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Travel Daily

First with the news

Monday 16th January 2012

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Contact **Sally Frappe** at TMS Asia Pacific
T: 0422 621 029 or E: sally@tmsap.com

BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN

QF A380 hit by truck

AN AIRPORT cargo vehicle hit the engine cowling on one of Qantas' A380s in London on Sat.

The aircraft was scheduled to operate QF32 from London to Singapore and Sydney, with a replacement provided and the service leaving four hours late.

A spokesperson said the aircraft would return to service later this week after repairs, with no impact on the launch of QF A380 services to Hong Kong (see p4).

China Southern kks London

CHINA Southern Airlines has been granted three weekly London Heathrow slot pairs, and is set to commence operation on what it's calling the "Canton Route" to London and Europe from Australia (**TD** 19 Sep).

The move was announced on Saturday night at the Sydney Festival (co-sponsored by CZ) by the airline's Executive Vice President He Zongkai who said he hoped the new air link would become as successful as the Kangaroo Route as a way for Aussies to travel to the UK.

Mr He said CZ's services ex-SYD, MEL, BNE and PER will connect with the new destination.

"It will be faster and cheaper to fly with us to London," he said in an exclusive interview with **TD**.

"In addition, we will increase flight frequencies on our Guangzhou-Paris and Guangzhou-

Amsterdam services to make Guangzhou an ideal transfer hub between Australia and Europe."

Mr He, who is leading a high-powered CZ delegation, took to the stage in the Domain to tell thousands of Festival-goers that he saw its support for the annual event as an important way to strengthen relations with NSW and to showcase his airline to the Australian people.

China Southern had special tents set up with staff handing our brochures and CZ logo caps which were eagerly snapped up.

Mr He said CZ has operated into Australia for more than 10 years with 35 weekly round-trip flights from Guangzhou "and we expect that by the end of 2015 we will operate more than 110 weekly services to Australia".

Shortly the CZ delegation in Sydney will be joined by the carrier's President and CEO, Mr Tan Wangeng.

Today **Travel Daily TV** is showcasing an exclusive new video highlighting Guangzhou and China Southern - click on the logo or see traveldaily.com.au/videos.

Eight pages of news

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

- AA Appointments

Fiji Summer Sale

Fiji packages on sale now as seen on television!

Book your client's holiday to Fiji with one of these great exclusive deals and earn 1,000 extra bonus Trip points.



Holidays qantasholidays.com.au/agents



1,000 points*

More DJ A330 flights

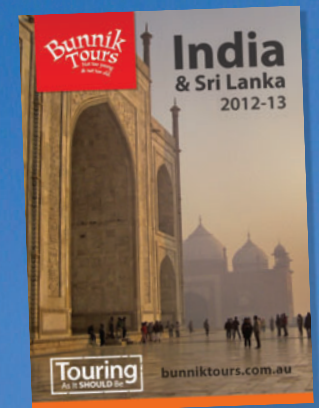
VIRGIN Australia this morning announced wide-body A330 domestic services from Melbourne (**TD** breaking news), with operations to both Perth and Sydney to commence in May once the carrier takes delivery of the new aircraft.

The MEL-PER flights will operate double daily, along with a morning peak return A330 flight to SYD and fares leading in at \$99 to Sydney and \$195 to Perth.

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Travel Daily

First with the news

Monday 16th January 2012

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Aus SAA head departs

LONG time South African Airways Head of Australasia, Thevan Krishna, has today formally announced that he's retiring from the carrier.

Krishna, who's been with SAA since 1977 and the carrier's local chief since 2004, has presided over a range of key local activity including supporting the Football World Cup in 2010 and hosting both Australian and South African sporting teams in a range of cricket, rugby and other pursuits.

He'll be replaced by Tim Clyde-Smith, who was most recently based in Dubai with Emirates and has been appointed following an international search.

Clyde-Smith will move to Sydney in Apr to take up his new role, with SAA Regional General Manager Asia Pacific, Gcobani Mangcotywa, saying Krishna's "deep experience and local market insights have meant that our operations out of Perth are "one of our most successful global routes".

Until Clyde-Smith takes up his new role, SAA regional finance manager Chahmiran Ertas will act in the position.

Travel Corp cross-brand trip

THE Travel Corporation has launched an aggressive new agent incentive, with the promotion including the company's first ever multi-brand mega-familiarisation.

Consultants will have the opportunity to experience Insight, Trafalgar, Contiki and Creative Holidays product in a single educational.

The trip will see 100 lucky agents from across Australia travel to the USA in Mar, with weekly winners who will receive return economy Virgin Australia flights plus 10 days of touring.

Participants will take part in a "memorable Contiki, Trafalgar or Insight Vacations West Coast USA experience," with Creative Holidays providing pre and post

tour arrangements.

Consultants can enter by booking any holiday product from one of the four brands (to any destination) between today and 29 Feb - and if land is combined with a Virgin Australia airfare the agent gets two entries.

The trip will take in a range of US destinations including Los Angeles, San Francisco and Las Vegas; for more information see the flyer at bit.ly/ttcmegafamil.

Avalon christenings

AVALON Waterways will hold a double christening for its 12th & 13th river cruise vessels *Avalon Vista* and *Avalon Visionary* in May.

The ship's godmothers will be US and Canadian travel industry icons Vanessa Lee and Nicole Mazza, with the growth following last year's *Avalon Panorama* debut.

PAL to NYC in 2012

PHILIPPINE Airlines will begin services to New York City from its hub in Manila in coming months, according to a tweet posted by the airline on Sat.

No specific details about which New York gateway or a start up date have been indicated by PAL.

Paradise Bay admin

ICON Hotels and Resorts Pty Ltd, the operator of Paradise Bay Eco Escape in Qld's Whitsundays, has placed the property into voluntary administration.

Insolvency specialists Levi Consulting took over on 17 Dec and Guy Edwards and Darryl Kirk from PricewaterhouseCoopers were also appointed as receivers and managers on 21 Dec.

At this stage the property will continue to operate during Jan and Feb 2012, but an update on the property's website urges guests who made bookings from Mar 2012 onwards to contact their travel agents.

Paradise Bay also promoted offers via group buying website Cudo, and is telling guests with these vouchers they will be contacted directly by Cudo with voucher holders being urged to reschedule holidays to use their vouchers before the resort closes.



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Reporting to the Leisure Sales Manager based in Sydney this position would not only be a source of knowledge to the local travel market but also champion Hamilton Island as the region's premier holiday destination through direct business development and targeted regional marketing campaigns.

To be considered for this position, your key skills and qualifications will include:

- Extensive sales experience in travel, tourism or hospitality
- Recent regional experience would be highly advantageous

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Making Australia a low-carbon destination

To be held on 2 March 2012 in Cairns, the Qantas Sustainable Tourism Summit promises to be a thought-provoking event that addresses the issue of Australian tourism sustainability in a national and global context.

Click through to register for this complimentary summit.



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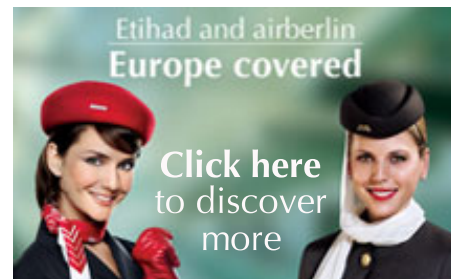
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Travel Daily

First with the news

Monday 16th January 2012



Tourism Aus pushes Only in Australia

TOURISM Australia will go after the affluent international travel market by highlighting "only in Australia" experiences offered through partnerships with airlines, media & key wholesalers in 2012.

Announced on Fri at the annual G'Day USA: Australia Week showcase in America, next month TA will partner with Qantas in a bid to entice US travellers to travel to Australia now and to experience more of the country.

The \$3.2 million second phase of Tourism Australia's *There's Nothing Like Australia* campaign

will promote the Ultimate Aussie AirPass, which includes roundtrip international airfares and three domestic flights, priced from US\$1,599.

The event has also seen Qantas offering US travellers one-way fares from Los Angeles to either Sydney, Melbourne or Brisbane priced from US\$549 each way (based on a round-trip journey), with a free bonus stopover in NZ.

New Tauck brochure

TAUCK has released its 2012 Yellow Roads of Europe brochure featuring a collection of the tour operator's top year-round European itineraries.

Tours include The Art of Living: Barcelona to Paris; Classic Italy and Italian Lakes, Venice, Florence & Rome - call 1300 950 622.

Ibis French addition

THE Grenoble Sud Seyssins is the first Ibis budget property to open in France offering 83 rooms, equipped with touch reading and mirror lights and flat screen TVs.



TRAVEL TECHNOLOGY MANAGER REQUIRED

Pinpoint Travel Group proudly operates Singapore Airlines Holidays, United Vacations, Freestyle Holidays and Rosie Holidays, and provides travel services to a number of high profile "closed-groups". Pinpoint Travel Group is part of Pinpoint Pty Ltd, an Australasian leader in marketing and loyalty.

We are currently seeking a Travel Technology Manager to provide direction, co-ordination and support for B2C and B2B business solutions across a number of system platforms for Wholesale and Retail Travel.

The role includes documenting business requirements, liaising with 3rd party developers and designers, and interfacing with other departments of the business. This role manages the travel support helpdesk, recommends travel automation architecture improvements, builds the business requirements, manages projects, works closely with support divisions and manages a Travel Technology Analyst to support these tasks.

- Experience with Calypso and Amadeus highly regarded.
- Based in Rozelle, Sydney, NSW.

For a full job description, please contact Alison Powers via email: alison.powers@au.pinpoint.biz

Applications are due by Friday 20 January 2012

Please send a cover letter and resume with your application.

No agencies please.

Markets to struggle

FEDERAL Tourism Minister Martin Ferguson has highlighted robust increases in arrivals from China and a growing demand for business travel as "big positives" for 2011, following the release of the latest arrivals & departures data for Nov (**TD** Thu).

The figures showed a downturn in arrivals to Australia from key source markets such as the UK and Europe, a trend the Minister believes will not end anytime in the near future.

"Weak economic conditions in North America and Europe can be expected to continue to impact on arrivals from these markets in 2012," Ferguson said in a release on Fri afternoon.

The Minister added that Qantas' fleet wide grounding in late Oct had a "minor" impact on stats.

Record EY pax stats

ETIHAD Airways has reported carrying a record 8.29 million pax in 2011, a 17% year on year jump in movements.

President & ceo James Hogan said achieving the result during turbulent times due to "economic doldrums" and high oil prices "is a testament to our emergence as a formidable force in the international aviation arena."

Bangkok was EY's busiest route with 500,589 pax, followed by London Heathrow and Manila, while Sydney was the Abu Dhabi-based carrier's 5th most popular route, up 5% to 269,185.

Bangkok Airways boost

BANGKOK Airways is set to launch new daily flights between Koh Samui and Kuala Lumpur.

The A319 services will commence 31 Mar, and on the same day Bangkok Airways will also increase its Koh Samui-Hong Kong flights to ten per week.



Window Seat

TRAVELODGE in the UK has published a list of the most bizarre items left behind by guests, with the oddest including a live hamster, a case of 100 Duchess of Cambridge masks and even an entire "Santa's grotto".

Items also included an 18-month-old baby boy, who was accidentally left behind after his parents each thought the other had put him in their car seat as they rushed to a wedding.

A HAMBURGER chain in the USA is taking disability access to extremes, releasing new "braille" hamburgers which spell out messages in sesame seeds.

The Wimpy fast food eatery has created 15 of the special hamburgers with the aim of highlighting a new menu for blind customers.

A video marketing the menu shows chefs carefully arranging the seeds on each bun to spell out messages such as "100% real beef burger made for you".

Travel Consultant & Leadership Opportunities

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Intrepid My Adventure Store is a unique place to work. Your ideas will be heard, your dedication noticed, and your love of the world at large nurtured. Currently, we are on the look out for extraordinary Adventure Specialists to join our stores throughout Newtown, Paddington & CBD on a full time basis.

We are a highly performing sales business that leads with service and treats our customer as No.1 everytime. If you're a dedicated 'go getter', with drive, determination and focus, then this could be the next step in your career.

In return, you will be rewarded with a competitive, performance based salary, global career opportunities and a range of fantastic benefits!

<http://applynow.com.au/jobF148373>

SAA serves it up in Sydney



SOUTH African Airways has hosted a range of its industry partners at the Sydney International tennis over the last week, with the carrier being a major sponsor of the event.

On Sat night SAA's guests enjoyed a convivial evening in the VIP tent, able to shelter from the rain which eventually saw the mens' final called off.

Guests on Sat included key SAA

contacts including Consolidated Travel and The Walshe Group, as well as (above) Harvey World Travel md David Rivers and South African Tourism head Lalie Ngozi, who are pictured at the event with outgoing SAA head of Australasia, Thevan Krishna.

When the match was eventually played yesterday morning Krishna presented the winner with round the world Business class tickets.

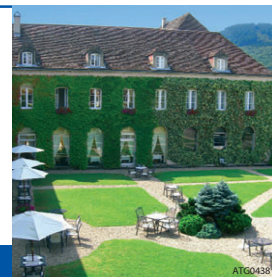
Smaller Group Sizes

Our smaller group sizes allow us to stay in smaller, boutique style hotels. What would you prefer to stay in - a superb ancient castle or a modern glass and concrete box?

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QF A380s start HKG

QANTAS has this past weekend commenced four times weekly Airbus A380 services from Sydney to Hong Kong, the carrier's fourth superjumbo destination.

The aircraft switch adds an extra 20,000 seats per annum and First Class suites to Hong Kong.

The superjumbo flights depart Sydney on Thu, Fri, Sat and Sun.

SOH Mandarin tours

SYDNEY Opera House is offering additional Mandarin tours of the Australian landmark to cater for increased demand during the Chinese New Year period.

The 30-minute tours are priced at \$24pp available from 9am-5pm.

US air ticket sales soar

AIRLINE travel agent ticket sales in the United States increased by 6.1% year on year in 2011 to a record US\$82.1 billion, a figure 25% higher than the year prior.

Free hotel wifi a must

HOTEL guests have voted enmasse for free in-room wifi as the most crucial amenity when selecting an accommodation provider, according to results from a new Hotels.com survey.

38% of travellers said free wifi played a part in their decision on selecting which hotel to book, while 31% of those polled said they wished it would become a standard in all hotels this year.

The survey also identified iPads as hotel guest's favourite in-room amenity, followed by air purifiers/humidifiers, high-end coffee makers, iPod docks, massage chairs, video game units, universal remotes and workout equipment.

Meanwhile, 14% of guests admitted to stealing linen/towels and 12% stole magazines/books.

Another 737 for Virgin

BOEING last week confirmed taking an order for another 737 aircraft from Virgin Australia.

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As always, our domestic fleet has Australia covered. Our partners Etihad Airways, Singapore Airlines, Air New Zealand and Delta Air Lines are continuing our service to over 400 destinations* across the globe.

We've also created an all-new Velocity Frequent Flyer program, to recognise and reward your customers travel around the world.

For more information contact your Account Manager.

*Combined Alliance and partner airlines network services.

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New tours Beyond

BEYOND Travel has linked its Turkey and Greece tours into its 2012 Croatia brochure offering an expanded product range with more cruise options, tours, sight-seeing and suggested itineraries.

There's also an increased special journeys, walking & gastronomic tours, along with a new 'Tailor-Made Tours' section, which is designed to help agents customise trips for their clients.

New accommodation options are available in mainland Greece, Croatia and Istanbul.

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

Air Calin Nou Year sale

AIR Calin began its Nou Year Sale over the weekend offering 25% off fares to Noumea, now priced from \$422 ex BNE, valid when travelling before 30 Jun, on sale until 05 Feb.

Other departure cities include Sydney priced from \$445 with Virgin Australia connect fares used ex MEL (\$662); ADL (\$703); and CBR (\$640).

Insight Tattoo tours

INSIGHT Vacations has launched its four-day Gems of Britain & Edinburgh Tattoo trip, departing London on 06 & 13 Aug 2012.

The \$1,050ppts itinerary includes guaranteed First Class seats to the 62nd Royal Edinburgh Military Tattoo, along with touring through Cambridge, Edinburgh Castle, Holroodhouse Palace and the Royal Mile.

Each tour group is capped at 40 pax - insightvacations.com.

Peach adds 5 routes

ALL Nippon Airways' soon to launch low cost subsidiary Peach Aviation is adding five new routes to its planned network.

Services include domestic services between Osaka Kansai and Nagasaki, Kagoshima and Okinawa, and international links to Hong Kong and Taipei.

Costa Concordia goes under



CARNIVAL Corporation, the parent firm of Costa Cruises, says it will commit its full resources to provide assistance to ensure all passengers and crew who were aboard the ill-fated megaliner *Costa Concordia* which hit a rock and capsized off the Italian coast on Sat night are "looked after".

Costa Concordia was two hours into a Mediterranean cruise from Rome (Civitavecchia) when the ship's hull was pierced by the rock (pictured below) and became embedded off the coast of Isola del Giglio, causing it to "list severely", Carnival said.

A decision to abandon the ship which had 3,200 passengers and 1,000 crew onboard, and deploy the lifeboats was made after

10:00pm local time.

Five pax aboard *Concordia* lost their lives in the incident, with a further 15 still missing.

Reports from the UK's *Daily Mail* are suggesting that the captain of the ship was delivering a 'salute' to a friend on shore at the time of the disaster.

Captain Francesco Schettino and first officer Ciro Ambrosio were both arrested and taken into custody by Italian police.



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With fares at \$1340, it's time to fly Executive Class.

We invite passengers to experience the best of our premium fleet with an exclusive offer to fly Executive Class. Between the 9th January to 31st March 2012, travel from Sydney and Melbourne to Indonesia starting at \$1340 pp return, including taxes.

Experience the real Indonesia, where the comfort of Executive Class travel combines with our revitalised fleet to create the Garuda Indonesia Experience.

For further information contact Garuda Indonesia on 1300 365 331 or click here for more offers.



Garuda Indonesia 

Norfolk Air reservation change policy

NORFOLK Air has released a process that needs to be followed to change or apply for a refund for tickets to the island following its decision to cease flights from the route, effective 26 Feb.

Passengers holding N5 tickets ex Brisbane and Sydney can be booked on an Air New Zealand flight with the new booking being made on the closest day of travel available based on the original booking date.

If the dates do not suit the passenger, changes without penalty and/or a full refund will

Alaska 2012 Air Pass

ALASKA Airlines has launched its 2012 Air Pass offering more than 90 destinations throughout the US, Canada and Mexico using both AS and Horizon Air services. Valid for travel until 31 Dec, flights are priced from US\$129 plus taxes per sector during low season (31 May to 01 Sep).

Fares can be purchased through GDS or on 1300 304 135.

TCF reinstatement

THE Travel Compensation Fund has reinstated the participation of World Travel Hub of Harris Park NSW (ABN:91 654 547 598) into the fund, effective immediately.

be available via Air NZ up to and including 31 Jan.

Pax booked from Newcastle and Melbourne will be refunded.

Economy passengers will be entitled to the 'Seat plus bag' product, while Premium Economy passengers will be upgraded to the 'Works Deluxe' option.

Unticketed and Group bookings still in the N5 system will be auto cancelled after 26 Feb.

Peppers Yoga retreats

PEPPERS Anchorage, Port Stephens is running a yoga retreat on 23-25 Mar and 17-19 Aug priced from \$536ppts which includes six yoga classes - email katie.nicholas@peppers.com.au.

Space Hotel opens

THE Space Hotel has opened in the former Vic Hall in Melbourne, after a three year transformation.

The property offers 128 rooms, entertainment precincts, internet cafe, communal kitchen, dining room, gym and laundry.

Record year for SLH

SMALL Luxury Hotels of the World witnessed a 23% increase in reservation revenue to US\$96.3 million for the year ending Dec 2011, compared to the year prior.

Web bookings through slh.com surged 71% during the year, to now account for 20% of the firm's business, while its guest loyalty program, The Club, saw a 144% leap in members to 144,000.

Website visits rose 24% year on year to about 8,500 per day.

CEO Paul Kerr decried the luxury hotel market as "fairly resilient in the uncertain times" but has been helped by strengthening emerging markets.

"We do however need to be prepared as markets shift further in order to respond to the ever changing patterns of customer behaviour," Kerr said.

Volaris finalises order

MEXICAN budget airline Volaris has signed off on the largest ever commercial aircraft order by a Mexican carrier with Airbus for 44 A320 aircraft.

Worth a list price of US\$3.7 billion, the order is comprised of 30 A320neo and 14 A320 aircraft.

The order will more than double the airline's current fleet.

WIN A SAMSUNG GALAXY FIT



This week, **TD** is giving one lucky reader the

chance to win a Samsung Galaxy Fit mobile phone, valued at \$310, courtesy of **Sun Island Tours**.

Sun Island Tours offers a specialised range of destinations including, Greece, Turkey, Cyprus, Italy, France, Malta, Spain, Croatia, Slovenia, Portugal, Egypt, Jordan, Israel, Lebanon, Syria, Oman, Dubai, Abu Dhabi and Mediterranean Cruising.

Sun Island Tours is the experts, with a smile!

All you need to do to be in the running to win this great phone, is to email your answer to the below question by COB on Fri to: sunisland@traveldaily.com.au

In 50 words or less tell us why would you like to go on a "Sun Island Dream" Greek island hopping tour



JOURNALIST

Would you like to join Australia's favourite travel publications? *Travel Daily* and its associated titles *Cruise Weekly* and the new *Business Events News* are looking to appoint a journalist 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 also with our soon-to-launch new business tourism title .

This is a newly created full-time role in which the successful applicant will work with our existing editorial staff to produce the newsletters each day. You will also be required to represent the company at industry functions and events.

Requirements:

- Excellent written and verbal communication skills.
- Travel industry experience.
- Ability to work to deadlines, with an eye for detail.
- Friendly, well presented and outgoing.
- Knowledge of desktop publishing would be beneficial.

The position is based in our office in Epping, NSW with an attractive salary package on offer. Join the fun and friendly team at the travel industry's leading stable of publications.

Applications, which will be treated in strict confidence, should be made in writing to jobs@traveldaily.com.au by Mon 16th January 2011.



BUSINESS DEVELOPMENT MANAGER WA

As a leader in its industry Hertz Australia has an enviable reputation for quality and service. An opportunity has arisen for an enthusiastic Business Development Manager to join our Sales team, located at the Hertz Perth Sales Office.

To succeed in this role you will possess previous sales experience, have a focus on providing a high level of customer service and you are results orientated. You will be highly motivated, enthusiastic and have the ability to work autonomously. An understanding of B2B relations and experience in dealing with the mining and travel industries will be highly regarded.

You will be required to prospect and win new business, service an existing portfolio of accounts and promote the range of Hertz products and services.

A high degree of capability with Microsoft Office programs is essential. Knowledge of CRS and on-line booking tools will also be an advantage.

Applications with a cover letter can be forwarded to Martina Jennings, Regional Sales Manager Vic SA WA NT - mjennings@hertz.com

Applications close Monday 23 January 2012

G, what an incentive!

G ADVENTURES has launched an 'Uber Massive Incentive' where travel agents will have the chance to win one of 10 prizes of a tour priced up to \$21,000 when selling tours between now and 30 Jun.

The top three winners over the period will also get the pick of prizes including 'you and nine friends to Africa' and 'you and five friends to Galapagos'.

Seven random winners will also get the chance to take up to nine people on a G Adventures trip.

Pete Rawley, head honcho for Australia/NZ said there hasn't been an incentive like this kind ever offered in the adventure travel space for travel partners before.

"The really cool thing about this is that you can take your friends, family, partners, anyone you like.

"We had a fantastic year in 2011, with record growth here in Australia and New Zealand...so this is just a small token of our appreciation to the many local travel agents who consistently support us", Rawley said.

Discounted car hire

HOLIDAY Autos is reminding agents that its 30% discount on car hire is in its final three days, valid for travel up to 31 Oct.

The discount is being offered on rentals in Spain, Balearics and Canaries today, followed by Italy tomorrow and Cyprus and from Malta on Wed.

New LON outlets

LONDON City Airport has introduced a newly refurbished Tax and Duty Free multi-store and fashion shop that aims to appeal to the business traveller with "more affluent tastes".

Mt Hutt ski getaway

ADVENTURE World has a seven night Mt Hutt family ski package for four, priced at \$2,281 per family for stays 20 Jun-04 Oct, on sale until 04 Feb - 1300 320 795.

JL Business class fire

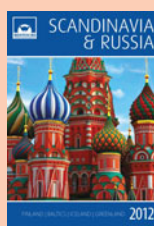
A JAPAN Airlines' Boeing 777 aircraft bound for Sydney was forced to return to Narita airport soon after take off after a cigarette lighter caused a small fire in a Business class seat.

None of the 260 pax and crew were injured in the incident on Sat, but were forced to stay in Japan for the night before flying to Sydney yesterday.



Brochures of the Week

WELCOME to *Brochures of the Week*, **Travel Daily's** Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



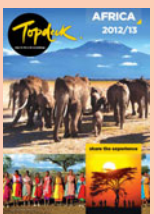
Bentours - Scandinavia and Russia 2012

The 84 page brochure features 58 itineraries across Norway, Sweden, Denmark, Finland, Russia, Ukraine, the Baltics, Iceland and Greenland. More independent tours combining rail and cruise touring have been added including the Scandinavian rail tour with a Russia river cruise and Norwegian rail tour with a Swedish canal cruise. Details at - bentours.com.au.



Qantas Holidays - Thailand 2012

The 116 page brochure offers hotels in Koh Chang, Phuket, Krabi, Koh Lanta, Koh Lak and Koh Samui as well as bonus, values and upgrade offers, sightseeing and extended tour options. Special wedding, golf and spa packages are also highlighted in the 'your style of holiday' section. See - qantas.com.au/qantasholidays/.



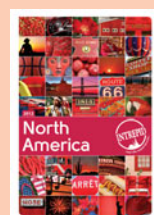
Topdeck - Africa 2012/13

The 18-39yo youth travel brand is branching out with 20 overland trips in Africa for the first time ever. Trips range in length from seven to 58 days and travel through jungles, savannahs and coastlines. A 10% discount is being offered on the trip price when booked and paid six months in advance and 5% for past pax and a group of 4 booking together - topdeck.travel.



The Africa Safari Co - Africa 2012

Celebrating its 15th year of operation The Africa Safari Co has expanded its product to offer more child safaris, fully escorted tours and self drive options. New product also added is two extra Shongololo train routes, Entabeni Safari Conservancy, Black Rhino Camp in Philanesberg National Park and Shumbalala Game lodge. Brochures available through TIFS.



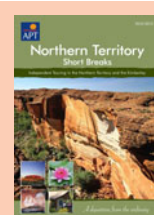
Intrepid - North America 2012

The tour operator has introduced 11 new trips in the United States and Canada. There is something for everyone with itineraries being offered for every budget and style of travel. Other products include overland journeys, self drive and much more. To see detailed information about what is on offer visit intrepidtravel.com.



P&O Cruises - Winter 2011-13

The Winter brochure features itineraries in the Pacific Islands, Australia and New Zealand. The new program has boosted its three night cruises and added four night cruises in 2013. 61 departures and 13 itineraries sail from Brisbane and Sydney between Apr and Sep 2013 and are on sale immediately. Brochures to be in stores mid Feb - pocruises.com.au.



APT - Northern Territory Short Breaks 2012/13

The brochure offers over 100 itineraries ranging in length from half day to 14 days in duration as well as access to APT's five wilderness lodges and cultural experiences through the Djabulukgu Association and Wunan Foundation. The tours offer a choice of accom with up to seven styles and budgets. A 30% discounted on a companion price is being offered on any 2012 APT Red Centre or Top End package of two days or more when booked by 31 Mar. See aptouring.com.au.

SINGAPORE AIRLINES



Marketing Executive - Sydney

An exciting opportunity exists for a highly motivated individual to join the Singapore Airlines marketing team in the position of Marketing Executive.

Applicants for the position should have the following qualifications and attributes:

- Tertiary qualifications within a relevant field
- Knowledge of national retail and corporate travel markets is preferred
- Experience in development and implementation of sales & marketing strategies
- Strong analytical, problem solving and communication skills
- A high level of self-reliance, adaptability and motivation.
- Working experience in sales or marketing, preferably with some people management responsibility.
- Strong interpersonal and negotiation skills
- Ability to work under pressure and to meet deadlines
- Strong organisational and time management skills
- Ability to interact and manage relationships at all levels
- High Standard of personal presentation and professional deportment
- Well developed Microsoft Office skills

Starting Salary is \$57,227 p.a plus super.

To apply please forward your resume to Dale Woodhouse, Manager Passenger Marketing Australia, Singapore Airlines either by email to Maria_Bernardo@singaporeair.com.sg or by mail to Locked Bag A3008, Sydney South NSW 1235

Applications close Monday 23 January 2012

Monday 16th Jan 2012

EY/AB start codeshare

ETIHAD Airlines and airberlin have commenced selling joint codeshare flights following the UAE carrier's success in becoming the largest shareholder in German airline (**TD** 20 Dec).

Ethihad will now place its code on 29 flights a week to Berlin, Dusseldorf, Frankfurt and Munich and ramp up these services to 42 by mid Apr.

The AB code will be added to EY flights from Dusseldorf, Frankfurt and Munich to Abu Dhabi and onwards to Bangkok, Male and Singapore.

Accor meetings brox

ACCOR has debuted its Meetings and Events e-brochure offering users information on 1,700 hotels globally.

The hotels featured list at least one meeting room, and event organisers can select the number of rooms needed, meeting size and location based on interactive maps and meeting room floor plans - see <http://bit.ly/w7rxXu>.

Qatar adding Zagreb

QATAR Airways is to launch services to Croatia from 09 May, with a new connecting service from Doha to Budapest and onto Zagreb using A320 aircraft.

DFAT Nigeria warning

THE Dept of Foreign Affairs & Trade is warning travellers bound for Nigeria of possible terrorist attacks against industrial facilities in the country's north.

The Smartraveller site also says reports suggest terrorists may be planning attacks on soccer viewing centres in Gombe.

MEANWHILE, DFAT is advising of an increased security presence and likely disruption to local transport in Davos, Switzerland from 25 to 29 Jan due to the World Economic Forum.

LATAM synergy

LATIN American carriers LAN Airlines and TAM have revised its synergies for the proposed merger that could increase the newly formed LATAM Group's annual operating income by US\$600m to US\$700m over time.

The increase represents up to 70% growth in the original estimate of the US\$400 million annually it proposed in Aug 2010.

The two carriers expect the merger costs to be incurred throughout 2012.

Novotel appointment

THE Novotel Sydney Manly Pacific has appointed Lindy Andrews as its new director of sales and marketing.

Win A Centara Holiday To Thailand

Throughout January, **Travel Daily** and **Centara Hotels & Resorts** offer you a chance every week to win a fantastic holiday for two at two of Thailand's most popular destinations: Phuket and Krabi.

The prize includes four nights accommodation at the Centara Grand Beach Resort Phuket followed by a three night stay at Centara Anda Dhevi Resort & Spa with daily breakfast, return economy flights for two and relevant transportation. In Phuket, you will also enjoy complimentary one-off entrance to the island's most fantastic water park at Centara Grand West Sands Resort & Villas Phuket.

Every week we offer one prize and to enter the competition, simply answer the question of the week.

(Email your answers to: centaracomp@traveldaily.com.au)

Question of the week

Describe your dream holiday in no more than 30 words



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MQ goes all jet at DFW

AMERICAN Eagle Airlines, the regional affiliate of American Airlines, will commence all jet services from Dallas/Fort Worth Airport, effective 31 Jan.

The move will see the end of MG's ATR turboprop services on 14 routes from the Texan hub.

Wolgan 2 for 1 deal

MEMBERS of Emirates frequent flyer program Skywards are being offered two nights for the price of one when staying at the Blue Mountains Wolgan Valley Resort and Spa before 29 Feb.

For bookings Skyward members need to email the property at reservations@wolganvalley.com and quote booking code SKY50.

1st SkyPoint climbers

THE SkyPoint Climb on the Gold Coast has had its first climbers scale the new attraction over the weekend after officially opening from the Q1 resorts building.

10 people ranging in age from 19-70 years old were the maiden guests to experience the 270m high open air adventure.

Ticket prices for the SkyPoint Climb start at \$89 per adult.

Malaria vaccination

SCIENTISTS from the University of Cambridge have made a breakthrough in how to make the Malaria parasite impotent, but travellers are still being warned that a vaccine for the virus is still a long way off.

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 428, West Ryde, NSW 1685

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

Travel Daily Group:

CRUISE
WEEKLY

Advertising and Marketing: Lisa Martin and Magda Herdzik

Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper

Email: accounts@traveldaily.com.au

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THE YEAR OF THE DRAGON – AMBITION, NEW CHALLENGES, DOMINANCE

LAUNCH YOURSELF INTO THIS GIANT PROJECT BUSINESS IMPROVEMENT SPECIALIST (12 MTH CONTRACT) BRISBANE – SALARY PACKAGE TO \$105k

Here is an opportunity not to miss! These 12 month contract opportunities have the potential to lead into permanent down the track. You will need to possess travel industry experience with strong knowledge of sales distribution models. Your senior attributes will need to include strong negotiation & communication skills, strategic planning and business improvement practices with GDS & Airline knowledge essential.

A FLAIR FOR MAKING THE IMPOSSIBLE POSSIBLE! OPERATIONS MANAGER – CONFERENCE & INCENTIVE MELBOURNE – SALARY PACKAGE \$100k +

This rarely seen opportunity has a focus on driving customer service and unique experiences for their clientele. You will possess a strong background working in the international & domestic conference & incentive market and have the ability to oversee all management responsibilities across the Program team including systems, procedures, workflow and program inception. Put your senior talents to good use here!

THE RIGHT MIX ADDS UP TO A SUPERB ROLE BUSINESS DEVELOPMENT MANAGER – CORPORATE PERTH – SALARY PACKAGE OTE \$90k - \$100k +

This highly sought after TMC is looking to bring a brand new BDM into their WA team. This role has aspects of sales and account management activity to provide you with the right mix for an interesting role. With your focused approach you will be a dedicated hunter who relishes the challenge to achieve targets. Joining this large operator can provide you with great opportunities for further career progression.

THE FINAL INGREDIENT IS YOU! CORPORATE ACCOUNT MANAGER – AIRLINE MELBOURNE – SALARY PACKAGE \$85k + bonus + car allow.

You've always wanted to work with an airline, right? This key role within the Account Management team will be responsible for the day to day management of a portfolio of corporate clients focusing on retention & growth opportunities and maximizing the business through leveraging relationships. You'll have strong communication, presentation and analytical skills and a great can-do attitude.

DOMINATE THE MARKET

SALES EXECUTIVE – GROUP PRODUCT SYDNEY – SALARY PACKAGE \$55k + CAR

Do you have experience in selling group tours to direct markets? This role offers you an interesting product with worldwide group tours to sell. Being in a unique field they require someone who has the ability to drive business in markets outside of the travel industry so experience in diverse markets is an advantage. This role involves working closely with groups directly including travelling with them overseas.

YOUR DESTINY INCLUDES SUCCESS

CORPORATE BDM SYDNEY – SALARY PACKAGE OTE \$100k ++

If you're a true "dragon" that is ambitious, determined, and enjoys flying solo out on the road the numbers are aligned for you to be successful in this role. If you're driven by targets and have a proven track record in corporate B2B sales this corporate agency will give you all of the tools you'll need to be a superstar. Great rewards including a top salary, commissions, benefits, and a fun team environment.

WANT TO BREAK IN TO SALES?

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

Are you a highly motivated Travel Consultant who believes they have the skills and resilience to be successful in Sales? This corporate travel agency is now offering you the opportunity to move to an inside "telesales" role where you will be contacting prospective clients, qualifying leads, and booking meetings for the BDM team. Great training is provided setting you on the right path to a successful sales career.

THINK OUTSIDE THE SQUARE

PRODUCT & MARKETING EXECUTIVE SYDNEY – SALARY PACKAGE TO \$60k

This newly created role sits within a beautiful travel operation working with five-star international product. You will be social media savvy with experience in B2C marketing activities. You'll also have experience with packaging product and product loading with great attention to detail and numeracy skills. Competitor analysis will also be a key part of the role. Think outside the square and make this role your very own.

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

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