vacation Club gm

**ACCOR** Vacation Club has appointed Wayne Greenwood to the position of general manager, effective immediately.

Greenwood has been with Accor for 10 years, and will be based on the Gold Coast.

## Zuji phone bookings

**ZUJI** Australia has introduced a dedicated phone booking line to complement its web-based reservation platform.

The Travelocity Aussie offshot is giving travellers the ability to talk one-on-one with a travel expert to assist with tailoring holidays.

Zuji APAC md James Gaskell says its staff are well equipped to assist with unique itineraries and complicated bookings.

"We hope it will also help our customers who mightn't be as confident online," Gaskell said.

Phone line hours operate from 8am to 8pm Mon-Fri and 9am to 5pm on Sat & Sun.

The number is 1300 888 180.

## Marriott hotel record

**THE** JW Marriott Marquis Dubai is claiming it will be the world's tallest dedicated hotel when it opens in the Middle East by the end of this year.

The 1,608-room property will be 26m shorter than New York's Empire State Building, standing at 355 metres high.

It'll open in two phases - the first of which will feature 807 rooms, restaurants and lounges - and be pitched at the Meetings, Incentives, Conferences and Exhibitions market.

## Scenic site overhaul

**SCENIC** Tours has unveiled a new "vibrant & fresh" consumer portal, with a number of changes to enhance the usability experience.

New features include a date selector, destination overviews, travellers information and special offers - see [scenic tours.com.au](http://scenic tours.com.au).

## Cruise safety policy

**CRUISE** passengers will receive a safety briefing before the vessel sets sail, under a new global policy jointly announced by the US Cruise Lines International Association, the European Cruise Council and the UK's Passenger Shipping Association.

The move follows the 13 Jan *Costa Concordia* catastrophe, which has seriously impacted the safe perception of cruising.

A formal statement said the new policy would mean that "any mandatory musters or briefings are conducted for the benefit of all newly embarked passengers at the earliest practical opportunity."



**HERE'S** something you don't see every day - a Virgin Australia 737 covered in snow (below).

The DJ Facebook page is currently featuring a series of photos of its newest Boeing 737 VH-YIF, which faced freezing conditions in Seattle prior to its official handover.

Pre-delivery test flights had to be delayed because of the low temperatures - but apparently now "Sorrento Beach" (as she has been named) is enjoying warmer conditions in Australia.



A very cool Virgin Australia plane.



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## Upper Class upgrade

**VIRGIN** Atlantic will invest £100m on its Upper Class product over the next 3 years, including new 'fine dining' experiences such as customised menus and afternoon tea, on flights from 01 Mar 2012.

## GBTA to start search

**THE** Global Business Travel Association will commence the interview process for a new regional GM for Australia/NZ (TD 25 Oct), with a down under visit by its Chief Global Development Officer Paul Tilstone this month.

The trip is being coordinated by GBTA Australia/NZ chair Chris Telfer from the Australian Federal Police, who said there had been time allocated "for engagement with potential partners or innovators who would like to support the regional board's work to lead the buyer agenda".

## Auckland Aus visits up

**AUSTRALIAN** passenger arrivals at Auckland nearly outweighed the number of Kiwi's travelling through the gateway in Dec, the latest Auckland International Airport Ltd airport data shows.

Over 97,800 Aussies flew into the NZ hub during the month, up 10% on the corresponding period in 2010, and trailing NZ nationals by a few over 200 movements.

AIAL figures also showed an 8.4% increase in int'l passenger numbers at Queenstown Airport.

Financial year to date int'l arrival figures at Queenstown are up 30.1% to 91,371.

**MEANWHILE**, overseas arrivals at Cairns Airport fell about 5% (by 3,000 pax) in Dec 2011, to 62,100, while domestic movements were down 2% year on year to 266,000.

## CO code retirement

**UNITED** Continental Holdings are to retire the 'CO' airline code of Continental Airlines in Mar, its Star Alliance partner, Air Canada, has indicated.

From 03 Mar all 'CO' flights will be operated under the 'UA' code.

## Mmmmm... Victoria is sweet



**ABOVE:** Tourism Victoria last weekend hosted a select group of AOT Group's Inbound staff on a familiarisation of the state.

Participants experienced Phillip Island, the Yarra Valley and the Dandenongs, with highlights including wine tasting at the

Domaine Chandon, Rochaford Wines, riding on the Puffing Billy train and the Penguin Parade at the Phillip Island Nature Park.

The AOT staff are **pictured** at the Phillip Island Chocolate Factory, from left are: Ivy Eue, group tour executive - ETA; Daisy Yeung, senior tour executive - ETA; Joanna Broome and Anita Freitag, inbound reservations consultants and Casey Clements, inbound groups consultant.

## Dreamliner BKK debut

**THE** Boeing 787 *Dreamliner* has made its first visit to Southeast Asia, flying nonstop from Seattle to Bangkok - 12,358kms - as part of the latest 'Dream Tour' stage.

The carbon-composite aircraft is in Bangkok for three days to be showcased to customer THAI Airways International.

It's next stop is the Singapore Air Show where it will be on static display during the event.

## Hound goes mobile

**GREYHOUND** Australia has launched a new mobile version of its website that allows users of iPhone, Blackberry, Android and other devices to search for fares, purchase tickets and manage bookings - see [greyhound.com.au](http://greyhound.com.au).



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\*Some conditions apply.



## Putting the bear in Albearta



**ABOVE:** More than 200 agents visited Canada Corroboree at Dockside Cockle Bay in Sydney on Wed night and were treated to an array of Signature Experiences across all provinces of Canada.

Presented in a quiz style TV show format, guests from Canada highlighted Signature Experiences not to be missed.

Also attending the event were leading tour operators supporting Canada.

The province of Alberta had an

### 11 extra Movenpicks

**MOVENPICK** Hotels & Resorts is to add 11 properties in 9 nations, including France, Egypt, Tunisia, Morocco, China, Indonesia, Malaysia, Bangladesh & Thailand.

especially strong presence, with up to seven exhibitors supporting the function.

**Pictured** is Team Alberta, from left: Monique Morrison, Tourism Calgary; Natacha Fudem, Edmonton Tourism; Banff the Bear - aka Michelle Heywood, Banff Lake Louise Tourism; Lindsay Jardine; Tourism Calgary; Blair Keating, Fairmont Rocky Mountain Properties; Tanya Chamberland, Brewsters and Josephine Walsh, VIA Rail.

### AirAsia X ESo launch

**THE** long-haul arm of AirAsia, AirAsia X is giving Economy class pax the option to prepay for up to two unallocated seats enabling them to spread out across a row of up to 3 seats for extra comfort.

Dubbed the Empty Seat option (ESo), pax need to pay a sign up fee of MYR3 (AU\$1) along with a "nominal" vacant seat/s fee, via the Optiontown upgrade, found on the AirAsia website.

Passengers are then contacted by email between three days and four hours prior to their flight departure to be advised of the Empty Seat/s availability status.

In the event that there are no empty seats, AirAsia will refund the fee automatically to the pax.

The carrier says the ESo will only be made available in limited quantities on flights "to ensure a reasonable probability of successful upgrade."

CEO Azran Osman-Rani said the concept was a great addition to its ancillary product revenue stream, which the airline claims could generate up to US\$1 million in 2012.

### Thu Travelan winners

**CONGRATS** to Efi Rialas of Scenic Tours; Jacqueline Connelly of Chisholm & Turner Travel Assoc; Tim van den Akker of Travel Key Leederville; Amanda Washington of HWT Eastgardens and Jayantha Pathikirikorale of Travelscene Springwood who were yesterday's winners in the Travelan mini-comp - **see right**.

### WIN A TRAVEL ESSENTIALS PACK



To reduce the risk of Bali Belly from ruining your next holiday, **Travel Daily** is giving you the chance to win the ultimate travel pack (valued at \$50 each), featuring **Travelan**.

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.

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[travelan@traveldaily.com.au](mailto:travelan@traveldaily.com.au).

When should you take Travelan while travelling in high-risk destinations?

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



### Skyscanner local rep

**ONLINE** travel comparison site Skyscanner has appointed PEPR Publicity for its PR agency for Australia & New Zealand.



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Ideally, you will have experience in a tourism or hotel sales environment, excellent customer service and presentation skills, effective time management skills, strong Microsoft Office skills and a high attention to detail.

You will be able to manage multiple tasks, prioritise effectively and provide a high level of support to a successful team.

Hayman offers a fun, dynamic working environment in harbour view offices located near Circular Quay in Sydney.

Please email your application to: [careers@hayman.com.au](mailto:careers@hayman.com.au)  
Applications close Friday 17/2/12

## OpenSkies adds Y class

**BRITISH** Airways French offshoot OpenSkies is to add an Economy class cabin of 66 seats to its three all Business transatlantic Boeing 757-200s, from 19 Jun 2012.

## Eurail Group sales up

**THE** Eurail Group has reported a 5.6% year on year increase in the number of non-Europeans travelling on a Eurail Pass in 2011. Overall product sales from the Asia region showed the highest increase in use, up 17%.

The busiest months were Mar and May and the best selling pass was the Eurail Select Pass, which accounted for 36% of the total market share "and demonstrates the current trend towards passengers visiting fewer countries," the company said.

Revenue rose 8.6% in 2011. "Based on this outcome, we are optimistic about the year ahead, especially because non-European markets appear less pressured by economic concerns," Eurail Group md Rene de Groot said yesterday.

## Fafa offers free Wi-Fi

**TONGA'S** 13 bungalow Fafa Island Resort has introduced free wi-fi for its guests.



## Travel Specials

**WELCOME** to Travel Specials, Travel Daily's Fri feature. If your firm has released a travel special you'd like to make the industry aware of send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**Tempo Holidays** has reduced its Jewels of the Cyclades cruise through the Greek Islands by up to 20% when paying in full for a Category B cabin by 10 Mar on departures on 13-27 Apr and 26 Oct -02 Nov. The eight day holiays is now priced from \$1565ppts onboard *M/S Galileo*.

**Back-Roads Touring Co** is giving travellers the chance to experience its popular Corners of Cornwall small group tour at a reduced rate. The tour has been discounted by 5% when paid in full by 28 Feb and is now priced from \$2216ppts for the seven day tour.

**Skimax** has released a seven night package for a family of four (2 adults and 2 kids under 11) to ski the Canadian Rockies priced from \$8779 for travel 01 -14 Apr. The Easter Holiday deal includes Air Canada flights to Kelowna, transfers, seven nights accom in a ski in/ski out two bedroom unit in Whitefoot Lodge, and free equipment hire. See - [skimax.com.au](http://skimax.com.au).

## Air Canada profit loss

**AIR** Canada has blamed higher maintenance and fuel costs for a CA\$80m Q4 loss, despite pax traffic spiking during the period.

12 months earlier Air Canada reported a CA\$89m profit.

## Splendour to Byron

**NORTHERN** NSW Tourism is recommending festivalgoers get in early to book accom after the Splendour in The Grass music gig was confirmed to be held back in Byron Bay from 27 to 29 Jul.

## Thrifty unveils flagship depot



**ABOVE:** Thrifty Car Rental's has debuted a new NZ flagship layout at Christchurch Airport, investing in an innovative retail store that "challenges the traditional design of a car rental counter."

Launched on Wed this week, the store provides a welcome retail experience for customers, says Thrifty GM for New Zealand, Emma Gardiner.

"With Christchurch well

positioned as the gateway to the South Island, we are excited about the upcoming ski season and the opportunities that this presents for both Thrifty, as well as the Canterbury region as a tourism destination," she said.

**Pictured** checking out their new digs, from left are Michelle Little, duty manager; Bianca Pierce, customer service representative and Emma Gardiner.

## Mauritius bridal deal

**BEACHCOMBER** Tours is offering brides 60% off the normal accommodation rates when staying at the Trou aux Biches or Paradis resorts in Mauritius between 15 May and 31 Jul.

For details call 1800 624 268.

## Frontier COS hub

**FRONTIER** Airlines is adding four new nonstop routes from Colorado Springs Airport to Los Angeles, Phoenix, Portland & Seattle from May, using Airbus A319 aircraft.

The services operate from thrice weekly (PDX) to daily (PHX).

## 'Price Break' deals

**BREAKFREE** Hotels, Resorts and Apartments has 'Price Break' Stay 3/Pay 2 deals on offer for travel between 01 Apr and 07 Oct at properties in Sydney & Canberra.

## Mandala back by Apr

**INDONESIAN** low cost carrier Mandala Airlines is expected to formally receive its Air Operating Certificate in coming days and launch services by Apr.

The resurrected carrier will need to operate a minimum fleet of 10 aircraft to meet national regulations and plans to fly to 16 domestic and four int'l routes.

Mandala was grounded last Jan on the verge of bankruptcy but was bailed out by Saratoga Capital & Tiger Airways Holdings, with the latter holding a 33% investment in the carrier.

## Technology Update

Today's Technology Update is brought to you by Travelport.

**Looking for a smarter, simpler, more efficient way of making bookings? It's easy!**



Travelport Smartpoint App™, the new add-on graphical application for the Galileo Desktop, has

been designed to improve productivity and increase profit margins in your agency.

Smartpoint is capable of guiding consultants through the most efficient booking process, resulting in faster reservations and less time worrying about remembering complex booking entries!

With Smartpoint, a basic availability and sell entry takes **half the time** while a low fare booking request **reduces keystrokes by 59 percent**.

Smartpoint's intelligent translation capabilities allow agents to use commands from any GDS within a cryptic environment, so you can save on training costs and hit the ground running with the GDS language of your choice.

For speed and efficiency, Smartpoint offers point-and-click functionality across the board to search low fares, book flights, hotels and car rentals, and manage passenger name records (PNRs) and profiles. An interactive calendar allows travel agents to combine air and hotel in just one search – all with a simple click.

Easy to install, Smartpoint has been downloaded by more than 1,900 travel agents across the Asia-Pacific region and over 1.2 million transactions have been recorded since the solution was launched in December.

For more information, log onto [www.travelportsmartpointapp.com](http://www.travelportsmartpointapp.com) or call 1300 136 584.

**Angela Williams, Head of Regional Product Support, Asia-Pacific**



Friday 10th Feb 2012

## Trafalgar VA deadline

**AGENTS** have until today to take advantage of Trafalgar's \$1,099 return Virgin Australia fares to Los Angeles for clients when sold with one of the firm's itineraries from its America & Canada program.

Fares of \$1,295 are also offered through to New York.

The fares are valid for travel up until 17 Jul, require a minimum spend of \$1,775ppts (for LA) and \$3,275ppts (for NYC), but must be paid in full by today.

## SYD airport gets social

**SYDNEY** Airport has launched an official Facebook page which provides passengers with the latest news, offers and events happening at the facility.

The page has over 14,600 'fans' since its early Jan debut - search for 'Sydney Airport Official'.

The airport has also had 8,000 downloads of its iPhone app that launched late last year.

## Tiger domestic sale

**TIGER** Airways has launched a sale on domestic routes between Melbourne and Sydney, Cairns, Gold Coast & Brisbane, with fares from as low as \$40.95 one-way.

The sale ends on 15 Feb 2012.

## New Preferred brand

**PREFERRED** Hotel Group has added a new brand - Summit Serviced Apartments - a group of luxury flexible-stay properties.

Pitched at business travellers on long stays and families seeking luxury abodes, Summit Serviced Apartments has members in the US, South Africa and Singapore.

The group expects to broaden its reach into key cities in Asia, Africa, Europe and India.

More at [summitresidences.com](http://summitresidences.com).

## 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)

## You Deserve the Credit, Jason



**ABOVE:** Beyond Travel has announced the winner of its 'You Deserve the Credit' agent promotion as Jason Denisenko, Mobile Travel Agents, Qld.

Denisenko is **pictured** here receiving his prize of \$2,500 in Discover More credits, which he can use on any product in the Eastern European and river cruise specialists brochures, by Judy Webber, Beyond Travel Queensland sales executive.

## Spain aircraft forecast

**AIRBUS** is predicting Spanish airlines will need to lift their fleet count by more than 400 over the next 20 years to cope with air traffic demand.

Around half of the new aircraft demand will be for growth to, from and within the Spanish market, Airbus said this week.

## Margaret Rvr eco opp

**THE** WA government is taking expressions of interest for the development of eco-tourism projects at Wharnclyffe Mill in the Bramley NP, Margaret River.

The "niche tourism product" closed in 1987 and was upgraded to an eco-discovery centre in 2004, which can accommodate up to 42 guests.

Applications close on Tue 10 Apr - details at [bit.ly/wharnclyffemill](http://bit.ly/wharnclyffemill).

## SpongeBob waterplay

**SEA** World Resort & Water Park has opened an all new waterplay area called the 'SpongeBob SplashBash' as part of the theme parks alliance with Nickelodeon.

The family attraction features a musical water fountain which is illuminated every night, and a giant spray bucket.

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

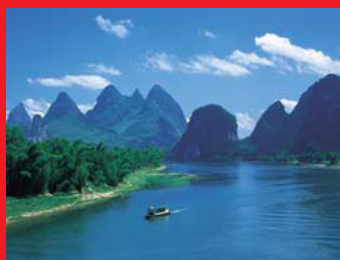
As part of Helen Wong's Tours' 25<sup>th</sup> anniversary celebrations in 2012, the leading Asian specialist has teamed up with *Travel Daily* to offer 25 spots across four colourfully informative familiarisations to China and Vietnam in June, valued at \$60,000.

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.8: In and around which city am I?**  
"The cruise along the Li River is a breathtaking experience."

Send your answers to: [helenwongscomp@traveldaily.com.au](mailto:helenwongscomp@traveldaily.com.au)

Hint! Check out Helen Wong's Tours' China & Vietnam brochures at [www.helenwongstours.com](http://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](http://www.traveldaily.com.au).

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**LET’S GET BACK TO BUSINESS**

**CORPORATE TRAVEL CONSULTANTS X 8  
NORTH SYDNEY SALARY PKGE TO \$65K + INCENTIVES**

Want to join a global leader in corporate travel that is on their way to the top? Having recently won a massive new account, this agency is looking for the cream of the crop to join them! Excellent salary packages, training and development, as well as opportunities for progression are just a few of the many benefits available to team members within this progressive and dynamic company. A minimum 2 years consulting experience with international fares and ticketing knowledge is essential.

**LEAN ON ME**

**HELP DESK CONSULTANT  
SYDNEY – GENEROUS SALARY PACKAGE**

If you are a talented, computer savvy travel consultant looking for a fresh, behind-the-scenes opportunity, read on! This world renowned GDS Company is looking for an additional help desk consultant to join their support division. Full training will be provided. You will enjoy offering technical assistance to agents, whilst earning a fantastic salary package and reclaim your weekends, working only MON-FRI hours. **DON’T DELAY – CALL US NOW!**

**EXCITING FAMILS ON OFFER**

**RETAIL CONSULTANTS  
MELBOURNE (EAST) – SALARY PACKAGES \$45k (DOE)**

With a fantastic base salary on offer and the option to work full time or part time you would be crazy to pass up this role. Based in the eastern suburbs this boutique agency is looking for an experienced consultant to join their Servicing high end leisure clients of the eastern suburbs you will be happy getting up for work every day! Work Monday to Friday hours again and Saturdays by appointment only! Apply today

**WEST IS BEST**

**RETAIL TRAVEL CONSULTANTS  
MELBOURNE (WEST) – SALARY PACKAGE TO \$50K OTE**

Are you a talented travel consultant hoping to work a little closer to home? Imagine no more traffic jams! This busy retail agency is looking for an experienced consultant to join their team. You will be responsible for booking leisure holidays from Bali to the USA; to Africa the variety is endless. Be rewarded with a high base salary, achievable commissions and a fun team environment.

**GET OFF THE BEATEN TRACK WITH THIS ROLE**

**WHOLESALE RESERVATIONS CONSULTANT  
MELBOURNE (CBD) - SALARY PACKAGE TO \$43K (DOE)**  
Are you passionate about adventure travel? Have you travelled to places a little off the beaten track? This wholesale agency located in Melbourne’s CBD is looking for the next piece of the puzzle. You will be responsible for booking adventure group tours for travel agents. You will have access to a high base salary with 1 free trip per year to experience and recommend the product! Don’t let this one pass you by!

**STOP THINKING ABOUT IT- JUST DO IT**

**CORPORATE CONSULTANTS  
PERTH (CITY) – SALARY PACKAGE TO \$50K (DOE)**  
With an abundance of corporate roles across the whole of Perth, there has never been a better time for you to make the move across from retail! High base salaries are on offer for experienced consultants with even the option to earn commission on bookings that you don’t have to fight for! If you have a min 12 months industry experience we can help you make the move today and earn what you are worth!

**MACKAY MAGIC**

**TRAVEL CONSULTANTS – BEGINNERS TO MANAGERS  
MACKAY – TOP \$\$\$ & BENEFITS**  
Never has there been a better time to be looking for a new travel position in Mackay. We currently have a number of roles on offer from entry level to immediate and management opportunities. Sensational benefits are on offer including top \$\$, educationals and training programs. All you need to have is a passion for travel, personal international travel experience and a can do attitude. Management roles will require previous travel consulting experience.

**JOIN THE CRUISE SCENE**

**CRUISE CONSULTANT  
BRISBANE (INNER) – SALARY PACKAGE TO \$50K**  
Are you a keen cruise guru? Enjoy the face to face contact of retail consulting? How about receiving a fantastic base salary with great perks and bonuses? This top retail agency needs you and your expertise. On the outskirts on the city away from the hustle and bustle and maybe close to home this could be your next move to a new lifestyle. If you have a passion for cruising, min 2 years travel consulting experience and love a challenge, this is for you!

# Trip


Travel rewards & incentive program



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