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Travel Daily

First with the news

Wednesday 22nd February 2012

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CTM first half profit up 41%

LISTED TMC Corporate Travel Management this morning reported another record result, with a 42% increase in total transaction value to \$315.9m for the six months to 31 Dec.

Profit after tax rose 41% to \$4.66m and the company declared a 3c per share dividend.

However md Jamie Pherous confirmed a "slight softening in

client activity since October 2011" as he reaffirmed previous guidance of 30-40% growth in EBITDA for the full year.

Key developments during the period included the acquisition of etm group, while priorities now include organic growth, innovation in client-facing tools and products, new automation and productivity initiatives to create more time for staff to service clients as well as "continued consideration of future acquisition opportunities".

Accor gets the tick

ACCOR Hotels has today become the first large tourism organisation to gain T-QUAL accreditation, meaning that a total of 12,600 operators across the country are now officially able to display the T-QUAL tick.

Jetstar 787s to China

JETSTAR has confirmed the rollout of its new 787 Dreamliner aircraft which will join the Jetstar fleet from mid-2013.

According to a statement issued this week the new planes look to be based in Singapore, and will be configured with Business and Economy Class cabins.

They will gradually replace the Airbus A330s currently used on Jetstar's long-haul international routes from Singapore to Melbourne, Auckland and Beijing.

Eight pages of news

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

- AA Appointments jobs
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- Ezeego1 agent incentive



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PLUS First 200 agents to make a booking will receive a **balcony cabin** for 2 on the 1 Night Sail Away Celebration on 19/10/12.

†Conditions apply, see www.myccs.com.au/Pages/LatestCampaignDetails.aspx?camPaIgnID=34. Open to Aust. & NZ registered travel agents 18+. Ends 5pm AEDST 2/3/12. NSW Permit No. LTFS/12/12642, ACT Permit No. TP11/5263, SA Permit No. T11/2806.



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Travel Daily

First with the news


Wednesday 22nd February 2012

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*Conditions apply.

Consolidated Travel Group

Home Valley joins Voyages

VOYAGES Indigenous Tourism Australia has announced that WA cattle property Home Valley Station has been added to the Voyages portfolio.

Home Valley Station was the first tourism development of the Indigenous Land Corporation, which purchased the Uluru tourist resort and operations from General Property Trust last year.

Chris Fenech, previously Home Valley's director of sales and marketing, has been appointed as the gm of Home Valley Station, and has been a key driver of its success as a tourist operation.

Located in the East Kimberley region of Western Australia, Home Valley offers a range of accommodation styles including safari-style tents, Homestead Guesthouse Rooms and the premium level Grass Castles, and allows visitors to experience life on a working cattle station.

Activities include horse riding, bush walking, barramundi fishing and the iconic Kimberley Heritage Cattle Drive.

Home Valley Station joins existing Voyages properties at

Ayers Rock Resort including Sails in the Desert, Emu Walk, The Lost Camel, the Outback Pioneer and the upmarket Longitude 131°.

All Home Valley reservations will now go through the Voyages Travel Centre on 1300 144 044 or reservations@voyages.com.au.

More at www.hvstation.com.au.

Tactical South Africa

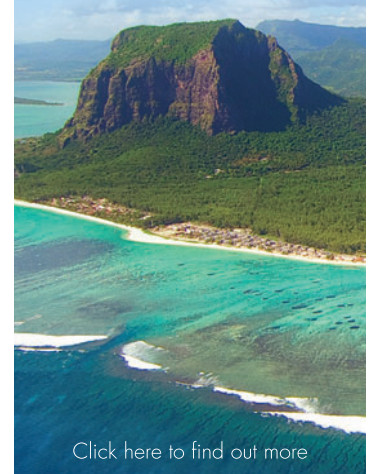
SOUTH African Tourism has launched a new deals website, with the aim of ensuring that travellers have access to every wholesaler special on offer.

The internet domain name www.southafricanholidays.com.au maps to a special page on the SA Tourism website promoting "hot deals" from a range of the organisation's travel partners.

Users can subscribe to the site to receive regular updates, and there's also a consumer hotline.

Packages on offer feature land content only, and the site also includes a "find a SA expert" link to a list of travel agents who have completed the Fundi training program.

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Travel Daily

First with the news

Wednesday 22nd February 2012

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Travel Daily on location in Melbourne

Today's issue of TD is coming to you from the 2012 Asia-Pacific Meetings and Incentives Expo.

TODAY is the final day of AIME for 2012, which has seen a 15% increase in hosted buyers this year - more than half of whom are new to the event.

AIME is owned by the Melbourne Convention and Visitors Bureau, which this week announced that more than \$1 billion in economic benefit had been generated for Victoria as a result of international events secured for the Melbourne Convention and Exhibition Centre.

That total includes 123 business events generating an estimated 203,250 delegates.

Upcoming MCEC events include key international association meetings such as the XX International AIDS conference in 2014, which will be Australia's biggest ever medical congress.

Wotif reports \$28.8m profit

ONLINE accommodation specialist Wotif.com today reported a record \$28.8m after tax profit for the six months to 31 Dec, with the result up 14%.

The company said that during the period 10% of all Australian accommodation was sold by the Wotif group, and overall TTV rose 11% over the previous half, to a total of \$596 million.

Wotif grew its inventory by 12% to more than 20,000 hotels

working directly with the group in 66 countries, while its flights operation recorded a 23% lift in TTV to \$52 million.

The strong result came despite slow growth in room night sales, up just 2% year on year with a 1% increase in average rates.

New convention centre

THE new \$59m Royal International Convention Centre in Brisbane was officially launched at AIME today, with bookings now being taken ahead of its opening in Mar 2013.

Located just 1.6km from the Qld capital's CBD, it's part of the first stage of the \$2.9 billion 15 year RNA Showground Regeneration Project, and is projected to attract over 220 events and 30,000 visitors annually.

The year of the MICE

THAILAND has launched a concerted assault on the business tourism market, branding 2013 as the "Year of MICE".

Yesterday at AIME, Tourism Authority of Thailand senior regional manager for Meeting Industry Development, Mr Puripan Bunnag, gave attendees an overview of the industry.

Key developments next year will aim to prepare Thailand's MICE industry for "regional economic integration under the ASEAN Economic Community in 2015".

Bunnag also gave an update on Thailand's bid to host the 2020 World Expo, and highlighted Phuket's business events offerings in a presentation titled '7 MICE Wonders of the Andaman'.

Window Seat

THE Middle-Eastern state of Qatar has released details of its bid for the 2020 Olympics, proposing that the event would be held in Oct to "ensure ideal conditions for athletes and spectators".

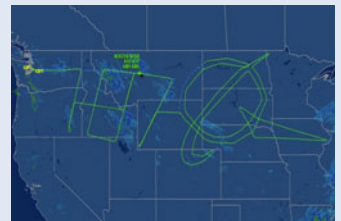
Temperatures in Qatar during the summer can regularly soar above 50°C, but Qatar Olympic Committee General Secretary, Sheikh Saoud bin Abdulrahman Al Thani told media that "October in Doha is not like July and August...I don't think heat will be an issue".

Qatar has already won the right to host the 2022 soccer World Cup, but will host the games inside air conditioned stadiums.

DURING a recent Boeing 787 extended test flight the pilots kept themselves amused by tracing a gigantic logo across several thousand miles of the North American continent.

The flight path for the 19 hour journey, now visible on website flightaware.com (below) shows the jet tracking a gigantic 787 followed by a Boeing logo.

Boeing vp of marketing, Randy Tinseth, said the trip "wasn't a joy ride" but was an 18 hour Maximum ETOPS Duration flight test for a 787-8 with GE engines.



SALES EXECUTIVE



JAL is seeking candidates for the position of SALES EXECUTIVE for its city office at 22 Market Street, Sydney.

The role includes:

- Communication and promotion of the JAL product to agents
- Presentation of the JAL product at travel shows/expos
- Implementation of sales promotion & advertising strategies
- Management of existing corporate clients
- New business development
- Organisation of overseas educational tours.

We are seeking a sales professional capable of maintaining and development business relationships with agents and corporate accounts. Experience in the Airline/Travel industry is essential.

Email your resume to: rick.kelly@jal.com

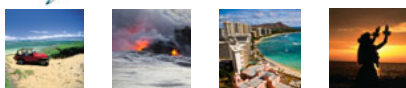
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OCEANIA

Record week for TMs

TRAVELMANAGERS set a new benchmark in weekly sales from 06 to 12 Feb this month, eclipsing the home-based group's previous best week set a year ago by 27%.

Chief executive Joe Araullo said there's been a considerable pick up in sales for organised trips.

Compared to its previous best week, sales were up on touring (151%), rental cars (93%), cruise (69%), holiday packages (26%) & air tickets (15%) during early Feb.

UA adds EWR/IST

UNITED Airlines is to launch a new transatlantic nonstop route operating daily from Newark to Istanbul effective 01 Jul.

Initially UA will deploy a 183-seat triple class Boeing 767-300 on the route before upgaugeing the service to a 214-seat two-class 767-300 from 28 Aug.

The Turkish capital will become United's 37th destination from Newark and its 37th route across the Atlantic.

TCF board changes

THE Travel Compensation Fund has announced its new board line-up, with chairman John Holloway replaced by Fiona McLeod, Victoria's Energy and Water Ombudsman and chair of the Australian/New Zealand Ombudsman Association.

The board is also comprised of: John King, Australian Tourism Export Council chairman; Col Hughes, JTG gm strategic alliances and David Smith, Flight Centre company secretary - representing the travel industry.

Other members include Jenni Mack and John Berrill of NSW & Vic respectively (representing consumers); Brian Bauer, exec. director of Fair Trading Operations Queensland, Elizabeth Lanyon, director regulation & legislation division, consumer affairs, Victoria & Dini Soulio, director investigation and inspections, consumer and business services, South Australia (representing government).

BIG4 Holiday brox

BIG4 Holiday Parks has released its 2012 Holiday Guide which this year includes for the first time QR codes designed for smartphones.

Each of the 180 parks featured in the guide has its own QR code which directs browsers directly to the homepage of each park's mobile compatible website.

The move follows recent data showing 7% of online bookings were made using the medium.

Tahiti companion fare

AIR Tahiti Nui has companion fares from Sydney to Papeete, Tahiti in Economy and Business Class priced from \$1,237pp or \$3,580pp - phone 1300 732 415.

QF AKL/LAX policy

QANTAS has issued its policy for pax affected by the withdrawal of Qantas operated flights between Auckland and Los Angeles effective 06 May (**TD** Thu).

Pax with Qantas 081 tickets are being rerouted from Auckland to services from Sydney, Melbourne and Brisbane, with one stopover permitted in each direction.

Evergreen webinar

EVERGREEN Tours is enticing agents to participate in the tour operator's webinar class next week, offering 5000 Passport to Rewards points and a chance to win a free family to WA.

The Western Australia webinar is on Tue 28 Feb at 8:15am NSW/Vic and 8:15am Qld - register your interest by email to: webinars@evergreentours.com.

Worldhotels expands

LUX11 and The Weinmeister in Berlin, and Designhotel Elephant in Prague have signed on with the independent upscale hotel group, Worldhotels.

All three properties are part of the Chambers Group.



Air Niugini

INTERNATIONAL RETAIL SALES CONSULTANT (CASUAL BASIS)

Air Niugini, the national airline of Papua New Guinea is looking for an experienced retail travel consultant (casual) to join our team in Brisbane. This position is ideal for an experienced retail consultant looking for casual work (min 4 hours per week).

The successful candidate will have a strong background in retail sales in either an airline or travel agency and be fully conversant with CRS systems and international travel bookings. Strong organisational skills and an ability to be adaptable and work under pressure are a must. Applicants must also display a high degree of professional customer service and be willing to multi skill in other functions.

KEY REQUIREMENTS:

- At least three (3) years experience in either airline or retail travel sales.
- Fully conversant with CRS systems.
- Excellent communication skills, well organised and be a team player.
- Travel qualifications highly desirable
- Ability to work under pressure whilst maintaining a professional manner
- Knowledge of PNG a distinct advantage

If you fit these requirements we would very much like to meet you. Please forward your application with detailed resume to: mgrpxbne@bigpond.com

ATT: Charles Morley, Regional Manager Australia - Air Niugini no later than Friday 24 February

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NHH Malaysia 2012

NEW Horizons Holidays has today launched its 2012 Malaysia brochure showcasing Kuala Lumpur, Penang, Langkawi & Kota Kinabalu - see www.newhorizons.com.au.

Gee, look who's at AIME



ABOVE: Virgin Australia has a significant presence at AIME this year, with the carrier's stand promoting its 'V-Direct' system which allows event organisers to easily integrate a flight booking tool on their event website.

The portal allows delegates to plan their own travel but provides

reports on total transactions to organisers, making it easier to book group travel without having to organise it.

Pictured above on the Virgin Australia stand are Gary Manuel and Coralie Anne Tibbits of Virgin Australia with Alan Johnson from the Ramada West Hollywood.

Trinity Inlet dredging tourism boon

THE Tourism & Transport Forum has welcomed the decision by the Liberal National Party of Qld to dredge Trinity Inlet to enable larger ships to dock in Cairns.

LNP leader Campbell Newman yesterday said the \$40m project is a direct response to the pleas of local tourism operators who are concerned some cruise ships are avoiding Cairns due to its lack of deep-water berths close to the city centre.

Currently large ships berth at Yorkey's Knob and operate tenders for shore excursions.

TTF chief John Lee said the right cruise ship access and facilities could deliver millions of dollars in economic activity for Cairns.

"Allowing passengers to disembark within a short walk of the Cairns CBD will give them more time to spend their money in the city's restaurants, shops

and other attractions," Lee said.

Once the dredging work at Cairns Inlet is complete, the city will appeal to more bigger cruise ships "bringing with them tens of thousands of tourists each year."

JQ defends canx flts

JETSTAR has cited a combination of operational issues and adverse weather for its "higher than normal" number of flight cancellations during Jan (TD yest) - the carrier's busiest month.

The budget carrier last month axed 220 of 6,641 flights - the highest cancellation rate among the biggest national airlines.

A Jetstar spokesman told TD the carrier realises the importance of sticking to schedules, but "always puts safety before schedule."

"This year we flew hundreds-of-thousands of customers to visit family and friends, and such a busy schedule can magnify the impact of inevitable operational issues," he said.

Jetstar says Jan's cancellation rate goes against a trend of "reliable performance", with an average of 99% of scheduled flights operating in the last quarter of 2011.

Salto Chico re-opens

EXPLORA is expecting to reopen the Hotel Salto Chico in Chile's Patagonia region tomorrow after avoiding damage from forest fires in the national park in Dec & Jan.

11 new exploration activities will be introduced when it opens.

The Jetset Travelworld Network
Marketing Executive -
Sydney based

An exciting opportunity has become available at the Jetset Travelworld Network for a Marketing Executive.

Reporting to the Marketing Manager the successful candidate will need to be proactive, organised, able to work in a dynamic fast paced environment, have an excellent eye for detail and good communication skills.

The role of the Marketing Executive will have a strong emphasis coordinating and developing marketing campaigns and promotional activity in conjunction with the overall marketing strategy.

The role also involves creating effective marketing campaigns as well as ensuring we have the best product in marketing, managing the promotional calendar, liaising with various partners, developing communications, supporting the agency network, supporting the online team and reporting.

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Applications/enquiries in strictest confidence to: andrew_gould@travelctm.com (Recruitment Manager)

VN takes stake in Jetstar Pacific

THE Qantas group this morning put an end to rumours that Vietnam Airlines was eyeing a stake in Jetstar Pacific, confirming the SkyTeam carrier had acquired a majority stake in the subsidiary from the Vietnamese government (**TD** breaking news).

The new strategic partnership will help the Qantas group strengthen and grow its Vietnam-based operation, it said.

"This partnership brings together the proven low cost model of Jetstar with the unique local knowledge and existing networks of (the) national carrier," QF ceo Alan Joyce said.

Joyce said the pact would replicate that of Qantas and Jetstar's strategy in Australia. Jetstar ceo Bruce Buchanan said the tie-up would help JQ Pacific unlock "tremendous potential

Inca Trail closure

THE Department of Foreign Affairs & Trade says the Inca Trail in Peru has been closed during the month of Feb while regular maintenance work is carried out.

growth" from the region.

Jetstar Pacific will get an initial capital injection of \$25m (\$7.5m from the QF Group), to assist with fleet expansion and renewal.

Creative Mauritius

CREATIVE Holidays has rolled out its first ever Mauritius stand-alone brochure as the destination continues to grow in popularity, particularly as an Africa add-on, md Paul McGrath said.

McGrath said that by running the program separately it hopes to "open up the market and make it easier to sell."

The brochure features eight new properties and can be packaged up with Air Mauritius flights from Perth.

TQ New Zealand push

TOURISM Queensland has launched two new marketing campaigns in New Zealand to lure Kiwis to the Sunshine State.

Queensland getaways will be promoted in NZ via multimedia, print, TV, online and social media as part of the \$119,000 activity.

Partners for the campaigns incl Flight Centre, Brisbane Marketing, Gold Coast Tourism and House of Travel.

A|Club Face bonus

ACCOR has introduced a new Facebook application for A|Club members that allows users to link their account to their smartphone and then earn bonus points when checking-in at a location.

New TCF members

THE Travel Compensation Fund has admitted three new travel agency head offices so far in Feb, including Dapto Travel of Dapto, NSW (ABN: 66 154 659 480) and Tom Browne Travel of Dubbo NSW (ABN:22 154 078 949) & Grandcity Travel & Tours of Northbridge, WA (ABN:34 154 784 460).

Windsong Travel has also opened a new branch location in Bellingen, NSW.

Accommodation Updates

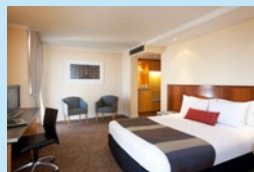
WELCOME to Accommodation Updates, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



Sheraton Waikiki completed its \$188 million renovation of the property last month. The comprehensive project includes new guest rooms and suites, redesigned public areas with new landscaping and pools, overhauled convention facilities, new food and beverage outlets, and new back-of-house equipment.



Quay West Suites Brisbane has made over its conference and event facilities to offer three meeting spaces that can cater for up to 120 delegates. The three new event spaces offer new banquet chairs, new carpet and a coat of paint as well as featuring high-tech audio visual solutions and a signature gourmet menu.



The Sebel and Citigate King George Square Brisbane has replaced its Sebel Business Floors (10-15) in the Sebel Tower with new Sebel Premium rooms. The renovated rooms include dedicated workspaces with internet access, natural light, city views and LCD TVs.



Accor Hotels were appointed to manage the former Bellachara Boutique Hotel, rebranding it to the **Mercure Resort Gerringong by the Sea** in Oct 2011. The hotel features 52 king rooms across four room types, a restaurant and bar, three conference/events rooms, day spa, swimming pools, tennis courts and a kids play area.

AirAsia slice bag fees

BUDGET carrier AirAsia and its long-haul offshoot AirAsia X have scaled back checked baggage fees pre-booked online, effective immediately.

Prices have dropped by RM5 on both 15kg and 20kg allowances on domestic and int'l flights, and the group has also introduced a new 35kg and 40kg options due to popular demand.

DreamWorks launch

DREAMWORLD says it expects to open its new DreamWorks Experience precinct by Easter.

The new attraction will feature a number of themed lands and rides, such as the Madagascar Madness, MAD Jungle Jam, Shrek's Ogre-Go-Round and the Puss in Boots Sword Swing.

During the construction about 10 rides & attractions will be open.



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We're looking for a local, well spoken, outgoing team player for our independent and growing travel agency in the beautiful new surrounds of Honeysuckle, Newcastle, NSW.

If you would enjoy working in a great place, with a friendly team, earning a healthy salary with an exciting career path, then you need to catch up with the girls at Jayes Travel for a totally confidential chat.

Part time and Full Time positions available.

Email your resume and best contact number to michelle@jayestravel.com.au and we'll be in touch very soon.

Wednesday 22nd Feb 2012

New Silversea fares

SILVERSEA Cruises has unveiled new fares on a select number of voyages in Africa, Asia, the Med, Americas and Northern Europe on sailings between Mar and Nov. Guests purchasing the new all inclusive fares are also being offered up to US\$1,000 onboard spending credits on participating itineraries - www.silversea.com.

Top End luxury

BROOME and the Kimberley Holidays has created a luxury wilderness adventure tour priced from \$6,829pp for seven nights. The package includes Platinum Service on The Ghan between Adelaide and Darwin; two nights accom at the Medina Grand Darwin Waterfront; scenic air transfers from Darwin to Bamurru Plains and three nights in a Safari Suite at Bamurru Plains.

LAN Airlines - Business Development Manager WA (3 days per week role)

World Aviation Systems, GSA for LAN Airlines requires an energetic, highly motivated Business Development Manager who likes to work in a busy environment and has a passion for airlines and South America as a destination.

The successful candidate will be responsible for seeking new business and servicing our preferred retail, wholesale and incentive clients within WA. The candidate will have the ability to work under pressure to meet and exceed targets and have the ability to build excellent relationships.

Experience on road in the tourism industry is essential. The role is challenging, and you must be a great presenter, have a professional manner, be passionate about dealing with people and have a can do approach. This is an exciting position.

The successful applicant will have:

- A minimum 2 years' Experience in the tourism industry in a similar Role.
- Excellent presentation skills
- Excellent communication skills
- Proficiency in all aspects of Microsoft Office
- Able to work with minimal supervision and has a positive attitude
- Hold a valid driver's license
- Spanish speaking preferred

Apply by email to andrew@worldaviation.com.au no later than 29th February 2012. Please include CV and application letter.



Travel Counsellors to reimburse Air Aus pax

HOME-BASED agency network Travel Counsellors has announced today it will refund the cost of Air Australia flight tickets for its pax who have been left out of pocket due to the airline's collapse.

The group said it operates a voluntary arrangement through a Trust account in several markets to complement existing statutory legislation, thereby offering its clients wider financial protection.

It's now weighing up options as to how to implement a similar Trust locally to run alongside the Travel Compensation Fund.

"Given that the TCF does not cover scheduled airlines, we thought it only right and proper that we as the Agent should ensure that any customer of Travel Counsellors that does not have insurance is re-imbursed for the original cost of the flight," chairman David Speakman said.

He said advice, validation and trust, along with protecting client's money "is one more brick in the foundation of building that trusting relationship."

Nippon Travel Japan famil



ABOVE: Nippon Travel Agency hosted a group of travel agents on a famil to the lesser known parts of Japan recently in conjunction with the local governments of Ishikawa and Chiba Prefectures.

Highlights of the trip included visits to Wajima Lantern Museum, Samurai residence in Kanazawa, Sake Brewery, Teteyama Strawberry Picking Centre and Tokyo Disney Sea.

Pictured at a traditional

Japanese Hotel in Wajima from left are: Shinobu Kashiwagi, Trans Orbit Travel; Voytek Lasek, Travel by Design Pennant Hills; Amy Rae, CTS Sydney; Dean Landy, Advance Olympic Travel and Sophie Schirmer, Flight Centre Piccadilly.

Trafalgar USA fares

TRAFALGAR has extended its \$1099 and \$1295pp airfares to Los Angeles and New York respectively up until 29 Feb, flying with Virgin Australia and purchased in conjunction with a tour - www.trafalgar.com/au.

Africa roadshow

THE Africa Safari Co has announced dates for its 2012 roadshow, kicking off from Perth on 19 Mar, then moving onto Adelaide (20 Mar), Melbourne (21 Mar), Brisbane (26 Mar) and Sydney on 27 Mar.

Register at bit.ly/TASCshows.

Concorde additions

CONCORDE Agency Network has signed six well established agencies to its group, with more 'in the pipeline'.

National BDM, Nick Pearson said growth was due to Concorde's affiliation with Air Tickets, the solid backing of JTG and the relationship with more than 60 preferred suppliers.

SilkAir Aussie fares

SILKAIR has released launch fares to Asia and Europe from its new Darwin hub, when booked by 05 Mar, for travel between 26 Mar and 30 May.

Economy class fares to Asia start from \$707pp or Business Class to Europe priced from \$6549 to Athens or London from \$6803.

There's also return companion special fares to Singapore priced from \$549pp for two or more pax.

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OOL Convention wi-fi

THE Gold Coast Convention and Exhibition Centre has introduced free wi-fi throughout the centre to meet with conferencing expectations.

Lovedale long lunch

THE Crowne Plaza Hunter Valley is offering accom packages for the Lovedale Long Lunch dining experience being held over the weekend of 19 May.

Packages start from \$248 per night in a deluxe hotel room for a minimum of two nights - bookings and info online at crowneplazahuntervalley.com.au.

Tempo stopover DXB

TEMPO Holidays is offering a 40% discount on the Jet Blast Dubai experience, priced from \$76 per couple, when booking the three-day Taste of Dubai package before 31 Mar.

NCL Sixthman pact

NORWEGIAN Cruise Line has formed a partnership with theme music pioneer Sixthman to develop music experiences at sea aboard its fleet of cruise vessels.

SPG Club points bonus

SHERATON Hotels & Resorts is giving Starwood Preferred Guest members 1,000 Starpoints for each Sheraton Club stay, until 31 May.



Ahh, the Sounds of Silence

ABOVE: This group of AOT Holidays staff were hosted by Tourism Northern Territory on a four-day fam to the Red Centre earlier this month.

The trip included visits to Alice Springs City, King's Canyon, Ayers Rock and the Sounds of Silence Dinner, courtesy of VIP Tours and AAT Kings.

Participants stayed at Crowne Plaza Alice Springs, Kings Canyon Resort and Voyages Sails in the Desert.

Pictured at the Sounds of Silence Dinner from left are: Barbie Ralph, in-house travel coordinator; Emma Flynn,

domestic travel consultant; Pam Nolan, marketing manager; Joanna, Broome inbound reservations consultant; Sarah Whitwell, domestic travel consultant; Yumei Liang, inbound reservations consultant ETA; Casey Clements, inbound groups consultant and Mia Sweeney, product coordinator.

Stay/Pay at Muri deal

THE Cook Islands Muri Beach Club on Rarotonga is offering a Stay 6/Pay 4 deal incl brekkie, priced from \$730ppts, on sale up to 30 Apr and travel to 31 Dec. Email sales@wrd.com.au.

Ezeego1 agt promo

TRAVEL agents have until Fri to win a \$500 voucher by making a booking through online travel supermarket ezeego1.

Compass earlybirds

COMPASS Cars is reminding agents that its UK 2012 Earlybird rates are due to expire on 29 Feb. All bookings must be paid in full to secure the discounts - for bookings phone 1300 132 835.

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.16: In and around which city am I? "I'm in this historic Yunnan city wandering through the Black Dragon Pool Park before taking a drive to Jade Dragon Snow Mountain."

Send your answers to: helenwongscomp@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



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

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.

PO Box 1010, Epping, NSW 1710
Phone: 1300 799 220 Fax: 1300 799 221

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Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Contributors: Chantel Long, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

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Don't wait until it's too late! Act now and take control of your career and your life... Consultants in this company are among the highest paid consultants in wholesale travel so this is a move you will not regret. Industry training and career development opportunities available – not to mention some pretty amazing educational... You will have a minimum of 1 year experience in wholesale or retail travel and excellent destination knowledge plus top sales skills.

PUT YOUR MARK ON MELBOURNE

**RETAIL TRAVEL MANAGER
MELBOURNE (CBD) – SALARY PACKAGE TO \$55K + BONUSES**

This national travel company is opening a brand new office in Melbourne's CBD & need a competent Senior Travel Consultant or Travel Manager to take on the challenge. With a central location, reputable brand name & support from senior management, you will be thrilled with this challenging opportunity to grow this office & make it a success! Min. 5 years travel consulting/management & Galileo experience required.

PATAGONIA TO LAKE TITICACA

**WHOLESALE TRAVEL SPECIALIST ROLE
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Have you travelled extensively through South America & believe this is one of the most exciting continents in the world? Do you get a buzz when a client requests information on one of these amazing countries such as Peru, Brazil or Chile? We have a sensational wholesale travel role available to a motivated travel consultant with strong South America travel knowledge. Mon to Fri hours only. Amadeus preferred.

AN AGENCY LIKE NO OTHER

**SENIOR LEISURE CONSULTANT
PERTH (INNER) – SALARY PACKAGE TO \$60K (DOE)**
Are you an experienced consultant who prefers servicing your clients needs, rather than providing the cheapest possible quote? This extremely long standing travel agency has a high repeat & referral client base & therefore call on your expertise & impeccable service to provide their perfect holiday. Working Monday to Friday hours only, in an intimate boutique office, this is the role you have truly been waiting for!

KEEP YOUR CAREER ON TRACK

**CORPORATE CONSULTANT
PERTH (CITY) – SALARY PACKAGE TO \$65K+ (OTE)**
Are you tired of the same old thing day in & day out? Why not step away from the call centre watch dog environment & into a corporate travel office that will give you the responsibilities, & space, to do what you have always been doing well. Not only will you be earning one of the highest salaries in Australia, you will have access to amazing career advancement opportunities & great employee benefits.

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**HIGH END TRAVEL CONSULTANT
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Our exceptionally well regarded client on the Coast has a brand new role on offer. You will need to have a minimum 3 years experience as an international travel consultant, have worked on high end travel bookings and have excellent CRS skills. In return you will receive a generous salary package, work on amazing & varied travel itineraries and be part of a great team of people. But you will need to act quickly as this vacancy definitely won't last – Apply today.

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If you worked in a bright, motivating and comfortable environment where you could demonstrate your passion for selling travel, wouldn't it make a difference? We think so, so you should check out this great opportunity with the leading name in travel where your career will really take off. Enjoy a strong salary package, great educational and other benefits. Minimum 12 months consulting exp. And strong CRS skills are a must.



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- ▶ Salary to \$45K + super

This travel wholesaler offers an excellent team environment, an amazing product range including Africa, South America, Antarctica, India & Bhutan and boasts long term staff retention.

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- ▶ South Perth location
- ▶ Salary to \$45K + incentives + super

Join this well established boutique retail agency and be part of a well travelled and busy team who are proud of their travel knowledge and high service levels.

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