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This month we look at creating sustainable & responsible travel for all



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Travel Daily

First with the news

Monday 27th February 2012

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CTM raises \$7m in capital

A NUMBER of founding shareholders in listed TMC Corporate Travel Management have sold down their holdings in an institutional placement which has raised \$7m for future expansion of the company.

MD Jamie Pherous did not participate in the sale, which saw "a small number of CTM's senior executive team" raise about \$3m collectively by selling 1.4 million shares at \$2.15 apiece.

Pherous said that the new capital would further strengthen CTM's balance sheet as well as positioning it for future acquisition activity.

"CTM's proven acquisition methodology not only allows us to identify compelling business synergies, but also provides an

assessment of the operation and identifies ways in which CTM can most effectively add value to the acquired business," he added.

Since listing CTM has settled the acquisition of Travelcorp and more recently etm, and Pherous said that along with organic growth and client retention "acquisitions remain a key value driver of our business".

He said that client needs were directly relevant to the types of deals under consideration, with many clients demanding "cross border travel solutions":

Peregrine Reserve

PEREGRINE Adventures has today officially launched a new upmarket program which sees the experiential specialist target a whole new market.

Dubbed 'Peregrine Reserve,' the program features 21 itineraries which can be offered as either small group trips (maximum of 12) or private journeys.

For more information see page three as well as the special front full page of today's *Travel Daily*.

Eight pages of news

Travel Daily today has eight pages of news and photos, a front full page for **Peregrine** plus full pages from: ([click](#))

- AA Appointments
- inPlace Recruitment jobs
- QF Grand Prix incentive

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Monday 27th February 2012

NOU Cultures

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Sign up for NRL tips

THIS Thu sees the launch of the 2012 rugby league season and the start of **TD's** annual travel industry footy tipping comp.

This year's grand prize is a trip for two to Dubai with Emirates & accom thanks to Holiday Inn - register at nrl.traveldaily.com.au.

Two new Boeings for Cathay

CATHAY Pacific says the delivery of its latest 777-300ER aircraft in Seattle on the weekend marks a new era for the carrier, with the plane including CX's first ever premium economy cabin (**TD** 15 Oct) as well as a completely revamped economy cabin.

It was a big day for Boeing too, with CX also taking delivery of its fifth 747-800 freighter in a double ceremony at the manufacturer's huge Everett facility (see page 8).

CX chief operating officer, Ivan Chu, said the product offered a "whole new level of comfort to the flying public" with the rapid rollout of the revamp set to see 45 aircraft reconfigured by Dec 31 and 87 by the end of 2013.

The landmark 25th 777-300ER delivery for Cathay means it now has the first aircraft to have the latest product in business, premium economy and economy cabins.

Travel Daily was fortunate enough to be on yesterday's

delivery flight, but details of the premium economy cabin are embargoed at this stage so you'll have to see tomorrow's issue for more info.

But suffice it to say that it will give other carriers offering premium economy a run for their money, with Chu telling **Travel Daily** that more than 1000 seats were sold in the first few days, without any promotion whatsoever.

Jet Airways Jetstar

A **NEW** interline agreement between Jetstar and India's Jet Airways (**TD** breaking news Fri) is set to significantly simplify travel to Australia and the Pacific for Indian passengers.

The deal will see Jet Airways customers able to book a single combined itinerary, with Jetstar honouring baggage allowances and in-flight product offerings.

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Travel Daily

First with the news

Monday 27th February 2012



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Peregrine heads upmarket

GLENYCE

Johnson, md of Peregrine Adventures, just can't wipe the smile off her face.

She's pictured at right a day after launching the new Peregrine Reserve program to the company's staff, to a huge response.

The move sees Peregrine offer travellers the opportunity to experience its destinations in the ultimate style, with the philosophy being that guests "don't put their hand in their pocket, lift a finger or carry a bag".

Johnson told **TD** the Reserve brochure had been developed in just four months, based around the most popular Peregrine destinations but offering a 'high touch' experience with boutique



luxury hotels and private guides.

21 trips are on offer ranging from four to 15 days, and Peregrine expects to further expand the range later this year.

"It's a whole new sector for us," Johnson said, with the project strongly encouraged by the new ownership structure under the PEAK Adventure Group.

Peregrine is also expanding around the globe, having reopened its UK office in Oct.

Delta to exit Gatwick

DELTA Air Lines is expected to today announce its withdrawal of operations from London Gatwick after more than 30 years, with GDS displays indicating its Atlanta route has been cancelled effective 17 Apr 2012.

DL has also blacked out inventory for its Miami to London Heathrow route from the same date.

2nd Maldives Centara

CENTARA Hotels & Resorts will open a second property in the Maldives - the Centara Ras Fushi Resort & Spa - later this year.

The adult-focused resort is set on Giraavaru Island in North Male Atoll, 15 mins from Male Int'l Apt.

JAL cheap seat search

JAPAN Airlines has announced modifications to its English website homepage with changes seeing a new 'Lowest Price' search function added based on routing and date of travel entered.



Window Seat

REAL live Angry Birds are set to debut at a theme park in Finland, which has announced the world's first licensed attraction based on the popular mobile device game.

For the uninitiated, Angry Birds is a strangely compelling iPad or iPhone app in which users utilise a virtual catapult to fling a range of different birds at some naughty pigs which have stolen their eggs.

Developed by Rovio Entertainment the game has become a phenomenon, and will now feature in an Angry Birds Land at the Särkänniemi theme park in Tampere, Finland.

It's scheduled to open in time for the summer season on 28 Apr and will feature rides, a "gaming area" plus a 'Magic Place' where visitors can interact with the birds.

empowered

with James Tobin

This month we look at creating sustainable & responsible travel for all



Empower your business today

Watch now

Sabre | Travel Network.

Govt 'Experience Seekers' study

THE Federal govt has teamed with the Queensland and South Australian tourism organisations in releasing recommendations on how regions can more effectively cater for 'experience seekers'.

Experience Seekers differ by age, country of origin and spending power but generally desire mixing with locals and appreciate a range of travel experiences in an area they are visiting.

The Cairns-Townsville & Flinders Ranges Experience Development Strategies pilot studies identified key 'wants' from the market and will be used as templates for other tourist regions to prepare similar strategies.

The study offered dozens of measures that may create greater appeal and be more rewarding for the traveller, Federal Tourism Minister Martin Ferguson said.

"Experience seekers are relatively high earners and spenders, and known opinion

leaders who tended to be at the leading edge of tourism trends and are very influential in creating additional visitations by word-of-mouth recommendation," Ferguson said on Fri.

He said benefits achieved through the studies would reach beyond the tourism industry and the economy.

In the Flinders Ranges the study suggested a multi-day walk, more air tours (like hot-air ballooning and sky-diving) and an Ediacaran fossils experience.

In the Atherton Tablelands it recommended greater interaction with local Indigenous people, culture & history, while in the Daintree Rainforest it proposed a major new 'Rainforest in the Rain' wet season experience.

The strategy was developed as part of the National Long-Term Tourism Strategy, *Tourism 2020*.

The full reports can be found at bit.ly/qldstudy & bit.ly/sastudy.

Christmas Early Birds MNL from \$844

[Click here for more details](#)



New Beijing airport

BEIJING is to begin construction of a third and the world's busiest airport in Daxing this year.

The US\$4.8 billion facility will feature nine runways and be capable of handling over 130 million passengers annually when it's completed in Oct 2017.

The unnamed hub will be about an hour's drive from Beijing's CBD.

TCF agency closures

THE Travel Compensation Fund has advised of the voluntary closure of Premiere Travel of Robina Qld (ABN:46 118 539 870); Goldrush Travel of Kalgoorlie WA (ABN:12 078 694 667) and S P Oceanic of Wentworthville NSW (ABN:25 146 891 849).

787 head role swap

BOEING has announced Larry Loftis as the new head of its 787 Dreamliner program, with former boss Scott Fancher to lead the 777 program & development.

ATEC China workshop

THE Australian Tourism Export Council, South Australian Tourism Commission, PATA and Fastrack Asian Solutions is hosting the first industry focused workshop for SA tourism operators today, designed to equip them with specialist support to handle the burgeoning China travel market.

45 South Australian tourism businesses are attending the event which focuses on Getting Export Ready, Getting Asia Ready and Getting China Ready.

ATEC md Felicia Mariani said the program "critically & objectively" analyses the level of readiness businesses are to handle opportunities from the country's third largest source - China - and other Asian markets.

"If Australia is to maximise the potential of this key market, we must ensure we have the fundamentals right, particularly in the complex areas of distribution and quality service provision," Mariani said.

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Best West Facebook booking integration

BEST Western International has unveiled new booking capabilities enabling customers to make reservations through the social networking platform Facebook.

BW senior vp of marketing and sales Dorothy Dowling said the initiative provides a solution for travellers who are integrating social media into every part of their personal & professional lives.

"It's imperative that we answer the call from our customers to make it easy to research, book and share travel experiences through their preferred channels," Dowling said.

Best Western has about 250,000 Facebook fans & over 4,100 hotels in 100+ countries and territories.

Scout eyes Japan

SINGAPORE Airlines budget offshoot Scout has confirmed on its Facebook page that it intends to add leisure destinations in Japan this year, to compete with the likes of Jetstar and AirAsia X.

The carrier has already named Sydney and the Gold Coast as its first two routes from Singapore.

Scout is expected to be flying to five destinations before year's end, including point/s in China.

Wego growth push

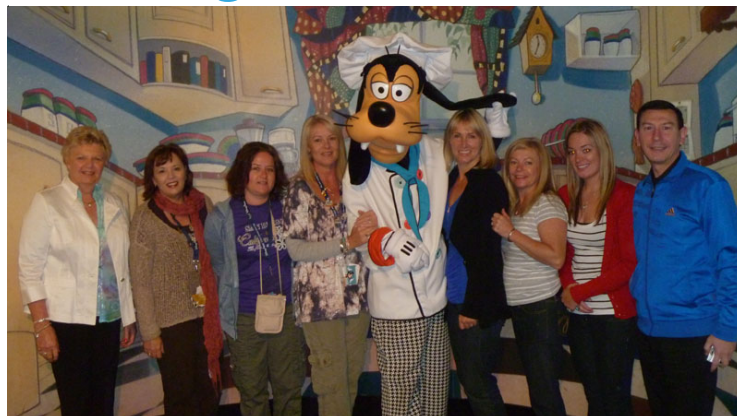
ONLINE travel meta search provider Wego.com is planning major global expansion, with the launch of 34 new country sites in 20 different languages.

AA US fares on sale

AMERICAN Airlines has fares to Los Angeles via Tokyo Narita priced from \$1,477 incl tax ex Sydney for departures til 31 Mar.

Fares to New York and Chicago start at \$1,677 and \$1,727 respectively, if booked by 29 Feb.

Goofing around with TSAX



ABOVE: These Travelscene American Express agents scored themselves a spot on a recent Travelscene American Express Stay Connected fam to Los Angeles.

Pictured here enjoying brekkie at Goofy's Kitchen at Disneyland Anaheim from left are: Lynne Henderson, Linda Hussey, Katy Ozer, Colleen Rice, Goofy, Lindy Dagnall, Donna Head, Lauren Egan and John Borrello.

Floriade last seats

SCENIC Tours says it only has a limited number of seats available on tours incorporating the Netherland's once a decade Floriade festival in 2012.

Three Scenic tours include three nights at Venlo with two full days at Floriade - scenictours.com.au.

Lufthansa Galileo pact

LUFTHANSA and Travelport have signed a new multi-year content deal that will allow Galileo and Worldspan agents access to full published fare content and inventory of the German carrier

New Puka Park gm

ACCOR Vacation Club's Grand Mercure Puka Park Resort in New Zealand has appointed Tim Browne as its new general manager.

"I'm so happy. I can't wait to start. My experience with C&M was the best".
- Nadia, Candidate.

"It's not hard to pick up the phone or drop someone a line to keep them informed and most recruiters don't see this as a priority but you do. It's very refreshing."
- Carlah, Candidate.

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Tuesday 28th February 2012

Location: Westin Sydney - 1 Martin Place Sydney NSW 2000

Time: 4:30pm - 7:30pm - Appointment Only



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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
by Wed 29 February 2012.

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Emirates' fuel surcharge returns

SUSTAINED high fuel prices have seen Emirates reintroduce a fuel surcharge (**TD** breaking news) which will apply to all destinations except New Zealand effective from 01 Mar.

The carrier announced the move late on Fri afternoon - along with fare increases in economy, business and first class.

A fuel surcharge of US\$10 one way will apply for EK flights in economy class from Australia to Asia/Colombo and the Middle East, while the surcharge for Africa/Americas/Europe/South Asian Subcontinent/Indian Ocean flights will be US\$15 one way.

In business class Asia/Colombo/Middle East fares will have a US\$45 one way surcharge, with other destinations having a US\$55 fuel levy.

Fare increases, effective from 07 Mar, will see economy class to most destinations rise by A\$50,

business class up by A\$200 and first class increase by A\$300.

Smaller increases will apply for Asia flights which will rise by A\$30 (economy), A\$150 (business) and A\$250 (first), but New Zealand fares won't rise.

Emirates has not had any fuel surcharges for some time, removing them in May last year when oil prices dropped and stabilised at reasonable levels.

More Hawaii flights

THE Hawaii Tourism Authority is projecting a "significant" growth increase in air seats from the Oceania region in 2012 despite the shutdown of Air Australia.

President & ceo Mike McCartney said this year will see a 21.6% surge in available seats from Australia & NZ, thanks to added capacity from Hawaiian Airlines, Jetstar and Air New Zealand.

Divina countdown

MSC Cruises has entered the 100 day countdown til the hand-over of its newest vessel, MSC Divina, with its 12th ship to be launched in Marseille on 26 May.

Feel like you're on cloud 169 with Hahn Air



Travel Daily has teamed up with Hahn Air this week and is giving three lucky readers the chance to win a cute cloud pendant that shines in Aquamarine Swarovski crystal, valued at \$140 each.

Hahn Air, a leader in the airline distribution industry, operates the industry's major universal e-ticketing platform. More than 250 partner airlines are available for ticketing on insolvency insured e-documents in

any GDS. Over 88,000 travel agencies in more than 190 markets worldwide rely on Hahn Air's products and services.

If you like to benefit from further benefits, register on www.hahnair.com

For your chance to WIN, simply email your answer to the below question by COB on Friday to: hahnaircomp@traveldaily.com.au

In 25 words or less tell us what services Hahn Air provides that makes you feel like you're on cloud 169?



Three most creative entries will win!



BUSINESS DEVELOPMENT MANAGER (Sydney based)

Sunlover Holidays - Australia's leading domestic wholesaler

An amazing opportunity has become available in our Australian Sales team for a dynamic, enthusiastic, sales driven professional wanting to be part of one of the most respected and award winning wholesalers in the travel industry.

Your major responsibilities will include:

- Maintaining and increasing sales for the Sunlover Holidays brand within New South Wales
- Implementing sales plans and strategies
- Developing and enhancing relationships with our retail agency network.
- Identifying new business opportunities
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As the ideal applicant you will have:

- Extensive knowledge of the retail and wholesale travel industry.
- Demonstrated sales and relationship management experience.
- Excellent communication and presentation skills.
- Exceptional customer service ethic.
- A high degree of self-management and self-motivation.
- A sound knowledge of Domestic destinations and products.
- The ability to undertake extensive travel within regional New South Wales.

The successful applicant will enjoy a competitive salary package as well as a fully maintained company car, laptop and mobile phone.

To apply for this fantastic opportunity, email your covering letter and resume, quoting reference number 09/12 to careers@aotgroup.com.au

Applications will close 5pm Monday 05 March 2012

Maldives bonus stays

CONRAD Maldives has released a new Stay 14/Pay 10 deal for guests booking from today, valid for stays through to 11 May 12.

Additional benefits available for stays from May to Oct include a Stay 7/Pay 6 offer, complimentary upgrades to half-board meal plans and return seaplane transfers from Male.

Creative is go in NZ

CREATIVE Holidays has rolled out its 2012 New Zealand program featuring a new range of rail journeys, self-guided itineraries and escorted touring.

VEIC lauds GP talks

THE Victoria Events Council has applauded the state govt's move to enter negotiations to extend the contract to host the Australian Formula 1 Grand Prix.

VEIC chairman Peter Jones said the plan to extend beyond 2015 "will enhance Melbourne's reputation as one of the world's great event cities."

FCL team expands

FLIGHT Centre Limited has announced the appointment of two key roles for its global corporate product team to support increased demand for car hire and accommodation.

Catherine Rankin has assumed the newly created position of product development manager and Julia Chan has been named as corporate finance manager.

Amadeus profit surge

AMADEUS IT Holdings has today reported a 20.7% year on year increase in adjusted profit of €487m (AU\$614m) for the 12 months ending 31 Dec 2011.

Like-for-like revenue grew 5.8% to €2,712 million last year.

NZ Lodge sampler

BLANKET Bay Lodge in Glenorchy near Queenstown NZ is offering a 40% discount on its Autumn Sampler package for stays from March 15 to April 15.

Packages start from NZ\$495 + GST per person per night.

Monday 27th Feb 2012

Hong Kong Air IPO

HONG Kong Airlines chairman has confirmed the carrier is planning an Initial Public Offering to aid its fleet expansion.

Yang Jianhong said the group is aiming to raise around US\$200-US\$300 million through shares.

Makena makeover

MAUI'S Makena Beach & Golf Resort has completed a multi-million dollar refurb in Hawaii - see www.makenaresortmaui.com.

QR to axe Cebu route

QATAR Airways is understood to be considering terminating its thrice weekly Doha-Cebu route because of rising fuel prices and high operating expenses.

The *Manila Bulletin* reported the Cebu route would be axed from 26 Mar this year.

Singita addition

SINGITA Game Reserves are to open a new property in Singita Grumeti Reserves, Tanzania on 15 Jun - the Singita Serengeti House.

The luxury dwelling (previously a managers house) will be able to accommodate up to eight guests in two main house suites and two garden suites.

It features large dining and lounge areas, a decked area with day beds, a 25m swimming pool and tennis courts.

Prices for sole use begin at \$7,500 per night for four guests including all meals, drinks and game drives.

Heathrow rail delays

HEATHROW Express is advising passengers that strike action by the RMT Union will continue to cause disruptions to regular rail services today.

An adjusted schedule was rolled out yesterday morning on the Paddington Station to Heathrow Airport T5 (via Heathrow Central), with trains departing every 30mins until 3pm on Mon.

Production Editor/News Reporter

Would you like to join Australia's favourite travel publications? *Travel Daily* and its associated titles *Cruise Weekly* and *Business Events News* are looking to appoint a Production Editor/News Reporter who will be a key part of our ongoing growth.

We are looking for someone who will enjoy being part of our busy, fun team, working to daily deadlines and continuing our passion to be "first with the news" in travel, cruising and business tourism.

This is a newly created full-time role. The successful applicant will be responsible for the production of our Business Events News title. They will also be required to report on the news for our other titles. You will also be required to represent the company at industry functions and events.

Requirements:

- Excellent written and verbal communication skills.
- Travel industry experience. and/or experience in the MICE industry.
- Ability to work to deadlines, with an eye for detail.
- Friendly, well presented and outgoing.
- Knowledge of desktop publishing would be a distinct advantage.

The position is based in our office in Epping, NSW with an attractive salary package on offer for the right candidate. Previous applicants need not apply.

Applications, which will be treated in strict confidence, should be made in writing to jobs@traveldaily.com.au by Mon 5th March 2011.



Brochures of the Week

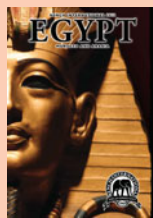
WELCOME to Brochures of the Week, *Travel Daily's* Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to brochures@traveldaily.com.au. And don't forget our FREE brochure listing service at www.traveldaily.com.au/brochures.*



Bunnik Tours Release - India & Sri Lanka 2012/13
Bunnik Tours launched their new dedicated India & Sri Lanka brochure featuring a number of tour itineraries along with a range of extensions which clients can choose to do before or after their tour. The brochure complements the Bunnik Tours 2012-13 annual holiday planner, which features tours to Asia, Europe, the Middle East, Africa and the Americas.



APT - Winter Wonderland 2012
The 2012 brochure features Winter Wonderland itins in Europe and Canada for dates around Christmas and New Year. APT first Europe river cruise itineraries have been released for the festive season to meet with demand. A fly-free to Europe offer is available on select cruises when booked by 30 Apr. The 13 day Winter Wonderland tour is priced from \$5995ppts departing 19 Nov.



Bench International - Egypt 2012
The newly launched Egypt brochure has a wider choice of Nile River cruise vessels and new experiences in Jordan & Morocco. Eight itins involving Nile cruising and a choice of six different vessels inc the *Amarco II* and two masted *Rihana Dahabiya*. New tours include the Historical Jordan tour and Best of Egypt & Jordan.



Territory Discoveries - Northern Territory 2012/13
New operators for the 2012/13 season included helicopter tours operator, Coolibah Air and the Mud Hut Hotel in Coober Pedy for travellers to and from the Red Centre. Other features include an accom comparison grid and an emphasis on interactive social media. Brochures can be downloaded through territorydiscoveries.com or via Brochure Flow.



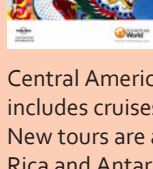
Sno'n'Ski 2012 Ski New Zealand & Sth America
The New Zealand and South America ski wholesaler is offering a number of accommodation, transport, activities, lift, lesson and rental options. Earlybird deals are available for Queenstown, Wanaka, Methven and Mt Ruapehu properties. Brochures are available via TIFS or for further information visit snonski.com.au.



New Horizons Holidays - Thailand 2012
The 2012 Thailand brochure is New Horizons Holidays' most extensive program for the Asian country. Agents can expect to find the booklets in stores now featuring a new look that will "capture the imagination to reflect the travellers' sense of discovery & to inspire through strong imagery". A broader range of hotels and more sightseeing options are offered across the country.



Adventure World - China 2012
This brochure features not only China product but Hong Kong, Macau, Japan, Tibet, Mongolia and Siberia. Brand new Japan product is offered, including cultural tours that take Mt Fuji and Japanese cuisine.



Adventure World - South America
This program delves also into Mexico, Central America and Antarctica. New product offered includes cruises aboard *MY Galapagos Grand Odyssey*. New tours are also available in Ecuador, Chile, Costa Rica and Antarctica. Brochures available through TIFS.



Contiki Aus/NZ brox

CONTIKI has released its 2012/13 Australia & New Zealand brochure featuring tours to Splendour in the Grass and the Autumn/Spring Racing Carnivals.

Good luck to Cathay Pacific



ABOVE: The official handover ceremony for Cathay Pacific's new Boeing 777-300ER and 747-8 Freighter on Sat in Seattle was accompanied by a noisy Chinese dragon, just for luck.

CX chief operating officer Ivan Chu is pictured along with CX cabin crew cutting the red ribbon for the double delivery with Geoff Kiemann, Boeing vice president in charge of Everett Field Operations.

A weekend of launch festivities included a VIP tour of the Boeing factory - including an up-close look at the 777, 747 and 787 assembly lines.



There was also an official 'delivery dinner' in a stunning setting at Seattle's Museum of Flight, and pictured above trying out the cockpit of a fighter plane at the museum during the event is Richiko Olrichs, Cathay Pacific Marketing Communications Manager for Australia.

See our website as well as facebook.com/traveldaily for all the pictures from the Boeing factory tour and the VIP dinner - and check back tomorrow for all the details of the delivery flight including the new Cathay Pacific premium economy product.

AA/GOL slice c'share

VRG Linhas Aereas has advised the US Dept of Transportation that it plans to terminate GOL's codeshare with American Airlines effective 13 Aug 2012.

LCC commission from Expedia

EXPEDIA'S Travel Agent Affiliate Program is set to expand its range of low-cost carriers, with agent commission payable on these airlines when booking packages with Expedia land content.

Local Expedia TAAP chief Stuart Udy said Expedia has negotiated access to exclusive rates with carriers such as AirAsia, with commission also payable on Jetstar and Virgin internet fares.

Udy said that Expedia TAAP will celebrate its second birthday in Australia and NZ next month, with more than 2000 agencies across the region now participating in the scheme, and a

further 70 added each month.

The new agent package push coincides with a major new TV campaign launched by Expedia onto Australian screens last night - see traveldaily.com.au/videos.

Daisy goes Global

DAISY Melwani has been appointed as 'Digital Media Manager' for Global Publishing, which produces popular consumer magazines *Vacations & Travel* and *Golf Vacations*.

She moves to Global Publishing after eight years with Agent Support Systems.

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.

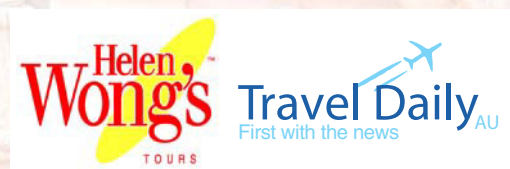


Q.19: In and around which city am I?
"The horse and cart ride to Myanmar's Thatbyinnyu temple is an exciting way to enjoy this area famous for its pagodas on the edge of the Irrawaddy River."

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.
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HOT JOBS AVAILABLE NOW FOR TALENTED EXECUTIVES

YOUR VISION FOR THE FUTURE IS REGIONAL 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.

SYSTEM ADVANCEMENT PROJECT SYSTEMS PROJECT ANALYST

BRISBANE - SALARY PACKAGE \$80K - \$90K

Be involved in the nitty gritty of this new internal system advancement project. You will need to possess strong travel industry knowledge especially within reservations booking systems. Effective communication, analysis skills and strategic planning will be required along with your ability to run group meetings. Previous involvement in a system change or enhancement within a large business is required for this role.

SHIFT YOUR CAREER INTO OVERDRIVE CORPORATE TRAVEL BUSINESS DEVELOPMENT

BRISBANE - SALARY PACKAGE OTE \$70k - \$90k ++

Here is an exciting opportunity for an experienced travel sales person to shift their career into overdrive. Develop and manage a sales pipeline; sourcing, qualifying and converting prospects into new accounts for this outstanding operator today. Map out your travel career to move forward and provide you with scope for development. A rewarding commission structure is set for you to earn.

THE ULTIMATE TRAVEL DESTINATION 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 a busy schedule.

WORK / LIFE BALANCE IS NO LONGER A DREAM 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. Mon-Fri 38hr week!!

NO BETTER MARKETING OPPORTUNITY MARKETING ASSISTANT

SYDNEY – SALARY PACKAGE TO \$60K

If you have 2-3 years experience in travel 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.

UP FOR A NEW CHALLENGE?

SALES EXECUTIVE – VIC MARKET LEISURE

MELBOURNE - SALARY PACKAGE \$65K + CAR + BONUS

This brand new role has just hit the VIC market and requires the skills of an experienced sales executive with connections in the VIC retail travel market. The right candidate will have in-depth personal travel to various parts of the world, with Europe & North America being an advantage. You must be a strong presenter and love working in a busy sales role that at times will be challenging and take you away from home.

NATIONAL ROLE WITH THE COMFORTS OF HOME NATIONAL BDM – NEW BUSINESS

SYDNEY – SALARY PACKAGE \$60K + INCENTIVES

This newly created role is available now based in the beautiful city offices of this well-established and popular travel wholesaler. With a blank canvass to work with, you will create new opportunities for business across the country, form new alliances and grow sales in a B2B focus. You'll be energetic, excited by creating something new, and motivated by achieving targets, which will be highly incentivized.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
Ph: 03 9670 2577

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

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



New Travel Job Vacancies - 27 February 2012

Follow us on Twitter 

Join us on LinkedIn 

Reservations Consultant - Melbourne

- ▶ **Tours that will blow your mind!**
- ▶ African & South American destinations
- ▶ 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.

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

High-end Retail Consultant - Canberra

- ▶ **Full time or part time, what suits you?**
- ▶ Long established, highly regarded agency
- ▶ Salary to \$50K + super + excellent commission OTE

Lovely street frontage agency with both car parking and public transport right at your door. In this role you will enjoy a strong repeat clientele and work with a passionate and friendly team.

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

Domestic Corporate - Brisbane

- ▶ **Global award winning corporate TMC**
- ▶ CBD Brisbane, close to the heartbeat
- ▶ Salary to \$45K + super DOE

Join a vibrant and fun team servicing quality accounts. Career development, ongoing training & support. Move from retail travel or have prior domestic corporate experience. Galileo pref.

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

Multi-skilled Corporate Travel Consultant

- ▶ **Stunning swish, beautifully restored offices**
- ▶ Prestigious high end client base, VIP accounts
- ▶ Salary up to \$60K!!!

This corporate travel agency will pay you what you're worth! 50/50 split of domestic and international bookings. Fantastic clients, dynamic agency located in Sydney's famous 'Rocks' area.

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

Administration/Accounts Assistant

- ▶ **Leading Ski Wholesaler**
- ▶ Small admin team, working closely with the Accountant
- ▶ Salary up to \$50K + super, Sydney

Join one of Australia's leading ski holiday resort specialists who have grown their business significantly over the past year. A keen eye for details & good time management will see you excel.

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

Ben's Top Job

Technical Account Coordinator - Perth



Ben Carnegie

- ▶ Not your average Account Manager
- ▶ Global Travel Tech company
- ▶ Salary from \$60K + super + bonus

Do you have a passion for technology? Do you also enjoy managing client relationships? This is a role that combines the two. An opportunity that does not come around every day and it has been many years since it has been on the market.

This role offers a great work environment within a small and supportive team. You will require the ability to work autonomously servicing clients in the retail and corporate travel industry (SME market) whilst also maintaining internal system requirements. You will require a high level of technical ability so knowledge of networking and servers is essential.

Offices are located in East Perth. This position is seeking an immediate start. Get your applications in today!

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

Retail Travel Manager - to \$70K

- ▶ **Salary to \$70K DOE**
- ▶ Sydney Eastern Suburbs location
- ▶ Lovely modern offices

Sick of unattainable set targets? This is a business that really believes in their service, products and staff. You will work with a small team, providing support & development where needed.

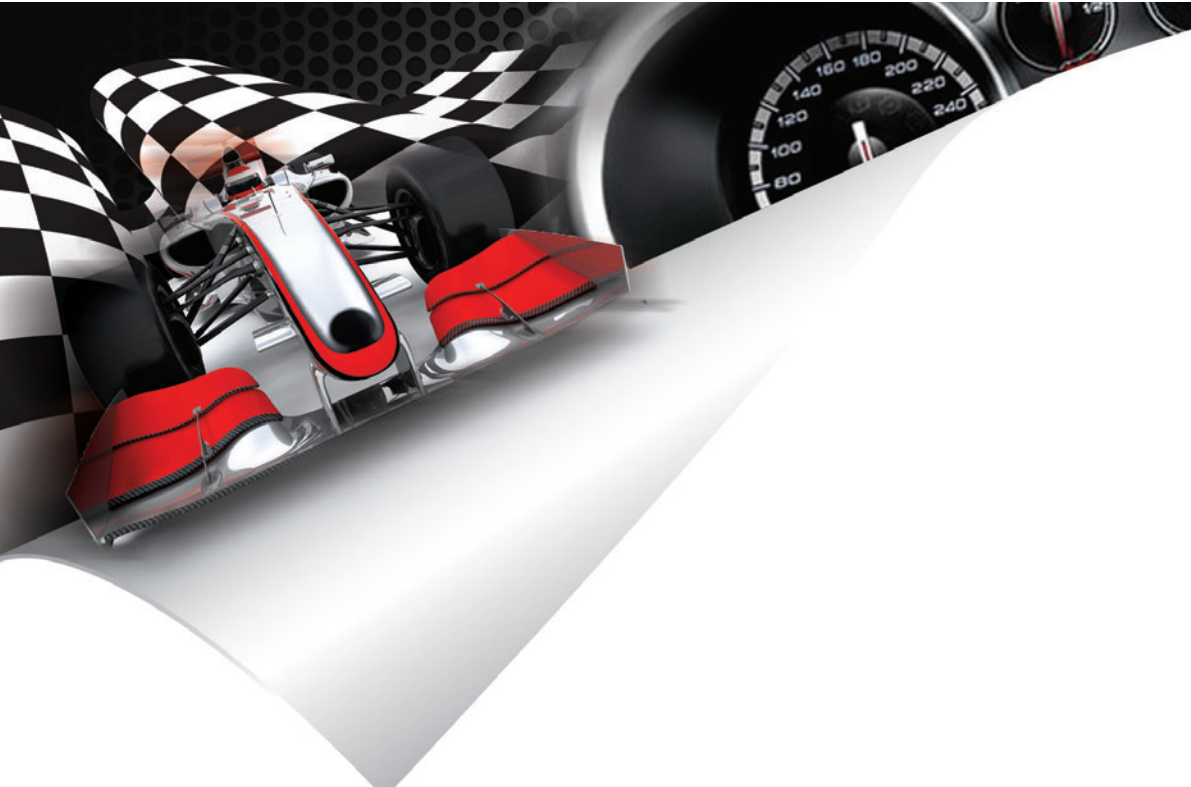
Call or email **Kelly Wellmore** for more details

South Pacific Specialist - West Sydney

- ▶ **Homebush location, no more commuting to the city!**
- ▶ Parking onsite, shops nearby, what more could you need?
- ▶ From \$45K base + easily achievable uncapped commission

You will be responsible for dealing with enquiries over the phone and online. Book full packages and look after your clients from beginning to end with a full circle of first class service.

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



Quikfares

Quickticket



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

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

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

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

Grand Prizes

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

2nd Prizes

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

Other prizes

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

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

Agency Name _____

Ticket Numbers _____

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

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

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