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Travel Daily
First with the news

Thursday 23rd February 2012



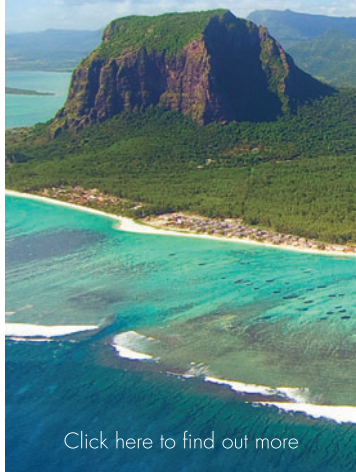
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Virgin keeps on innovating

VIRGIN Australia says strong forward bookings and excellent passenger feedback on its new 737 Business Class product “demonstrate the market is readily embracing our move to bring competition back to the domestic Business class market for the first time in a decade”.

During this morning’s Virgin results announcement (**TD** breaking news), ceo John Borghetti revealed further plans for product enhancements, including extending the Business class product to Embraer 190 services in a 2-1 configuration. “This will provide premium guests with space and privacy on

services to important business destinations such as between Canberra and Sydney,” he said.

Borghetti also confirmed new lounges for the Gold Coast and Darwin, as well as additional A330 aerobridges for its Sydney and Melbourne domestic terminals. More from Virgin on **page 3**.

Learn love language

TRAVEL agents in Sydney and Melbourne are being invited to an exclusive cocktail party preview screenings of *The Art of Love*, which will form part of the upcoming French Film Festival.

The events are being hosted by Rail Plus and French Travel Connection - details on **last page**.

No TSAX trainer

LONG time Travelscene American Express trainer Robyn Willis Inglis has left the company, after a restructure within the business made the role for a dedicated Training Manager redundant.

She finished up with TSAX yesterday - more industry moves on **page six** of today’s **TD**.

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
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- Voyages Industry sale
- Art of Love invitation

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Tempo Peru savings

TEMPO Holidays has reduced its 15-day Best of Peru silver package by \$300 to \$2,367ppts when booked before 31 Mar.

Sunshine Coast international

AIR New Zealand's new scheduled flights between the Sunshine Coast and Auckland (**TD** breaking news) means that Australia will have another international airport, potentially opening up the Sunshine Coast to further overseas markets.

Although the flights are initially just twice a week over the winter between 01 Jul and 18 Sep, the move means that the airport will be equipped with all-important infrastructure to handle international traffic including customs and immigration facilities.

Air New Zealand will operate an A320 on the route, with fares structured under its popular 'Seats to Suit' system and a launch price of \$149 one way.

NZ manager Australia, Cam Wallace, said that if there's sufficient demand the carrier will look at extending the service to a year-round operation.

Travellers in the Sunshine Coast region will have new direct access

to New Zealand, and the flights will also connect onward to other NZ ports such as Los Angeles and San Francisco.

The alliance between Air NZ and Virgin Australia means the flights will be bookable via either carrier.

Sunshine Coast Destination Limited is estimating that the new service will boost the region's visitor room nights by 50,000 this winter, injecting \$1.5 million into the local economy.

The new direct service will operate each Tue and Sun, with Wallace saying he was "delighted to see Air New Zealand begin a great working relationship with the Sunshine Coast".

Randall appointment

AUSTRALIAN representation specialist Randall Marketing has expanded its relationship with Berjaya Hotels & Resorts with Randall to now promote the hotelier's portfolio in the North Asia market.

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Rugby comp sign-up

DON'T forget to sign up for our travel industry Super 15 Rugby footy tipping comp ahead of the season kick off tomorrow night.

The winner of the comp will win a trip to New Zealand, courtesy of Emirates & Accor - register now at www.rugby.traveldaily.com.au.

Vict. chases Air India

AIR India has reignited talks of its previously proposed nonstop services from New Delhi to Melbourne this week, with an airline official saying the carrier is in fresh negotiations with both the Victoria and NSW govts.

Victoria premier Ted Baillieu is this week meeting with AI in India to discuss a Melbourne launch, which is now believed to be planned for Q3 of 2012/13 when the carrier acquires new Boeing 787 Dreamliner aircraft.

"A Delhi-Melbourne direct Air India flight would be in their larger interest and also in the business interest of the two countries," Baillieu said in India.

Sydney is also courting Air India.

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CLICK HERE for further details

Travel Daily

on location en route to Seattle

Today's issue of *TD* is coming to you from Hong Kong Airport, courtesy of Cathay Pacific.

TRAVEL Daily is heading for the Boeing factory in Seattle, where the manufacturer will this weekend hand over the first Cathay Pacific 777-300ER equipped with the carrier's new premium economy cabin class.

CX premium economy is now available for booking, for flights departing from 01 Apr 2012 on selected services to/from Sydney, Toronto, Vancouver and New York.

A totally new seat and entertainment system is on offer, with the seats having a 38" (96cm) seat pitch.

The seats will be wider and have a bigger recline, as well as having a 10.6" (27cm) personal TV, in-seat power and extra personal space.

By the end of the year Cathay Pacific will also offer premium economy on Brisbane, Melbourne and Adelaide flights as well as services to Los Angeles, San Francisco, Frankfurt and Mumbai.

Virgin Aust restructure

VIRGIN Australia's proposed new structure (*TD* breaking news) will see the carrier's international operations owned by a separate holding company which will make it easier to comply with the Air Navigation Act requirement of a maximum 49% foreign ownership of Australian international airlines.

The new offshoot will be a public unlisted company with a separate independent board of directors - and importantly for Virgin Australia will facilitate "overseas institutional investment in the domestic business," according to ceo John Borghetti.

Tablet IFE for Virgin

BUSINESS class guests on board Virgin Australia's 737 and Embraer fleets will be able to access inflight entertainment via Samsung Galaxy tablets loaded with movies, TV shows and audio from Apr this year.

Virgin ceo John Borghetti also confirmed that a system using wi-fi technology to deliver content to passengers' own hand-held devices would be in place by the end of 2012.

New kerbside DJ

VIRGIN Australia today announced that travellers at Brisbane Domestic Airport will be able to be greeted kerbside at a new Premium Valet carpark and check-in desk from next month.

A dedicated Virgin Australia Premium Valet carpark will also be added at Melbourne Domestic later in the year, and Virgin is also set to enhance its lounges in Sydney, Adelaide and Perth.

Virgin yields lifting

VIRGIN Australia today reported a 118% increase in net profit after tax to \$51.8m for the six months to 31 Dec, with total revenue up 18% to just over \$2 billion.

The figures included strong yield growth in the airline's domestic business, up 13.7%, with the 'Game Change Program' delivering results earlier than previously forecast.

CEO John Borghetti said there had been an 81% increase in corporate and government revenue, while interline and codeshare revenue had more than doubled due to Virgin's alliances with DL, EY, NZ, SQ, HA and VS.

Window Seat

JUST about anything can be a tourism asset - even traffic jams.

That's the bizarre finding of a British tour operator, which has seen unexpected popularity for a four hour sightseeing trip along the congested M25 motorway.

Traversing the 117-mile orbital around London costs £15 per head on the Brighton and Hove Bus and Coach Company tour, with key highlights including a view of London Heathrow's Terminal 5 and the Lakeside Shopping Centre.

The company said it had initially planned the trip as a one-off publicity stunt but was now staging additional departures due to demand.

SQ int'l codeshares

VIRGIN Australia is poised to expand its alliance with Singapore Airlines, with Virgin today confirming that the current domestic codeshare would be expanded to cover SQ int'l services across Asia and beyond in the next few months.

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Air Austral finally confirms return

WORLD Aviation this morning released the fares and schedules for the on-again, off-again Air Austral services from Reunion to Sydney and Noumea.

Originally suspended effective from 20 Mar (**TD** 16 Dec), the carrier reversed its decision earlier this month (**TD** 07 Feb)

and loaded details of the continuing services into GDS a few days later (**TD** 17 Feb).

UU's local gsa, World Aviation, has announced the introduction of 'Duo Fares' to build awareness of the rescheduled services, which will operate once per week 24 Mar-09 May and then twice weekly thereafter.

Return economy class fares for two people travelling together lead in at just \$814pp ex SYD, with Premium Economy from \$1646pp and Business Class starting at \$2849.

UU952 will depart Sydney every Tue at 1.15pm, arriving in Reunion at 6.30pm, with onward connections to six French airports in Paris, Bordeaux, Nantes, Marseilles, Lyon and Toulouse.

More info 1300 306 365.

EgyptAir comm rise

EGYPTAIR (MS) has announced the overhaul of its commission structure on published int'l fares for tickets issued on 077 plates.

Effective immediately, agent commission on int'l travel on MS; combined int'l travel on MS & another carrier; and int'l travel into Egypt on MS + domestic Egypt on MS will increase from 7% to 9%.



Sales Executive Sydney, city location

Philippine Airlines' GSA, has a vacancy for a well experienced and enthusiastic Sales Executive based in Sydney to manage a portfolio of accounts located across multiple states.

The key objectives of the role include:

- Achieving revenue budgets within the defined territory
- Acting as an ambassador for client brands and destinations
- Implementing sales plans and strategies
- Establishing and managing personal relationships with key supporting agents

Candidates should have a track record of sales success, 5 years international airline experience, a detailed understanding of the local industry, be well presented and demonstrate excellent presentation skills.

This is an influential role within the Australia team and reports direct to the General Manager. An attractive salary with benefits is available, applicants must have the right to live and work in Australia.

For more details call Chiqui Reyes on (02) 9249 9901.
Applications should be sent to jobs@philippineairlines.com.au
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Mirvac 1/2 year results

MIRVAC Hotel Management has reported a half year profit before tax of \$8.5 million for the six months to 31 Dec 2011.

The company said the reporting period was characterised by continued recovery in the hotel operating environment in capital cities nationally, and supported by demand growth from the corporate & conferencing sectors.

Regional resort destinations did not achieve the same level of growth from the conferencing market compared to CBD locales.

Room rates and occupancy levels increased during the period to \$184 and 79.4% respectively.

The group also advised that its four Tropical North Queensland properties - Sea Temple Resort & Spa Port Douglas, Sea Temple Resort & Spa Palm Cove, The Sebel Cairns and Cairns Harbour Lights - have recovered following extreme weather conditions that plagued last year.

Mirvac Group further reiterated this week in its half year results that it expects the settlement to Accor Asia Pacific of the Mirvac Hotel Management portfolio will occur before 30 Jun 2012.

Tas tourism events

TOURISM Tasmania is hosting two events for tourism operators next month for businesses that market interstate.

Conducted by new marketing director Kath McCann, the events will explain marketing approach, predictions for domestic tourism in 2012 and provide an intro about ongoing research.

Events are planned for Burnie on 06 Mar and Hobart on 07 Mar - register at bit.ly/tasevents.

100 year Stampede

THE world famous Calgary Stampede will hold Centennial celebrations this year between 06 and 15 Jul 20102.

Two night packages that include admission to the afternoon rodeo, evening chuckwagon races and stage show, plus one-day entry to Stampede Grounds start at \$449pp - call 1300 363 055.

Gauguin 2013 season

PAUL Gauguin Cruises has announced its 2013 schedule will offer a range of seven-, 10-, 11- & 14-night voyages of French Polynesia on *MS Paul Gauguin*.

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Last SQ jumbo flights

SINGAPORE Airlines will operate special commemorative flights on 06 Apr to mark the retirement of its Boeing 747 fleet after four decades of operation.

The final commercial services of SQ's jumbos will be as flight SQ747 from Singapore to Hong Kong, and SQ748 on the return leg replacing SQ860 and SQ873 on the day.

A dedicated website for the event at www.SIAjourneys.com also provides fare details.

Hilton restaurant push

HILTON Worldwide is seeking to expand its number of in-house restaurants by more than 500 globally over the next three years.

To push the concept Hilton has launched a new site to provide potential partners with more info at hiltonrestaurantconcepts.com.

Rideaway US/Canada

DRIVEAWAY Holidays is offering Harley Davidson, BMW & Honda motorcycle rentals in the USA and Canada through EagleRider Motorcycle Rentals.

Riders must be 21 years or older and have a valid Australia/NZ motorcycle licence.

EagleRider has over 70 depots in the US and two in Canada - more at www.driveaway.com.au.

SiteMinder connects

DISTRIBUTION firm SiteMinder has linked its network of hotels to six major online travel groups, enabling members of the site to reach larger markets.

The reservation sites include Atrapalo, Hotel Shop UK, Travel Stay, Priceline Hong Kong, Inntopia and Worldview.

BVI Airways on Hahn

E-TICKETING platform Hahn Air has added BVI Airways (XV) of the British Virgin Islands in the Caribbean as a partner airline, meaning agents can issue XV on HR-169 e-tickets.

Singapore looking tasty!



ABOVE: The Singapore Tourism Board was out in force at this week's AIME exhibition in Melbourne, with a large stand complemented by a special SingaporeXpress outlet offering a range of tasty treats.

Intended to give the AIME delegates a "taste for the Real Singapore," SingaporeXpress offered a "sensational culinary journey" with signature dishes such as Char Kway Teow, Laksa, Satay an Hainanese Chicken Rice.

Singapore is enjoying a business tourism boom, with the popular Marina Bay Sands and its associated massive conference centre and other facilities proving a drawcard for large meetings.

And the destination has also seen other significant developments, including the recent addition of the Singapore Fly, the Maritime Experiential

Museum and new hotel openings including the Movenpick Heritage Hotel and the re-opening of Shangri-La's Rasa Sentosa Resort.

The coming months will see the planned openings of more major tourism infrastructure in Singapore, including the new International Cruise Terminal and the nearby Gardens by the Bay.

Pictured above on the AIME floor are, from left: Michelle Thoo, Kenneth Lim, Mathew Webb and Sandra Leong.

Vail to buy Kirkwood

US snow resort giant Vail Resorts is continuing its West Coast expansion, with the purchase of Kirkwood Mountain Resort in Lake Tahoe for US\$18m.

Vail already owns the nearby Heavenly and Northstar resorts and will offer combined lift passes to all three iconic properties.

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To apply for this opportunity, please visit www.statravel.com.au/workforus and follow the links.

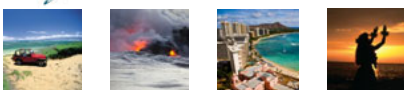
Do you know someone who might be perfect for this role? Refer a friend to earn yourself \$250 if they are hired.

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Hawai'i Tourism invites Aussie Travel Professionals to come and visit our Hawaiian Islands between 01 April - 31 May 2012

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Cunard sea weddings

CUNARD has today launched its Wedding Packages for sailings aboard *Queen Mary 2*, *Queen Elizabeth* & *Queen Victoria*, priced from \$2,500 per couple.

Included are the onboard services of a wedding planner, a ceremony conducted by the Captain, wedding stationary, floral arrangements, music, Veuve Clicquot Champagne, a wedding cake and a celebratory breakfast for the newlyweds in bed.

Wedding licences are available at an additional charge.

The luxury cruise line says to maintain exclusivity it will conduct only one wedding per day, and only on days at sea.

The package can be combined with voyages of seven nights or more to Hawaii, the Caribbean, Mediterranean and Scandinavia, Canada & New England, Panama Canal, the Far East and Australia, starting from Apr 2012.

Further details are available in the Cunard Weddings brochure - see www.cunardline.com.au.

New Quest for Melb.

QUEST Serviced Apartments Caroline Springs has opened in West Melbourne, boosting the group's national portfolio to 113.

Seahaven selling

NOOSA's Seahaven Resort is expected to attract international interest from developers after a previous sale agreement for the site failed to proceed.

Seahaven Resort is comprised of 48 one- and two-bedroom units and 12 retail shops and offers 100m of frontage to both Noosa Main Beach and Hastings Street.

Selling agent CBRE said the 9-21 Hastings Street address may "be the only site in Australia that could substantiate a six-star hotel/resort."

The property has traded under single ownership for 30 years, and with a "moderate amount" of capital expenditure could be made more appealing.

Offers to buy close on 29 Mar.

15% of Indochina trips

TRAVEL Indochina is offering a 15% discount off all small group journeys of 10 days or longer over 15 days, starting tomorrow.

The deal applies to more than 40 tours departing in May, Jun, Jul and Aug 2012.

The offer ends on 09 Mar.

Wildlife Park upgrade

THE Northern Territory govt has launched tenders for the upgrade of the 23-year-old Territory Wildlife Park in Alice Springs.

Refurbishment work on the park's 12 aviary huts and elevated walkways will run from mid-Mar until its completion in Jun.



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.

Sally Hein has been welcomed by the **Gold Coast Convention and Exhibition Centre** as its new Sales Manager, to look after the Queensland Associations Market and corporate conventions.

Grand Hyatt Melbourne has appointed **Victoria Damiania** as its new Events Director. She most recently worked in the National sales office for Pan Pacific Hotels Melbourne.

Karen Harrison has taken on the role of Commercial Manager for **British Airways** in Australia. She started with BA in 1999 working at the sales desk in London Heathrow before working her way up to her current role.

Discover the World Marketing has appointed **Clovis Ruiz** as its new country sales director for its newly opened office in Sao Paulo Brazil.

Pan Pacific Hotels Group has welcomed **Chris Ong** as General Manager of **Pan Pacific Ningbo** and **Pan Pacific Serviced Suites Ningbo**.

DescaradA2 has added two new team members with the appointment of **Bailey Price** as executive chef and **Daniel Page**, the host of the new motor yacht set to launch on 01 Apr.

Big global program

AIRASIA and Tune Money's Asia loyalty card, **BIG** has been rolled out in Thailand after successful launches in Indonesia & Malaysia.

Albatross Xmas trips

ALBATROSS Tours says its Christmas in Europe itineraries for 2012 are priced 10% lower than the same time last year, due to the strength of the Australian dollar and its "buying power".

Some tours have dropped in price by up to \$250 per person.

The eight-day Austrian Christmas Break is now priced from \$1,999ppts.

NZ \$549 Bali fares

AIR New Zealand has launched NZ\$549 one way fares for a limited time on its new seasonal Auckland-Denpasar (Bali) route which commences on 19 Jun.

The flights will operate on Tue and Sun during Jun to Oct using a Boeing 767-300 aircraft.

CE, Rob Fyfe said the non-stop flight time of nine and a half hours to Denpasar and eight hours back to Auckland would appeal to Kiwis.

It's "a big improvement on the indirect services offered by competitors" that can involve long layovers and a journey times of up to 24 hours, Fyfe said.

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.

Please forward your resume with a one pagecovering letter via email to: Attn: Zac at Zac.Lavarn@stellatravel.com.au by 29 February 2012

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

QF simulates OETG agents



ABOVE: Qantas National Sales and Orient Express Travel Group hosted a select group of agents to a Qantas A380 Simulator Experience recently in Sydney. The unique experience was a way of learning more about the

flight & crew training operations centre at the Sydney Jetbase and follows QF's launch of A380 services to Hong Kong in Jan.

Pictured outside the simulator from left are: Adele Sheers, Qantas Airways; Quynh Giang, Orient Express; James Shen, Odyssey Trading; Captain Andrew Foxtton, senior training Captain, Qantas A380; Joe Lin, Holiday Experience and Tim Lin, EC Travel.

Express Travelink GDS

EXPRESS Travelink has renewed its alliance with Sabre Pacific for four-years, building on its seven year relationship with the travel technology provider.

Sabre provides the Sydney-based agent technology to shop, book & manage its travel needs.

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

Thursday 23rd Feb 2012

SIN Grand Prix deals

CREATIVE Holidays is offering three night packages to the 2012 Formula 1 Singtel Singapore Grand Prix being held from 21-23 Sep, on sale until 30 Apr.

Offers are priced from \$639ppts and include three nights accom at the Ibis Singapore Novena, 3-day Bay Grandstand Zones 3 & 4 Grand Prix Ticket, transfers and brekkie.

New Indonesia target

TOURISM authorities in Indonesia are targeting a 5% overall growth in foreign visitors this year, with a total of 8 million arrivals now forecast.

But a delegation from the Indonesian tourism ministry is expecting much faster growth from the key Australian market, with a 25% increase forecast to 1 million visitors in 2012.

The group revealed the plans during AIME in Melbourne yesterday, saying the visitor bonanza was likely "considering Australia's healthy economic condition".

Virgin on the snow

SNOWHOUNDS wanting a late season treat should immediately head for Verbier, Switzerland, where a rare opportunity has arisen to rent individual rooms within Sir Richard Branson's privately owned ski chalet.

Like Branson's Makepeace Island at Noosa, The Lodge is normally only hired exclusively to groups of 18 guests, but during Mar and Apr this year accommodation is available 'hotel style' on selected dates.

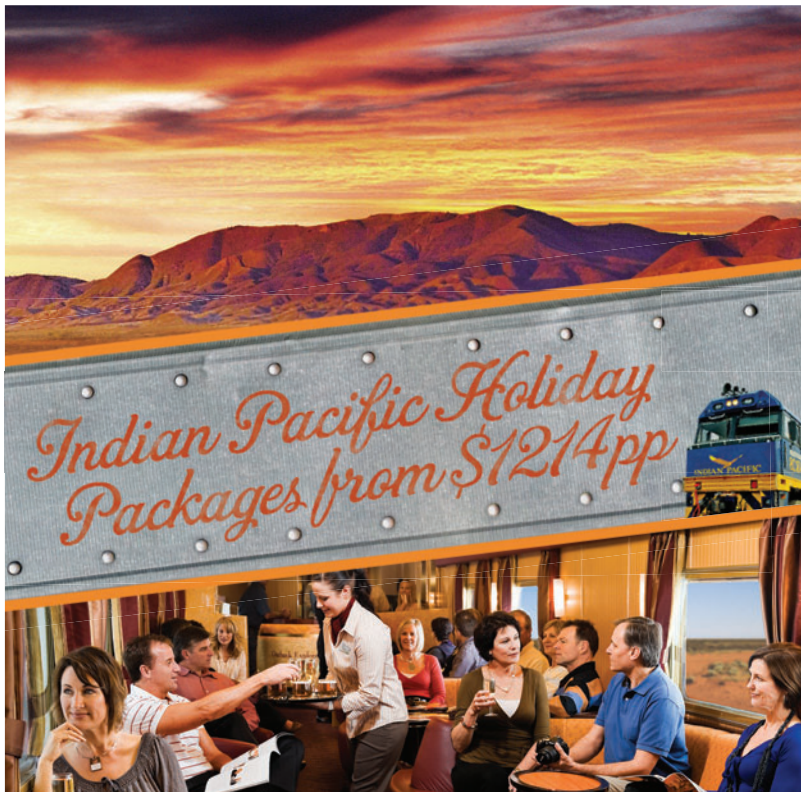
Virgin said the offer is "ideal for those who don't have time to organise 17 friends for a ski holiday" - and all inclusive prices are a snip at just £2790 per room for a three night stay.

That includes all meals and drinks, use of apres-ski activities such as the indoor heated pool and outdoor Jacuzzis and even some curling on the mini ice rink.

DJ Sabre switch in '12

VIRGIN Australia today confirmed it plans to begin implementation of the new Sabre IT reservations system in the final quarter of the current calendar year.

DJ chief John Borghetti today said: "Sabre will facilitate enhanced interactions with Travel Management Companies and travel agencies worldwide."



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Accor profits up 19%

ACCOR said today that all of its objectives have been met or exceeded, and the group is in excellent financial health following the announcement of a 18.8% year on year rise in pre tax operating profit for 2011 up to €530 million (US\$701 million).

Denis Hennequin, Accor's chairman and CEO said "performance in 2011 was remarkable and demonstrates the new growth potential for Accor".

The upscale and midscale segment revenue increased by 3.4% and revenue for economy hotels outside the US rose 5%.

Accor said it will pursue its brand strategy in 2012 with the rebranding of the Ibis chain and luxury accommodation that include the Pullman and Sofitel brands, with plans to double the Pullman network by 2015.

Acclaim to E. Canada

TRAFALGAR has unveiled the 2012 destination for its top 45 Acclaim agents as Eastern Canada.

The top achievers will spend 10 days exploring the North America region, including Boston.

Agents can earn a place on the famill by selling Trafalgar product up until 30 Jun, with the winners consisting of the top 35 selling agencies, the top five sellers in Customised Groups, and another five wildcards.

MD Matthew Cameron-Smith said the trip is an unmissable opportunity.

LAN/QF codeshare

LAN Airlines has announced it's adding three new weekly services between Sydney and Santiago from 26 Mar, via a new codeshare deal with Qantas (**TD 30 Sep**).

The expanded codeshare will provide more convenient new connections and feeder networks at both ends of the Sydney-Santiago route, LAN said today.

The South American carrier will codeshare on QF's new services from Sydney on Mon, Wed & Sat.

Asia-Pacific domestic fares climb

DOMESTIC airfares in the Asia Pacific region grew 4% in the last three months - much faster than any other fare type, according to the latest American Express Business Travel Monitor.

Released today, the figures showed that fares across the board were up 2%, but fares to Europe, Middle East and Africa rose just 1% while fares to the Americas were flat.

American Express regional head of Advisory Services, Carl Jones, said the results indicate a shift in the way Asia-Pacific companies are doing business, exploring opportunities closer to home and "moving away from the

uncertainty associated with doing business in Europe and the US".

Fares in Australia have increased by 3% across the year - and interestingly flights to the US have also increased in price due to "recent code sharing initiatives for routes to the Americas, combined with monopolistic activity for specific routes," according to Jones.

Full economy domestic fares have increased in Australia but the higher costs have not flowed onto discount economy fare types - while the introduction of Virgin Australia's new business class saw business fares "level" compared to the same period in 2010.

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.17: In and around which city am I?
"My three-night Yangtze cruise down river (through the Three Gorges) begins in this giant mountainous sprawling city."

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



WILD ABOUT TRAVEL? JOIN THE DESTINATION EXPERTS...

Africa Team Leader

Do you have a passion for the wilds of Africa? This position requires you to lead and engage a team to maximise revenue and bookings through motivating, coaching and developing each individual to contribute to team targets and to achieve your own individual targets.

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Can you offer an exceptional standard of customer service and offer destination expertise on Africa? In this role you will be responsible for building itineraries, making reservations, quotes, and offering detailed destination advice to travel agents.

Preference given to those with Africa product knowledge and Calypso reservations skills.

Business Development Manager [WA/SA]

We are seeking an additional road warrior to join our team! Do you possess a broad understanding and knowledge of the Adventure World portfolio? If you are outgoing, love to communicate and sales driven then we want to hear from you.

For detailed job descriptions and to apply please submit a copy of your CV with covering letter to jobs@adventureworld.com.au for consideration. Application closes on Friday, 10th March 2012.

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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LET TMS LEAD YOU TO SUCCESS!



INDUSTRY UPDATE



Welcome to our latest update! It is certainly a busy time of year and if like me, you feel that you just won't get everything done, then why not think about employing a TEMP! With the start

of the year come new business objectives and KPI's so the pressure is on to perform. Temps can be great for budgets as they give you the ability to recruit in peaks and troughs. Temps can add personality into an existing team and renew enthusiasm. They introduce new ideas and smarter ways of completing day tasks. They are knowledgeable, flexible and self motivated to get tasks done.

As always, I welcome a chat anytime. Call me on (02) 9231 6444.

Sally Matheson,
General Manager

Look out for the return of the **TMS LUCKY DUCK**



COMING SOON....



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TOP JOBS OF THE WEEK

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Retail Travel Cons \$NEG
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Dom Corp Travel Cons \$NEG
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Admin & Back Office Assistant \$NEG
SYDNEY CBD [CLICK FOR MORE](#)

MEET THE TEAM

NAME:
Sharon Moss

ROLE:
Temp Manager

YEARS IN INDUSTRY:
8 years



FAVOURITE DESTINATION?

Italy. Love it! I love everything about Italy, the food, the romantic ambience, the cobbled streets, the laid back pace, the people, the history and character, the wine bars. Did I mention the food?

TOP TIP FOR CANDIDATES?

Practise. Make sure you have lots of examples and scenarios in your mind so that you feel confident you can answer each question well. Have a firm handshake!

TOP TIP FOR EMPLOYERS?

If you have a vacancy, try temp to perm. It's a great way to try before you buy!

TOP TRAVEL TIP

Always take Aeroguard and stingose... Oh and Beroccas!



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IF YOU'RE CONSIDERING YOUR FUTURE CAREER SPEAK WITH AA

VISIONARY LEADER WITH REGIONAL EXPOSURE

GENERAL MANAGER

SINGAPORE – SALARY PACKAGE OTE \$200K+

Our client is a leading brand with global operations and a clear vision for excellence in client satisfaction and business performance. This outstanding executive opportunity is available now based in Singapore. This position heads up a thriving business that is looking for inspirational leadership and a clear path for future success. You'll have results in financial performance, staff engagement, and business growth.

THIS PLACE IS ON EVERYBODY'S BUCKET LIST

MARKETING COMMUNICATIONS MANAGER

SYDNEY – SALARY PACKAGE OTE \$100K+

If you're passionate about destination marketing and enjoy strategy planning & implementation within a small team, this new role will fascinate you. You'll have experience in all forms of marketing activity, PR, dealing with media buying agencies, consumer and trade. Knowledge of social media and strong networks across Australian media is essential and you'll be financially savvy managing a budget and busy schedule.

FROM THE TRAVEL DESK TO ON THE ROAD

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) across an allocated region. Working out on the road, you'll be 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.

ARE YOU MADE TO MARKET?

MARKETING ASSISTANT

SYDNEY – SALARY PACKAGE TO \$60K

If you have 2-3 years experience in trade marketing and you have up-to-date knowledge of social media & related online activities, bring your enthusiasm to this exciting marketing team in Sydney. You have loads of experience in executing marketing plans, measuring results and communicating with stakeholders from the industry and ad agencies. You'll need strong admin skills and love working at a fast pace.

A 38hr WEEK IN RETAIL – UNBELIEVABLE!

TRAVEL CENTRE MANAGER

SYDNEY – SALARY PACKAGE OTE \$70K+

Believe it - you CAN manage a successful Retail travel operation and have a work/life balance. Join this great Aussie brand and get your life back! You will have previous experience in a Retail Sales position, dealing directly with consumers and growing sales revenues. Being a strong leader you will also be able to drive the performance of the team to continually improve the overall performance of the business. Great incentives to boot.

USE YOUR "GO GETTER" ATTITUDE

SENIOR BUSINESS DEVELOPMENT MANAGER

MELBOURNE – SALARY PACKAGE OTE \$90k - \$100k

Use your initiative, client relations and close this deal today! We're looking for the best sales professionals the industry has to offer for this client. Working for one of the travel industry's most recognised names your position will be to develop new business opportunities, chasing prospective bites and converting business. Your highly driven attitude will see you succeed creating further success and huge rewards for you.

ATTENTION GRABBING OPPORTUNITY

BUSINESS DEVELOPMENT MANAGER – CORPORATE

MELB & PERTH - SALARY PACKAGES OTE \$100K++

Drive business and find new accounts to secure with your senior sales knowledge. This role has aspects of sales and account management activity to provide you with the right ingredients for a diverse role. With your focused approach you will be a dedicated hunter who relishes the chance to achieve targets, as well as fostering fruitful relationships for retention. This large organization can offer long term career excitement.

HOT TO TROT IN ACCOUNT MANAGEMENT

CORPORATE TRAVEL ACCOUNT MANAGER

BRISBANE - SALARY PACKAGE \$80k +

Make a real impact on client activity and generate the best relationships possible with your client portfolio. Our client is looking for an experienced and dedicated account manager who knows the ropes. With your strong communication skills and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression to retain clients for the future.

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Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

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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.

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



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 per person
twin share*

Inclusions:

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would like to invite you to our exclusive preview screenings of...

"The Art of Love"

...in **Sydney** & **Melbourne**, which will form part of the upcoming *Alliance Francaise French Film Festival*

Both screenings will feature a Cocktail Party from 5.30pm, where a selection of canapés and beverages will be served. All guests will receive a gift bag and lucky door prizes are also on offer.

Film commences at 7pm sharp

SYDNEY

Tuesday 28 February
at the Chauvel Cinema,
Cnr Oxford St & Oatley Rd,
Paddington

RSVP essential to:
rsvp@frenchtravel.com.au
by Friday 24 February

MELBOURNE

Wednesday 29th February
at the Palace Cinema Como
Cnr Toorak Rd & Chapel St,
South Yarra

RSVP essential to:
jhalliday@railplus.com.au
by Friday 24 February

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