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Travel Daily

First with the news

Wednesday 18th January 2012

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Recruitment and HR Solutions



Centara Wk 2 winner

CONGRATULATIONS to Michelle Fitzgibbon from Jamison Travel Gungahlin, ACT who has been chosen as the week 2 winner of our fantastic Centara comp.

Last week entrants were asked to nominate a suitable Valentine's Day slogan for Centara, with Michelle's winning entry:

*If she deserves a tiara,
Take her to Centara!*

She's won a trip to Thailand - for this week's question see **page 7**.

APTMS cruise acquisition

ASIA-PACIFIC Travel Marketing Services has expanded its portfolio this week with the purchase of The Small Ship Adventure Company, as well as sister company Alaska Bound.

APTMS is headed up by well-known industry personality Kylee Kay, who was appointed md of the business just over two years ago (**TD** 09 Dec 2009).

The Small Ship Adventure Company and Alaska Bound were established by Maryann Anderson who went into business in 1999 as Australia's first exclusively Alaska specialist wholesaler.

Anderson will retire from the industry, but her daughter Suzannah Cowley will continue with the company as Sales and Marketing Director.

Kay told **TD** the opportunity arose at the end of 2011 and

after examining the deal it was clear there were significant synergies between the businesses.

"It gives us an entry into Alaska as well as cruising," she said.

"We are very excited about the opportunity to help continue to build the dream that Maryann began in 1999. We feel that we are well placed for greater product offering, equally excellent service and growth in the North American and global arenas with products such as Zegrahm Expeditions and Alaska Dream," Kay added.

The move expands the APTMS portfolio which also includes Alamo Car Rental, Aston Hotels and Resorts, VIA Rail Canada and Indian operator Peirce & Leslie.

Seven pages of news

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

- AA Appointments jobs
- AA Appointments temp jobs
- inPlace Recruitment jobs
- Garuda Visas onboard
- Hayman Island trade deal

Hayman special

TRAVEL Daily today includes a full page flyer promoting the new 'I Heart Hayman' industry special from \$315pp for two nights - details on **last page**.

Thailand Earlybird packages on sale now!

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Book your client's holiday to Thailand early with one of these great deals. Terms and conditions apply. Please refer to trade advice for more details.

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AACB seeks director

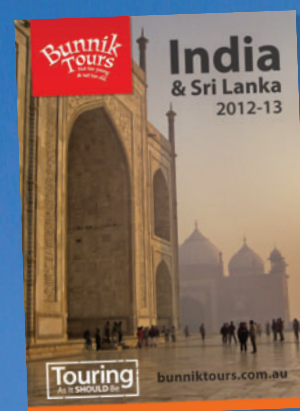
THE Association of Australian Convention Bureaux is seeking a new ceo, after the appointment of incumbent Mike Cannon to head up the Sarawak Convention Bureau from Apr this year.

The AACB is now looking for someone who can manage the "national and collective requirements" of its members which comprise 17 convention bureaux across the country - enquiries 1300 721 572.

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2012 QANTAS
SUSTAINABLE
TOURISM SUMMIT

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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TravelManagers up

TRAVELMANAGERS says it's clearly outperforming the wider travel market, after recording a 49.4% rise in int'l tickets issued for for the year to Jun 2011.

That compared to a rise of just 9.9% in outbound passenger numbers, while the home-based network also reported a 39.4% increase in cruise sales, while commissions rose 44.2%.

Chief executive Joe Araullo said the results show that the TravelManagers business model is "sustaining strong growth" by attracting high-achieving consultants and equipping them with excellent technology and on-the-ground support in each state.

Araullo said TravelManagers was still growing, targeting new members in the NT, Tas and WA.

Virgin rolls out red carpet

VIRGIN Australia has today implemented its new business class product on its Boeing 737 narrow-body domestic fleet nationwide (**TD** 07 Nov).

The move sees the continuation of the carrier's bid to attract more high-yielding passengers to its target base.

"It's all about bringing choice back to the business traveller," Liz Savage, Group Executive of Commercial told **TD** on one of the first flights from Sydney to Brisbane this morning.

She said Virgin Australia business travellers will see a new, contemporary fresh product.

Each aircraft has eight comfortable leather seats in the business class cabin, with a 38" pitch giving passengers great

personal space with a dedicated crew member in the front cabin who will serve a good choice of food and wine on all flights.

"This is all about bringing a new customer to Virgin Australia and getting a share of that lucrative business class passenger and corporate traveller", Savage added.

See tomorrow's issue for an exclusive **Travel Daily TV** video report highlighting the details of the new offering.

New CWT CFO

CARLSON Wagonlit Travel has appointed Bruce Van Der Waag as its new Chief Financial Officer for Australia and New Zealand.

Van Der Waag recently arrived in Australia from the UK where he worked for WH Smith PLC for 14 years in a range of finance roles.

Vacations Middle East

AUSTRALIAN consumer travel publication *Vacations & Travel*, owned by Global Publishing, has announced a new license agreement with a firm called Lulua Publishing House which will see the magazine's content reproduced in Arabic for a Middle Eastern audience.

"This is a significant and extremely exciting development for Global Publishing," said publisher Anthony Gallagher, who said the deal was "the first of many steps we'll be taking to reach new markets in 2012".

Lulua will target the region's upwardly mobile population and has also licenced the ACP title *Good Health*.

T-QUAL gets digital

THE T-QUAL Accreditation program is now been promoted digitally on a number of portals, Tourism Australia has reported.

Websites where the scheme is featured include Lonely Planet, Yahoo! 7 Total Travel and Google, where browsers are directed to the TripAdvisor T-QUAL microsite.

Travelogix offline

WHOLESALE travel software provider Travelogix is set to cease trading, just six months after the business was taken over by PR Software (**TD** 15 Aug 2010).

Travelogix ceo Tom Gleeson has confirmed the move, and the company's website is now offline.

Gleeson was appointed by the company last year to turn it around, but the owners have now decided to close the business.

Formerly known as Travel Who and TWT Technologies, the sale of the operation in Jun came amid disputes between shareholders including Gary Gelenter, David Lanning and former Qantas group gm of sales and distribution, Peter Kelly.

At the time of the sale last year PR Software said the acquisition had put the Travelogix business into a "much better position, with a new focus on growth and profitability."

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Position Vacant Administration & Events Manager

If cruising is your passion and you are looking for a role with enormous variety then this just may be for you. A unique position has become available where you are working for 26 of the World's leading Cruise Lines – all at once!

Located on the Northern Beaches of Sydney (Belrose), the International Cruise Council Australasia is an association that is charged with the responsibility of training the travel industry and raising awareness of cruising to the consumer.

We are looking for a very special individual who has strong administrative skills and the personality to handle everything from the ground up. This is a pivotal role in a small team where you are involved in every aspect of the organisation.

Common sense, integrity, initiative, eye for detail, people skills (members are our customers), creative thinker, telephone sales, accounts/invoicing, co-ordination of group travel and events, internet wizard, website maintenance and most importantly experience in database management is essential (Microsoft Access).

If you can put a tick next to all of these attributes and have the energy to match the skills then please email your resume along with a covering letter to brett@cruising.org.au

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BNE airport growth

BRISBANE Airport saw a 3.2% year on year rise in passenger numbers up to 20.6m throughout the 12 months ending Dec.

Visitors numbers were highest from New Zealand, China, South Africa and the USA.

Record Airbus year

AIRCRAFT manufacturer Airbus has reported its most successful year ever in 2011, delivering 534 commercial jets to 88 customers, 24 more planes than its previous record mark set in 2010.

Airbus also booked 1,419 new net orders (with options for a further 189) during 2011, worth a combined total of US\$169 billion.

Among the aircraft type ordered were 1,226 firm A320neo sales.

Queensland tour comm probe

QUEENSLAND tourism minister Jan Jarratt yesterday announced a formal review of "tour desk commission fees," with the minister saying she's responding to concerns raised by industry stakeholders.

"I believe it's necessary to objectively assess the impacts of commission structures on the tourism industry, having received feedback that some commission rates might be excessively high or not good value for money".

Jarratt said that after battling through the spate of disasters in 2011, "the war isn't over yet and I want to make sure our operators aren't being disadvantaged".

Terms of reference for the probe have been developed in

conjunction with the Queensland Tourism Industry Council and the investigation will be headed up by Ian Kean.

Two rounds of community and industry consultation will take place, with an issues paper to be released in Mar and further consultation thereafter.

The review was welcomed by Col McKenzie, ceo of the Assn. of Marine Park Tourism Operators, who said that tour desk commissions "eat at the profit margins of tourism businesses, which can put the viability of some businesses at risk".

QF on Wunula livery

QANTAS says it "remains fully committed to showcasing the diversity of Indigenous art", after confirming to **TD** that its Wunula Dreaming livery has now been removed from the skin of one of its Boeing 747-400 aircraft.

The vibrant Wunula Dreaming artwork had graced the QF 747 for nearly two decades.

"The paint scheme from Balarangi Studio had reached the end of its life and the aircraft has been restored to a standard Qantas livery," a QF spokesman told **Travel Daily** today.

"We will unveil a new indigenous livery on a different aircraft by the end of 2012 and the Yananyi Dreaming aircraft - a Boeing 737 by Balarinji & Central Australian artist Rene Kulitja - continues to fly," Qantas said.

Qld Rail incentive

QUEENSLAND Rail Travel is offering travellers a \$50 R.M Williams gift voucher when booking a six-day group getaway, departing on either 20, 25 or 27 Mar or 01 Apr 2012.

Agents will also get an entry into the draw to win a place on QRT's Getaway to Longreach and Winton famil, departing on 18 Mar when booking the rail/air package before 20 Feb.

Window Seat

THE famous Musee D'Orsay in Paris says it is planning legal action over a lingerie stunt last week which saw three underwear-clad models parade through the museum.

A video of the near-nude action has unsurprisingly gone viral in promotion of the Etam lingerie brand, but the museum says the move was "a serious infringement" of its rights.

The company did similar impromptu parades at the Eiffel Tower and at Paris' CDG airport without attracting a similar reaction - to view the controversial Musee D'Orsay video click on the Travel Daily TV logo or see traveldaily.com.au/videos.

BIG news - Virgin Atlantic has new salt and pepper shakers.

The new cruets (below) are designed in the shape of cocktail shakers, with the innovation following the phasing out of the previous highly collectible shakers which were in the form of little planes (**TD** 07 Oct) and are popular on eBay.

Virgin Atlantic said that in order to ensure the new pots are not pinched, cabin crew will make sure they are collected after each meal service.



new opportunity! VIC/TAS

Cover-More is Australia's largest Travel Insurance provider, providing assistance to Australian travellers all over the world. We are a global organisation that recognises individual and team efforts and believes in our products and our people.

We are looking for two highly motivated Business Development Manager to join our VIC/TAS team. One position is a 12 month maternity leave position and one is a full time position.

The successful candidate will possess:

- A proven track record in a sales environment, preferably in a travel/tourism and/or customer focussed environment
- Motivation to achieve both individual and team sales targets and objectives
- Experience in the preparation of reports, submission and relevant correspondence
- Effective negotiation skills and strong communication skills
- A passion to build relationships within the industry & a fun, positive attitude!

A competitive salary package, including a fully maintained company vehicle and generous bonus scheme will be offered to the successful candidate. If you want to be part of a progressive organisation, please email your expression of interest to: ciarar@covermore.com.au

Applications close 27th January 2012

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New TCF additions

THE Travel Compensation Fund has admitted eight new agency head offices between 01-15 Jan.

The latest sign-ups include **Star Flights** of Craigieburn (ABN:24 152 320 799) **Sean Simmons Travel** of Richmond (ABN:48 153 795 129) and **Jet Air Travel** of Highett (ABN:62 476 116 322) in Victoria; **Sunnyland Travel** of Ascot (ABN:76 153 239 573) and **Safarikenya** of Runaway Bay (ABN: 35 455 825 619) in Queensland and **Charming Travel** of Eastwood (ABN:43 154 390 824), **Metro Travels & Tours** of Hurstville (ABN: 91 993 765 393) & **Ostrich Travel** of St Ives (ABN:79 153 139 514) in New South Wales.

Flight Centre Ltd also opened new Escape Travel branch offices in Mill Park & Preston in Vic, and New World Travel International opened a Springfield, Qld store.

Qantas Holidays also registered a branch for its new JTG Cruise Holidays office in Alexandria, NSW.

Cooks scooter push

THE Cook Islands Tourism scooter incentive is being extended through to Mar with accommodation prize packages available each month until the major prize is won.

Jan bookings will go in the draw to win a five-night stay at The Edgewater Resort and Spa while agents with bookings in Feb could win a three-night stay at the Crown Beach Resort.

Bookings made in Mar could win the agent a three night stay at Muri Beach Club Hotel.

30% off Tiger fares

TIGER Airways is offering 30% off its Raw fares on flights from Brisbane to Melbourne, Gold Coast to Melbourne, Melbourne to Sydney (& vv), Melbourne to Gold Coast and to Brisbane.

Fares start at \$34.97 and are valid for travel 01 May to 31 Aug, on sale until 25 Jan 2012.

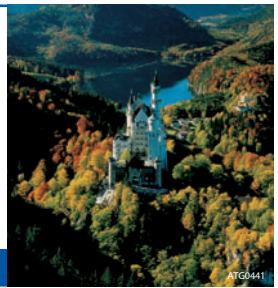
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Sabre calls up for support

SABRE Pacific is supporting the Jane Goodall Institute to save Africa's declining Congolese primates, after collecting 180 mobile phones through a competition that has seen Carlson Wagonlit Travel come out on top.

The travel agency donated 100 phones to the cause and has won a behind-the-scenes experience at an Australian Zoo of their choice.

Internally, Sabre's Support Team beat its competitors to take first place in the staff challenge.

Pictured with CEO Gai Tyrrell is the winning internal team from left: Grace Craig, Roger Ye, Ray



Neruwana and Forouzan Hakimi, Sabre support; Scott Paton, HR and campaign organiser & Keiryn Osbourne, support manager.

STA/FC clarification

FLIGHT Centre & STA Travel are not in any way linked (*TD* yest).

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For further information contact Garuda Indonesia on 1300 365 331 or [click here](#) for more offers.



Garuda Indonesia

Top gong for New Horizons



ABOVE: New Horizons Holidays took out the prestigious award for Innovative Foreign Tour Operator for the Oceania region at the recent Malaysian Tourism Awards in Kuala Lumpur.

New Sonaisali Fiji gm

SONAISALI Island Resort, Fiji has appointed Stefan Kracke as its new General Manager moving from his most recent role as GM at the Mercure Picton in NZ.

Radisson Blu Doha

THE Rezidor Hotel Group are to expand their Radisson Blu Hotel brand in the Middle East with the Ramada Plaza Doha to be added to its portfolio later this year.

The 583-room CBD property will receive an \$18 million renovation and be rebadged as Radisson Blu Doha, Qatar in Q3 2012 - the 30th Radisson Blu for the region.

VX to Philadelphia

VIRGIN America has confirmed overnight it will add Philadelphia to its domestic US network.

The California-based carrier will offer a thrice daily nonstop service from Los Angeles to Philadelphia, beginning 04 Apr, and a twice daily route to the city (its 13th US gateway) from San Francisco, commencing 10 Apr.



Sales & Marketing Manager Australia Cathay Pacific Airways

Hong Kong based Cathay Pacific Airways is widely acknowledged as one of the world's leading airlines, offering scheduled passenger and cargo services to 140 destinations in over 40 countries and territories. Cathay Pacific currently flies over 70 times a week from six Australian cities to Hong Kong with award-winning service in Business and Economy Classes, and plans to introduce its new Premium Economy Class early this year.

Cathay Pacific Airways is looking for a high calibre individual with the proven ability to lead our passenger sales and marketing team in Australia. This is a senior management position based in Sydney, reporting directly to the Regional General Manager, South West Pacific.

Key Responsibilities

The position is responsible for ensuring sales and marketing strategies and plans are aligned and implemented effectively with corporate objectives and priorities. The key roles and responsibilities are as follows:

- Define, manage and implement the sales and marketing strategy to achieve top line revenue performance and within cost parameters.
- Oversee and direct sales strategies across different segments and channels including corporate, retail, online and direct.
- Oversee and provide direction:
 - on all marketing and communication activities, including advertising, PR, loyalty programmes, event sponsorship and e-business;
 - on all pricing initiatives to the sales planning and pricing team;
 - to the customer sales team with its call centre operation; and
 - to all State sales teams.
- Develop and maintain effective networking and relationships with key stakeholders, internally and externally, such as trade, business and government bodies.
- Other senior management duties as required, such as undertaking a key leadership role during a crisis or emergency situation.

Qualifications

- Minimum 10 years at a senior management position with sales and marketing responsibilities.
- Impassioned advocate of strategic planning and innovative thinking.
- Proven record of producing results and consistently meeting or exceeding business goals.
- Proven success in leadership, people management and development, with mentoring and team building skills.
- Ability to work and lead in a dynamic and multicultural environment.
- Excellent communication and presentation skills
- Airline or related industry experience clearly an advantage.
- Tertiary education qualification.

Application

Interested candidates who satisfy the above requirements should send their CV to Ms Lynn Schey, Personnel Manager Australia, Cathay Pacific Airways via email lynn_schey@cathaypacific.com. Closing date is Friday 27 January 2012.

Managing director Chris Evans said it was a privilege to be recognised by industry peers, with the accolade "recognises our dedication to providing unique holiday experiences in Malaysian destinations including Penang, Kuala Lumpur, Sabah & Sarawak."

Evans is pictured here accepting the award on behalf of New Horizons Holidays from the Malaysian Tourism Minister, Dato' Sri Dr Ng Yen.

Best of Britain app

VISITBRITAIN & Samsung have launched a new app for Galaxy smartphone and Galaxy Tab users designed to assist travellers with planning their trip to Britain.

The app showcases the diverse range of museums, attractions, bars, arts, entertainment, restaurants and nightlife options available in the UK, along with featuring a destination guide.

There's also details on the 2012 London Olympics Torch Relay and venues for the Games.

VisitBritain director of marketing Laurence Bresh said the Samsung app would be "invaluable" for tourists both before they travel and when they arrive.

Coxy-led APT cruise

APT is offering a 14-day cruise on the Rhine, Rhone & Moselle rivers led by *Coxy's Big Break* TV show host Geoff 'Coxy' Cox, departing Amsterdam on 02 Aug, priced from \$7,495ppts.

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



Expedia AAX fare deal

EXPEDIA.COM is offering the new AirAsia X flights between SYD and KUL priced from \$166 return when booked by the end of today, for travel 02 Apr-27 Oct. Fares are priced from \$249 when booked from 19-22 Jan.

Classic Safari 2012

THE Classic Safari Company has announced the launch of its 2012 program featuring 10 tailor-made adventures & 10 escorted safaris. Trips explore Rwanda, Kenya, South Africa in Africa, Argentina & the Galapagos in Latin America and the Himalaya and Rajasthan on the Indian continent.



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

Allianz joins with JTG

TRAVEL insurance provider Allianz Global Assistance will commence its partnership with The Jetset Travelworld Network on 01 Feb (**TD** 11 Nov), the group has announced this week.

The move follows Allianz's decision to target the travel industry (**TD** 24 Oct) by introducing a national team of 15 representatives to support travel agents around the country.

Tempting Brit offer

TEMPO Holidays is offering 20% off its \$1,797ppts 10-day Best of Britain tour to the first 20 pax who book and pay for the popular itinerary before 29 Feb.

Mega BNE carpark

BRISBANE Airport has opened Stage One of its new nine-storey carpark that will, once complete, feature spaces for 5,000 vehicles. Claimed to be the largest single-structure carpark in the Southern Hemisphere, the facility is part of a \$280 million Domestic Terminal precinct upgrade. The first stage includes levels 2 to 5, with remaining platforms to open in coming weeks.

A&K appointment

ABERCROMBIE & Kent has appointed Katherine Gershon as Group Sales & Marketing Director based in London.

Accommodation Updates

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



The **Best Western Oxford Suites Makati** has been officially opened in Manila, Philippines, making it the fourth property for the brand in the country's capital. The property features 154 rooms over 26 storeys, a restaurant, fitness centre, spa service, business centre, conference/meeting and banquet facilities and wireless internet. The hotel is located in the business and entertainment district.



The 283 room **Novotel Bangkok Platinum** has opened on top of the largest fashion mall for wholesale shopping. Business travellers are catered for with banquet, meeting and conference facilities and easy access to the Suvarnabhumi Airport Rail Link.



The **Rezidor Hotel Group** has rebadged the former Movenpick Hotel Lubeck in Germany to the Park Inn by Radisson Lubeck. The 197 room hotel offers modern facilities, an all day dining restaurant, 1200sqm of meeting space and parking. The hotel is expected to undergo upgrades in 2012/13.



The newly constructed **Best Western Plus Spasskaya Hotel** in the oldest Russian settlement in Siberia, Tyumen featuring 84 rooms decked out with a mini bar, free wi-fi, Interactive TV, beds with orthopedic mattress, anti-allergenic pillows and blankets. Also in the hotel is a full service restaurant, lobby bar, business centre, health club and gift shop.

WestJet turboprops

CALGARY based carrier WestJet has confirmed plans to create a new regional division after the purchase of 40 turboprops, a decision that will break away from its single fleet strategy. The move is estimated to cost between \$800m to \$1billion. CEO Gregg Saretsky said the move would give the carrier the opportunity to "out manoeuvre Air Canada and its regional affiliates".

The turboprops will enable WS to expand services to Cranbrook, Prince Rupert, Fort St. John and Dawson Creek in BC; Lethbridge, in Alberta; Brandon & Thompson in Manitoba; Saguenay, Quebec; and Sudbury, Sarnia and Timmins in Ontario.

MEANWHILE, Westjet and Delta will expand their interline deal to a codeshare alliance on domestic & int'l routes beginning 23 Jan.

The first phase of the deal will see the DL code placed on WS metal on 24 routes, including Vancouver to both Las Vegas and Honolulu.

Westjet will in turn see its code added to DL flights on five trans-border routes, mostly from Detroit.

Barnable departs

ABU Dhabi Tourism Authority has announced the departure of media/PR mgr Dawn Barnable who is relocating to Abu Dhabi.

Upper Class on show

VIRGIN Atlantic is treating travellers to a showcase of its Upper Class product at Sydney International Airport during the month of Jan.

People are encouraged to trial the fully flat bed seat (as pictured below) and there's also a comp to win a trip for two to London just by jumping in the back of the Virgin Atlantic Taxi.



QFLink guitar livery

QANTASLINK is to reveal a new Q-400 'Golden Guitar' livery tomorrow in celebration of the carrier's launch of the 40th Tamworth Country Music Festival.



*The Regional Wing of
Singapore Airlines*

SilkAir will be inaugurating Darwin services on 26 March 12 and is seeking applications for the following permanent full time positions based in Darwin to start by 05 March 2012:

- Sales Executive
- Reservations & Ticketing Officer
- Customer Services Officer
- Customer Services Assistant
- Accounts & Administration Officer
- Accounts & Administration Assistant

The Sales Executive position will involve generating sales and meeting assigned targets for SilkAir passenger and cargo revenue. The Reservations & Ticketing position will address relevant airfare and booking inquiries. Customer Service positions will be responsible for ensuring the smooth handling of flight arrivals and departures. Accounts & Administration roles will oversee the office's administrative and finance processes.

Application

Please send your cover letter and resume to info_drw@Singaporeair.com.sg by 26 January 2012 and indicate the position you are applying for in the subject field of the email. Only shortlisted candidates will be notified through email for an interview.



ABOVE: Territory Discoveries celebrated its brochure launch for 2012/13 with a group of Victorian travel agents at the Chill on Ice Lounge & Ski Lodge in Melbourne recently.

Pictured top row from left are:

Helen Clarkson, HWT Tunstall Sq; Mike Finnie, HWT Mt Waverley; Xander Hamilton-Reeves, FC Ashburton; Nicole Worrell, FC Ashburton; Tim Nannooten, FC Yarraville; Kellie Wills, Territory Discoveries; Danica Bennett, FC Ballarat; Katie Dusing, FC Forest Hill; Brett Atkinson, FC Forest Hill; Lorien Everett, FC Yarraville; Claire Duband, East Burwood Travel and Chris Reid, Alma Travel.

Bottom: Sue Burchell, HWT Tunstall Sq; Sandy Brasier, HWT Mt Waverley; Lili Almeida, Alma Travel; Danielle Fisher, East Burwood Travel; Nicole Tarrant, East Burwood Travel; Amanda Reynolds, Territory Discoveries and Scott Wallace, Britz.

Not pictured but present were Jessica Falzon, Vicky Atkins and Laura Gee, Wings Away Travel.

Love Never Dies deal

SOFITEL Sydney Wentworth is offering Stay & See packages for Andrew Lloyd Webber's new *Love Never Dies* musical at the Capital Theatre, priced from \$555/room.

Packages include accom and two premium 'A' Reserve tickets to the show - showbiz.com.au.

Travelport/TAP pact

TRAVELPORT has signed a multi year global content agreement with Portuguese flag-carrier, TAP Portugal that enables agents using the Galileo GDS full access to the carrier's classes and fares.

Leasing earlybirds

DRIVEAWAY Holidays has launched an earlybird deal on its Peugeot Leasing product, offering up to 12 days free hire on collections in 2012 when purchased before 29 Feb.

Clients booking 3008, 5008 or 508 models are entitled to up to nine additional days hire with past pax qualifying for three additional Loyalty Bonus days.

For bookings and more details see www.driveaway.com.au.

New Eagle routes

AMERICAN Eagle will begin two new nonstop routes from Chicago O'Hare to Sioux City & Waterloo in Iowa using 44-seat Embraer jets, effective 03 Apr.

AIME networking

THE Asia-Pacific Incentives and Meetings Expo in Melbourne is hosting a 'Nightcap Networking' session on 21 Feb for the first time this year, giving attendees the ability to meet and network with prospective partners.

Caesars Valentine Spa

CAESARS Entertainment is offering sultry and single's treatments at select Las Vegas resorts this Valentine's day.

Treatments can be booked at Qua Baths and Spa at Caesars Palace, Rio Spa and Salon at Rio All-Suite Hotel and Casino and Spa by Mandara at Paris Las Vegas and Planet Hollywood Resort and Spa - caesars.com/total/las-vegas.

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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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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LIVE THE LIFE OF CHAMPIONS

HIGH END TRAVEL SPECIALIST

SYDNEY – SALARY PACKAGE CIRCA \$65K+

Do you love servicing VIP clients, booking first class flights, 5 star accommodation, luxury tours and cruises? Step away from the shop front and move to this high end leisure role and never look back. You will need at least 3 years travel consulting experience, CRS skills and recent airfare knowledge.

In this first class role you will be rewarded with a top guaranteed monthly salary instead of a low base wage! Make your New years resolution a reality and register today.

AUSSIE PROUD

DOMESTIC CORPORATE CONSULTANT

SYDNEY - SALARY PACKAGE \$45K + SUPER + BENEFITS

Have you been waiting for the perfect time to move into corporate travel? Fast track your career today and move to a domestic corporate role with one of the best employers in the travel industry. Full training will be provided.

You will need at least 1 – 2 years travel industry experience in a corporate, retail or wholesale position, have used a CRS system and have great relationship building skills. Great salary and career progression on offer.

A WHOLE LOT OF FUN CLOSE TO HOME!

AFRICA WHOLESALE

GEELONG –SALARY PACKAGE TO \$40K (DOE)

Do you love Africa and have a passion for sharing your experiences? We have a wonderful new role located down the coast of Victoria. You will be responsible for taking wholesale enquiries from the direct public to travel agents planning their holidays for their clients. You will have a strong knowledge for Africa and have a minimum of 2 years consulting experience.

Personal Africa travel is highly regarded. Apply today!

EARN TOP \$\$\$

RETAIL TRAVEL CONSULTANT

PERTH (SOUTH) –SALARY PACKAGE TO \$40K (DOE)

Do you thrive on a busy environment? We have the perfect role for you... Located in a busy shopping centre this large retail agency is looking for an experienced consultant who can handle lots of enquires on a daily basis. You will be responsible for booking trips around the globe, from Bali to Africa to the USA. Everyday is different, be rewarded with a high base salary and stop worrying about your low base!

IS EUROPE YOUR FORTE’?

RETAIL TRAVEL CONSULTANT

MELBOURNE (STH EAST) - SALARY PKG TO \$45K (DOE)

If you are passionate about Europe, come and work for this family run business located in the suburbs of Melbourne, where you will get to sell your passion on a daily basis. Specializing in Europe and Italy you will be invited on amazing famils and will stop wasting your knowledge on Fiji and Bali bookings. All that’s required is a minimum of 18 months experience and you will soon be smiling again! Apply today!

BEST IN BUSINESS

CORPORATE CONSULTANT X 5

MELBOURNE (CBD) – SALARY PACKAGE TO \$48K (DOE)

Melbourne now is your time to make the move across to this large TMC, located in the CBD will see you enhance your career beyond belief. All you need is a minimum of 12 months international consulting experience and the rest is history. You will be rewarded with a high base salary, friendly team and a fantastic location. Start the New Year with a new job, you won’t ever look back!

RETAIL TO CORPORATE IN ONE EASY STEP

CORPORATE TRAVEL CONSULTANT

BRISBANE CBD – SALARY PACKAGE \$80K OTE

Are you a retail travel consultant wanting to break into corporate travel? Here’s your chance. This leading TMC is looking for experienced travel consultants to come and join them in their friendly teams. You will work on fast paced large accounts, booking domestic and international business travel arrangements. Not only will you be amongst the best paid consultants in BNE; but enjoy MON–FRI hours, educational, progression and more. All you need to do is apply!

TRAVEL THE WORLD IN THIS HOT ROLE

RETAIL TRAVEL CONSULTANT

BRISBANE NORTHERN SUBURBS – UP TO \$50K PKG +

Variety will be the key in this fab role! Every day will bring you a new and exciting challenge from extensive domestic holiday packages to first class round the world itineraries. You will thrive in a fast paced environment and have superb sales and customer service skills. Your hard work will be rewarded with a strong salary pkg + bonuses, educational allowances, supportive management and much more. Min 2 years international consulting experience and GALILEO skills.



AA APPOINTMENTS

RECRUITMENT CONSULTANTS

NOT WORKING? NEED EXTRA CASH THIS SUMMER? BECOME A TEMP!

AA TEMPS ENJOY GREAT TEAM BENEFITS ...

Best industry rates; paid weekly
Referral vouchers
Temp to Perm opportunities

Temp of the Month/Annual rewards
Flexible working hours/days
Full conversion training where required

HERE IS A SNEAK PREVIEW OF THE GREAT TEMP ROLES AVAILABLE NOW

AMADEUS TRAINED TRAVEL CONSULTANT

ASAP START – UNIQUE TEMP ROLE.

BALMAIN – TOP HOURLY RATE + REWARDS

This is a very unique Temp role allowing you the rare opportunity to work within a specialised boutique events company. You will be assisting the Events Director with international fare quotes and putting together exciting event proposals. This will be a demanding role, working to strict timelines. FREE parking available and flexible working hours. Temp role starts ASAP for approx several weeks. Apply now.

WHOLESALE RESERVATIONS AGENT - 4 MONTHS.

WORK FOR ONE OF THE BEST - TEMP ROLE.

SYDNEY INNER – AMAZING HOURLY RATE.

Are you an immediate starter? Tired of face to face leisure consulting? Then why not try stepping into wholesale reservations? This is a great opportunity to develop your fantastic skills and work with fellow agents. No more general public enquiries! Join as a TEMP with the potential to go permanent down the track. You MUST have Calypso Reservations to be considered for this role.

TEMP TO PERM IN SOUTH PERTH

RETAIL TRAVEL CONSULTANTS

PERTH (SOUTH) UP TO \$25.00 P/H + SUPER

We have a new and exciting travel temp assignment in South Perth due to start of the 16th of January. If you are an experienced Amadeus consultant who loves the rush of retail and working in a busy atmosphere then this is role for you! Located in a busy shopping centre south of the river this role will see you dealing with bookings from Bali to Africa to Europe... And it even has the potential to go permanent.

GALILEO AND CCT TEMPS – REGISTER TODAY!

RETAIL TRAVEL CONSULTANTS

MELBOURNE (VARIOUS) UP TO \$25.00 P/H + SUPER

We have an abundance of Galileo and CCT travel temp roles on now. If you are an experienced Galileo and CCT trained travel consultant register today with AA Appointments and start earning a fantastic hourly rate and enjoy variety and flexibility in your life! All that is required is a minimum 12 months industry experience and we can help you! What are you waiting for? Earn a fantastic hourly rate today!

PREFER FLEXIBILITY IN YOUR WORKING WEEK?

RETAIL TRAVEL TEMPS

BRISBANE CBD & SUBURBS – UP TO \$25/HR

Not able to commit to full time work? Want to earn a top hourly rate but only work three days a week? Then why not become a travel temp with AA. We have a range of retail travel assignments from one day to a month starting soon. You'll earn a weekly pay cheque and be able to tell us what hours you can work. All you need to have is min 18 months travel consulting experience, GDS skills and a positive attitude. Call today and find out more.

PLAY A SUPPORTING ROLE

WHOLESALE TEMPS

BRISBANE CBD– TOP HOURLY RATE

We are currently looking for experienced Native Calypso temps to assist in international and domestic wholesale teams throughout the year. You'll love escaping face to face consulting and receive all enquiries via phone and email. Temp to perm opportunities may arise throughout the year. Previous travel consulting experience is a must along with strong NATIVE CALYPSO skills. If this sounds like you, apply today and line up your work for the rest of the year.

COME AND JOIN THE BEST TEMPS TEAM IN TOWN!

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New Travel Job Vacancies - 18 January 2012

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Corporate Consultant - Late Shift - Sydney

- ▶ **11am - 8pm Monday to Friday**
- ▶ Sydney CBD
- ▶ Salary up to \$55K

Awarded as best corporate TMC consecutively for a number of years. Our client is seeking an experienced multi-skilled consultant to manage the late shift to support the Perth office. CRS Sabre

Call or [email Ben Carnegie](#) for more details

Online Cruise Reservations Specialist - Sydney

- ▶ **Mon- Fri only! Keep your weekends free!**
- ▶ Sydney CBD, modern open plan office
- ▶ Will pay top \$\$\$ for passion and experience

Working as part of a large successful team with no face to face sales, you will deal directly with the public online & over the phone. You will be booking varied and extensive itineraries.

Call or [email Kelly Wellmore](#) for more details

Wholesale Travel Consultant - Sydney

- ▶ **Homebush location, No more commuting to the city!**
- ▶ Earn uncapped commission & a great base salary!
- ▶ Parking onsite, shops nearby, what more could you need?

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

Account Manager - Sydney

- ▶ **Market leading GDS company**
- ▶ Excellent career development opportunities
- ▶ Salary up to \$100K pkg. Sydney CBD

Our client is a leading GDS company. Forward thinking & progressive. Manage the acquisition, retention & development of new and existing clients. Previous Account Mgt experience required.

Call or [email Liz Vibert](#) for more details

Leisure Consultant - Perth

- ▶ **Thriving shopping centre location**
- ▶ South Perth location
- ▶ Salary up to \$45K + incentives + super DOE

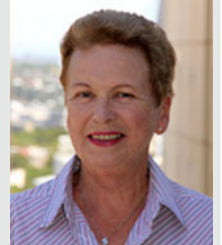
Join this well established boutique retail agency and be part of a well travelled and busy team that prides itself on their travel knowledge and high service levels.

Call or [email Kristi Gomm](#) for more details

Sandra's Top Job

Cruise Consultant Role

- ▶ Inner West Sydney, Onsite Parking
- ▶ Monday to Friday - No weekends!
- ▶ Excellent working conditions & team



Sandra Chiles

Is it the passion for cruising that gets you out of bed every day? Are you dreaming of your next holiday onboard one of the cruise-liners that dot our oceans?

This is a rarely offered opportunity to work within this multi-award winning travel agency who specialise in cruise travel and escorted group cruise tours for Australians and are recognised as one of Australia's largest cruise specialist agencies.

The successful applicant will have a strong background in worldwide cruising sales. You will naturally be able to close a sale of very high value while offering first class service to a mature, up-market, regular cruising clientele base. Must have CRS experience. Your passion for this industry is paramount as is personal cruise experience. Sale into your dream job today! Salary up to \$52K neg.

Call or [email Sandra](#) for more details

International Corporate Cons - Melbourne

- ▶ **Multi-National Corporate TMC**
- ▶ Melbourne CBD
- ▶ Salaries from \$50K

This company offers excellent employee benefits as well as a generous incentive scheme. Work life balance is important to them as is staff development for the long term. Corp exp ess.

Call or [email Ben Carnegie](#) for more details

TEMP - Amadeus Ticketer

- ▶ **Sydney CBD**
- ▶ Feb start -2.5 month assignment
- ▶ Excellent hourly rate

This temporary assignment is for an advanced ticketing travel consultant with very strong airfares knowledge. Based in the head office of a well known brand.

Call or [email Ben Carnegie](#) for more details



Immigration on Board*

The Fastest Way to Enter Indonesia.

Garuda Indonesia makes your arrival into Indonesia easier and quicker with Immigration on Board. It is our exclusive service to all inbound passengers on flights from Sydney to Jakarta. From the 20th of January 2012 we are pleased to be introducing this service on our direct Sydney to Denpasar flights.

Immigration on Board allows for all immigration requirements to be completed inflight, and after disembarking, you can go straight through the Fast Track lane to collect your luggage, leaving the terminal only minutes later.

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FROM \$315 per person twin share

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Conditions Valid for travel from 10 January 2012 to 31 July 2012. Block-out dates apply from 1 April 2012 - 30 April 2012 and 8 June 2012 - 12 June 2012. I Heart Hayman offer based on a minimum 2-night stay including twin share accommodation. Room upgrades available from \$20 per room per night. Launch transfers from Great Barrier Reef Airport or Shute Harbour to Hayman return and daily buffet breakfast for 2 people. Available to bona-fide travel industry employees only. Employee identification is required at check-in to validate special offer. Additional night rates include accommodation and buffet breakfast starting from \$315 per room per night. Rates quoted in Australian dollars inclusive of GST and subject to change without notice. Subject to availability.

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