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Tuesday 6th March 2012

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ISSN 1834-3058

AA/Travelport extend

AMERICAN Airlines is extending its existing full-content deal with Travelport's GDS operations - Galileo, Worldspan and Apollo - saying the pact will now not expire until late 2012.

AA said that the terms of Travelport's subscriber opt-in programs for AA remain the same. The carrier & technology provider have been feuding for around 15-months over AA's own 'Direct Connect' distribution platform.

Chinese arrivals still surging

CHINA is continuing to stake its claim as a key source market for visitors to Australia, with ABS figures for short term arrivals during Jan showing Chinese visitors up 12.1% year on year.

By contrast, almost every other top ten market for Australia has declined over the last 12 months - apart from the US which grew 3.1% and NZ, up 1.9%.

The UK decreased 4.6%, while other markets which have dropped include Malaysia, down 8.9%; Japan, down 4.3; Singapore, 2.1% lower; Korea, down 3.2%; Hong Kong, 3.7% lower; and Germany which declined 3.5%.

Overall arrivals have grown 1.3% since Jan 2011 - and during the same period short-term resident departures surged 7.2%.

The fastest growing outbound destination was China, up 17.3%, followed by Thailand which grew 13.9% and India, up 13.7%.

Departures to NZ rose 8.4%, while Indonesia was up 9.8%.

Other top destinations included Fiji, up 9.3% and Vietnam, up 9.9%.

Qantas Hols incentive

QANTAS Holidays is today promoting a new agent incentive with a major prize of a trip to Kangaroo Island - see final page.

Mega incentive winner

CONGRATS to Briony Bullard of Escape Travel in SA who was the latest bonus prize winner in the Emirates, Dubai Tourism and Arabian Adventures mega-incentive, running until 01 Apr.

Briony has won a Panasonic Blu Ray DVD player and MI4 DVD.

Word of Mouse #8

THIS month's Disney 'Word of Mouse' update provides readers with more info about its Hawaii property, Aulani - see page 10.

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Seven pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Disney Destinations
- Qantas Holidays

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Sichuan Air plots MEL route

YET another Chinese airline has earmarked Australia as a future gateway, with Sichuan Airlines planning to capitalise on growth from the China inbound market (pg 1) by adding Melbourne and Sydney to its long-haul network and becoming the fifth carrier operating between the countries.

The Chengdu-based affiliate of China Southern has signalled plans to launch flights to Melbourne using A330-200 jets from as early as Aug, according to

Chinese airline site *Carnoc.com*.

A route map released by Chengdu Airport identifies both Melbourne and Sydney as prospective destinations.

The airline is also looking at further expansion to points in Europe and North America.

Sichuan is yet to formally confirm the proposed new services.

Tuvalu tourism staff

THE South Pacific nation of Tuvalu - best known for its "dot-tv" internet domain - is now able to supply hospitality workers for Australian tourism businesses.

Parliamentary Secretary for Pacific Island Affairs, Richard Marles, has announced the expansion of the Pacific Seasonal Worker Pilot Scheme to include Tuvalu, with the program operating in the horticulture sector as well as through "small scale trials" with accommodation providers in the tourism industry.

New for Keith Prowse

KEITH Prowse Sport & Entertainment Travel has launched new 2012 State of Origin packages, with the event taking place at Melbourne's Etihad Stadium on 23 May, in Sydney on 13 Jun and the 04 Jul final at the Cauldron in Brisbane.

Also new from Keith Prowse are Edinburgh Military Tattoo deals starting at \$330 - 1300 730 023.

MTA appointment

MOBILE Travel Agents has named 30-year industry veteran Jackie Pennock as business development manager NSW, with her position also focused on recruitment.



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Succession planning “pivotal”

A NEW study has found that succession planning and strengthening the leadership pipeline are among the top talent concerns for corporate executives throughout Asia-Pacific.

TMS Asia-Pacific general manager Australia/NZ Sally Matheson says that a “war for talent” throughout the tourism sector has reinforced the need for companies to invest in a sound succession planning strategy, in an effort to retain their top talent.

Many employers needing to replace staff were finding out “the hard way”, that it can prove to be an extremely expensive exercise from the perspective of time and money utilised.

Matheson said there was no magic formula to prevent staff from leaving, and for companies to admit that things change and staff inevitably move on.

“The trick in creating a successful strategy is to recognise

what a company needs to do in the event it does lose key employees and combine that with the aspirations and ambitions of employees further down the line,” Matheson added.

Major SATC changes

THERE’S major turmoil at the top of the South Australian Tourism Commission, with ceo Ian Darbyshire replaced late last week by SATC chair Jane Jeffreys in a part-time capacity.

58-year-old Darbyshire still had nine months left on his contract.

Jeffreys will oversee a restructure of the SATC after the State Government cut its budget.

News Ltd reports over recent days have cited various issues which the SATC is having to deal with, including “bailing out” the main Adelaide visitor centre after the operation was outsourced to Holidays of Australia (TD 15 Jun).

QH brochure launches

QANTAS Holidays is reminding agents about its current series of launches for the new NSW brochure, with the next event taking place tomorrow night 07 Mar in Melbourne.

The Adelaide launch is on Tue 13 Mar; then there’s an event in Perth on 15 Mar and Sydney on 27 Mar - more info via email on regionalsalesmel@qantasholidays.com.au

New SAA destination

SOUTH African Airways has confirmed the addition of Cotonou, the capital of Benin, to its extensive network in Africa.

SAA will fly the route twice a week as an extension of flights from Johannesburg to Pointe Noire in the Republic of Congo.

VS JFK Clubhouse

VIRGIN Atlantic has unveiled a brand new Clubhouse lounge at New York JFK International Airport, with the move following a US\$7million refurbishment.

Themed ‘Understatedly Uptown, Unmistakably New York’, the new facility is more than twice the size of its predecessor, and includes a Central Park lounge with “passionate resident mixologists,” a large billiards table and the first Clubhouse Spa outside of London.

VS operates between London and JFK three times a day, and has also signalled plans for a new Clubhouse to serve its twice-daily service to nearby Newark Liberty International Airport.



Window Seat

IMMIGRATION officials in the UK have launched a probe after passport office staff arbitrarily decided that acting was “not a proper job”.

According to the London *Daily Telegraph*, an application was rejected after it had been countersigned by Michael Sheldon, who is appearing in the West End stage show *Three Days in May*.

Sheldon, who signed the form on behalf of his daughter’s boyfriend, raised the matter with the Actor’s Equity union group which in turn wrote to UK Home Secretary, Theresa May.

The Identity and Passport Service responded by confirming it was undertaking an investigation “and looking at whether further staff training is required”.

A FRENCHMAN has taken Google to court after a ‘Street View’ image of his home showed him urinating in his front yard.

The 50-year-old lives in a small village in the Maine-et-Loire region, and says that even though his face has been blurred out the image has made him a laughing-stock.

He’s demanding the removal of the offending pic plus €10,000 in damages, with his lawyer saying that “everyone has the right to a degree of secrecy”.

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Spot the Tahitian birdies

PENNANT Hills Golf Club in Sydney's northern suburbs was graced with a touch of Tahiti last week, after Tahiti Travel Connection was one of the sponsors of the Australian Stock Exchange Thomson Reuters Charity Foundation Annual Golf Day & Gala Dinner.

The wholesaler donated a trip to Tahiti, which raised a healthy \$10,000 at the silent auction during the event.

A range of charities benefited including the Heart Research Institute, MS Australia, Leukaemia Foundation, Lifeline and the Children's Cancer Institute.

Pictured at the Tahiti Travel Connection during the golf event is Tele the Tahitian Dancer with special friends Megan Maurice, TTC marketing and operations manager; and Lucinda Walker, sales and product manager.



Air Malta charters

AIR MALTA has announced the resumption of charter flights to six regional airports in the UK.

The services will operate 01 May-30 Oct to Birmingham, Cardiff, Bristol, Exeter, Newcastle and Norwich.

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Virgin court hearing

ALLEGATIONS that Virgin Blue discriminated against two of its former public affairs staff are being aired in a Brisbane court case this week.

Kirsty Aitken and Leonie Vandeven are claiming the carrier replaced them immediately after they were made redundant, with the pair claiming they were pushed out because they were pregnant or on maternity leave.

The court case is set down for a hearing over several days.

More South Africa MSC

MSC Cruises has announced the South African deployment of its *MSC Opera*, which will join *MSC Sinfonia* in a summer 2012/13 season cruising from Durban and Cape Town.

As well as repositioning cruises from Venice during Nov and returning to Europe in Apr 2013, ports of call during the season will include Mozambique, Mauritius, Mossel Bay, Walvis Bay and Luderitz in Namibia as well as Madagascar and La Reunion.



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Money

WELCOME to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US1.064

THE Australian dollar slipped below US\$1.07 in overnight trading, after officials in China announced a slightly lower 7.5% economic growth target.

With Chinese demand driving production in a number of western economies including Australia, analysts are concerned that lower growth could affect commodity prices.

The AUD is still hovering just above €0.80 with expectations that the Greek debt crisis is nearing resolution.

And traders are expecting that the Reserve Bank will today leave local rates on hold when it releases its latest interest rate decision at 2.30pm today.

Wholesale rates this morning:

US	\$1.064
UK	£0.670
NZ	\$1.291
Euro	€0.804
Japan	¥86.36
Thailand	฿32.713
China	¥6.560
South Africa	R7.929
Canada	\$1.051
Crude oil	US\$107.06

Indian Pac via Melb.

GREAT Southern Rail will this week operate the Indian Pacific via Melbourne as a consequence of extensive flooding in NSW.

The train is diverting west of Broken Hill to the Victorian capital due to track washaways between Ivanhoe and Parkes, which has also seen a freight train derailment, a spokesperson for GSR told *Travel Daily*.

Passengers onboard or about to join the iconic rail journey are being contacted to advise of alternative arrangements.

GSR said diverting to Melbourne will result in delays, but hopes to return to normal operations later this week.

The company said passengers booked on the Indian Pacific in coming days are being offered the option of postponing travel to a later date, or cancelling outright with a full refund offered.

Qantas flood waiver

QANTAS has issued a flight waiver for services to Wagga Wagga and Hervey Bay due to disruptions caused by flooding.

Passengers holding Qantas (081) issued tickets for travel up until 09 Mar can make changes, alter destinations or defer travel for 12 months without fee.

See www.qantas.com.au/agents.

Bench free nights

BENCH International is offering two free hotel nights in Pretoria or Cape Town for bookings made on the Blue Train by 31 Mar, for travel until 12 Dec 2012.



ABOVE: These agents recently experienced Hong Kong as part of a Travelscene American Express 'Stay Connected' famil in conjunction with Virgin Atlantic.

Pictured enjoying dinner at La Cucina Restaurant in the Marco Polo Hotel are, from left: Phillip Boniface, Travelscene Carlingford; Lynette Gavin, The Travellers Hut; Tracy Harvey, Go Travel; Patricia McEwen, St Leonards Travel; Lisa Roberts, Fairfield Travel; Vanessa Lake, Travelscene Batemans Bay;

Katrina Roberts, Richmond Travel Centre; Kylie Graf, Travelscene Logan; Renae Groeneveld, Phil Hoffmann Travel Norwood; Vanessa Pelayias, Virgin Atlantic; plus Gigi Ching and Raymond Lau from the Marco Polo Hotel.

South lands TAA chair

TOURISM Accommodation Australia has today announced the appointment of Tony South as its inaugural national chair.



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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

Spanish rail growth

RAIL Europe sales figures have revealed a massive 85% increase in Spanish rail sales in Australasia.

Australia is the largest in'tl market, with sales of European rail journeys up by 24%.

CEO of Rail Europe Pierre-Stephane Austi said the surge in business contributed significantly to Rail Europe's ability to achieve such growth across its network of European rail operators.

"We are very proud of our results, and the contribution Australia has made to those results," Austi said.

Rd 1 Winner

CONGRATULATIONS
Stephen Donaghey
from *Q Catering*

Stephen is the top point scorer for Round 1 of *Travel Daily's* NRL industry footy tipping competition and has won a NRL jersey for the team of his choice, courtesy of **inPlace Recruitment**.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of **Emirates** and **Holiday Inn**

2nd Prize: 5-night holiday to Vanuatu, courtesy of **Air Vanuatu** & **The Grand Hotel and Casino Vanuatu**

Witches of Warwick

WARWICK Castle in the British Midlands has launched a new 'Witches of Warwick' attraction, which will debut as part of The Castle Dungeon opening at the end of this month.

The Witches of Warwick is designed to "shock, scare and haunt" as visitors journey through hag history - details at www.warwick-castle.com.

Kiwi fun on Gold Coast

A \$1 MILLION television, print, retail and digital advertising campaign for New Zealand, the largest in over three years is to be launched by Gold Coast Tourism to maintain its view as the favourite holiday destination for New Zealanders.

The Gold Coast *famous for fun* campaign runs until Jun.

United tech problems

UNITED Airlines chief information officer Bob Edwards says the conversion of its website with that of Continental Airlines last weekend (**TD** yest) was "unparalleled in aviation history."

"Everyone - the IT division, airport operations, customer service representatives, reservations agents, flight crews and our alliance and technology partners - performed with the utmost dedication and professionalism", Edwards said.

The switch has seen huge delays for pax checking-in for UA flights.

BA A380s to New York

BRITISH Airways has revealed it plans to operate superjumbos on routes to New York City first when it begins taking delivery of its A380 fleet from next year.

Chief financial officer for BA's parent International Consolidated Airlines Group, Enrique Dupuy said the British flag-carrier was also eyeing double-decker routes to Asia, including Hong Kong, Singapore and Beijing,

BA has 12 525-seat A380s on order with Airbus.

Air NZ/DTW extend

DISCOVER the World Marketing has been appointed as Air New Zealand's sales and marketing rep in South Korea, it's ninth market along with France, Greece, Israel, Malaysia, Mexico, Singapore, Spain and Russia.



AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury

A WEEK on from the leadership challenge and clarity around ministerial appointments, it is clear that it is business as usual in Canberra.

For the Travel Industry there was one change of significance and that is the appointment of Bob Carr to the Foreign Affairs Ministry. As a former Premier of NSW Bob Carr is known to me and I am confident that AFTA will be able to continue work with the new Foreign Minister on many aspects of the portfolio that have a direct impact on the travel industry. AFTA welcomes this appointment given the experience and knowledge of Mr Carr, I am sure he will make an excellent foreign minister.

It is further pleasing to see that David Bradbury has been promoted to Assistant Treasurer. Mr Bradbury has been overseeing the review of consumer protection in the travel industry from the Federal Government's perspective and I understand that this responsibility will continue within his new appointment.

In addition to these two announcements, Martin Ferguson has been retained as the Minister for Tourism. All this means that AFTA can continue with a high degree of certainty to foster the travel industry with experienced and talented ministers at a federal level who are all known to us. While the leadership battle set a degree of uncertainty amongst us all last week, this week we can be confident in the knowledge that it is to a degree the status quo which for the travel industry is a good thing as we have plenty of other challenges to deal with.

I know that the issues around the collapse of Air Australia have definitely been dragging on and there is still some uncertainty about what funds if any may be returned to consumer and agents. As with these collapses in the past, there is never anything easy about working through the various problems and payment methods. I continue to push the ACCC to administer the new Australia Consumer Laws (ACL) to the full extent possible and have raised the issue to be placed on the next Aviation Working group agenda with the Tourism Minister. It occurs to me that greater oversight may be required upon issuing aviation operating licenses. As more information becomes available I will ensure that is communicated as directly to the industry as possible.



EMIRATES recently escorted a group of Australian and NZ agents on a famil to London, taking in a visit to Emirates Stadium for the Arsenal vs Tottenham football match, won 5-2 by Arsenal.

Pictured above immersed in the atmosphere of the match are from left, John Wang, Western Travel; Michelle Gledhill, Flight Centre Christchurch; Chelsea Smith, Stodarts Travel and Cruise Forrestfield; Toni Rendell, House of Travel Auckland; Sally Hoare,

Emirates Australia; Ingrid Hay, Harvey World Travel and Sofia Coplin from Anywhere Travel.

Travel no.1 NZ web buy

TICKETS and accom were the top online purchase by Kiwis for the three months to Dec 2011, according to Roy Morgan Research.

At 14% 'travel' led books, magazine and newspaper web-based sales, and shows, movie tickets and events on 10% each.

LAN 787 preview

LAN Airlines says it will reveal a mock-up version of the cabin for its 787 Dreamliner as part of the International Air & Space Fair, FIDAE in Santiago, this month.

Bananas about Coffs Coast



ABOVE: The NSW Coffs Coast, hit hard by the recent disastrous floods came to Sydney last night to spread the word that the worst is over and to reassure tourists it's safe to holiday in the region.

Tourism officials from Coffs Harbour, the towns of Bellingen, Urunga and Woolgoolga told attendees that autumn and winter months are the best time to visit the picturesque region.

There are more than 120 things to see and do for tourists.

"We have the mountains to the

sea, the best beaches, stunning national parks, amazing restaurants, fishing, diving, whale watching and exceptional accommodation," said Glenn Caldwell, Tourism & Marketing Manager, Coffs Coast Tourism.

One of the top attractions in the area is Bonville Golf Resort just outside Coffs Harbour.

"We've been voted the best golf course in Australia for the 4th year running, but we also have a fine dining restaurant that is also a drawcard," said Brad Daymond, Bonville's General Manager.

Accom ranges from 5-star resorts, to B&Bs, caravan parks to romantic getaways, such as Afterglow Cottages in Bellingen.

Situated mid-way between Sydney and Brisbane, Coffs Harbour is a comfortable 6hr drive from each city.

Pictured from left are: Stuart Allardice, Bellingen Shire Tourism; Mark Flanders, Nat. Parks & Wildlife Service; Glenn Caldwell, Coffs Coast Tourism Manager; Agnes Low, Afterglow Cottages; and Brad Daymond, gm Bonville Golf Resort.

Qamea Stay Pay deal

FIJI's Qamea Resort & Spa has a Stay 7/Pay 5 deal for stays from 01 Apr-31 May, 01 Nov-20 Dec and 10 Jan-31 Mar - see gamea.com.

Mardi Gras success

DESTINATION NSW ceo Sandra Chipchase has heralded last weekend's Sydney Mardi Gras as the "perfect platform" to show off Sydney to the world.

The event lures around 20,000 overseas and interstate visitors & injects \$30m into NSW's economy.

WIN A HOLIDAY TO SINGAPORE

Throughout March, *Travel Daily* is giving readers the chance to win a fabulous Singapore holiday package for two valued at \$5250, courtesy of Singapore Tourism Board, Singapore Airlines and Resorts World Sentosa.

The prize includes two return economy class fares on Singapore Airlines, four nights stay for two people at a Resorts World Sentosa Hotel, two one-day passes to Universal Studios Singapore, two tickets to Voyage De La Vie and tickets to Maritime Experiential Museum and Aquarium.

Every day *Travel Daily* will ask a different Singapore-related question – just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Singapore holiday.

Email your answers to: singaporecomp@traveldaily.com.au

Q.4: What is the name of Singapore's famous shopping sale in June-July?

Hint! Visit: www.yoursingapore.com/au

Click here for terms & conditions



Inspect Descarada 2

DESCARADA is offering the trade and public the opportunity to inspect its newest vessel, the four cabin *Descarada 2*, which enters service on 01 Apr.

The new mega-yacht is about double the size of *Descarada*, and accommodates up to 12 guests.

Inspections are being held on 13 Mar between 2-4pm and 14 Mar between 10am-12pm, at Gold Coast City Marina, Coomera.

RSVP to marketing mgr Richard McKisack on 0422 275 322.

Fiji monorail quashed

THE Fiji govt has distanced itself from plans by a US-based firm, JRK & Associates Fiji Group, which has proposed a \$103m monorail project, the *Fiji Times* reported.

Air NZ launches NLK

AIR New Zealand has begun services between Sydney and Brisbane to Norfolk Island after being handed the contract by the Federal govt last year

Air NZ will operate the service four-times weekly using A320s.

Aus F1 GP ultimatum

FORMULA 1 boss Bernie Ecclestone is insisting on the renegotiation of terms for the Australian Grand Prix with the Victorian Govt prior to the current contract ending in 2015.

Ecclestone has long held wishes to either force Melbourne to hold the race at night to better suit the key television market in Europe, or threatening to drop the event from the F1 calendar altogether.

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

Travel Daily Group:



Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
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LET TMS LEAD YOU TO SUCCESS!

INDUSTRY UPDATE



Welcome to our latest update! As you may have noticed, TMS is always promoting our Best Practice accreditation. Being the only travel recruitment company with this award, I

thought I would take this opportunity to explain what this means. All TMS Staff must adhere to strict operating and service standards to both clients and candidates, delivering the highest service levels, integrity and flexibility. Our daily business practices are monitored and assessed annually, very similar to quality assurance, to ensure TMS' commitment to candidate and client care as well as our sound business disciplines.

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

Sally Matheson,
General Manager

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



COMING SOON....



Download our **SALARY SURVEY REPORT TODAY!**

DOWNLOAD AUSTRALIA 2011

DOWNLOAD ASIA 2011

TOP JOBS OF THE WEEK

Visit tmsap.com for many more!

PERMANENT ROLES

Retail Travel Consultant \$45k + Super
WESTERN SUBURBS [CLICK FOR MORE](#)

Inside Sales \$55k + Super + Bonus
SYDNEY CBD [CLICK FOR MORE](#)

Account Manager \$50k + Super
SYDNEY [CLICK FOR MORE](#)

Hotel Co-ordinator \$45k + Super
SYDNEY CBD [CLICK FOR MORE](#)

Product Transport Mgr \$80k + Super
SYDNEY [CLICK FOR MORE](#)

Online Consultant \$50k + Super
SYDNEY [CLICK FOR MORE](#)

Corporate Travel Cons \$50-65k + Super
SYDNEY EASTERN SUBURBS [CLICK FOR MORE](#)

Retail Travel Cons from \$35k + Comms
PERTH [CLICK FOR MORE](#)

IT Support Analyst \$45-55k +
NORTH SYDNEY [CLICK FOR MORE](#)

Reservations Cruise Specialist \$40k + Super
NORTH SYDNEY [CLICK FOR MORE](#)

TEMP ROLES

Multi skilled Corp Travel Cons \$NEG
SYDNEY CBD [CLICK FOR MORE](#)

Groups & Events Travel Coord \$NEG
CITY FRINGE [CLICK FOR MORE](#)

Retail Travel Cons \$NEG
SYDNEY CBD [CLICK FOR MORE](#)

Dom Corp Travel Cons \$NEG
EASTERN SUBURBS [CLICK FOR MORE](#)

Admin & Back Office Assistant \$NEG
SYDNEY CBD [CLICK FOR MORE](#)

MEET THE TEAM



NAME: Stacy Balderstone

ROLE: Recruitment Executive

FAVOURITE DESTINATION? So many places! Asia - for its buzz, its contrasts, its warm and hospitable people, and its delicious and exotic cuisines. Within Australia - Kakadu, for its dramatic landscape, spirit and ancient culture.

TOP TIP FOR CANDIDATES? Have your references ready because solid references often mean the difference between a job offer and a rejection. It's important to line up references early in the process. Choose only those people who have had a chance to observe your work first-hand, such as former supervisors or managers.

TOP TIP FOR EMPLOYERS? Reward your staff accordingly - you get what you pay for. Be clear about your strategic direction for the future, and then hire the talent to help you achieve it.

TOP TRAVEL TIP Try websites like www.couchsurfing.org It's a great resource of information for budget travellers and by becoming a member - you can bypass the typical hotel experience by staying at the home of a local and learning about their culture. You get to meet some amazing people and you get all the insiders tips on the best local restaurants, bars and places to visit.

DON'T WAIT ANOTHER YEAR... **MAKE THE CHANGE NOW!**

@ nswjobs@tmsap.com

☎ 02 9231 6444

🌐 Level 10, 109 Pitt Street

➔ tmsap.com



AA APPOINTMENTS

RECRUITMENT CONSULTANTS



TO STAND OUT FROM THE CROWD - REGISTER WITH AA

NSW & ACT – 8/6 O’Connell St, SYDNEY – (02) 9231 6377 – apply@aaappointments.com.au

VIC – 1/167-169 Queen St, MELBOURNE – (03) 9670 2577 – recruit@aaappointments.com.au

QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – employment@aaappointments.com.au

WA & SA – (03) 9670 2577 – recruitwa@aaappointments.com.au & recruitsa@aaappointments.com.au

FOR MORE EXCITING VACANCIES VISIT www.aaappointments.com

SIMPLY THE BEST

**LUXURY TRAVEL SPECIALIST - START DATE 19 MARCH
SYDNEY- SALARY PACKAGE TO \$65K**

Love organising amazing leisure travel but constantly having to worry about making your cost of seat; or having to price beat? Well those days are over. Work for this respected brand selling only high end products, dealing with VIP clientele and you will be rewarded with a high base salary with the added bonus of penalty rates and educational. To apply, you will need a minimum 18 months experience in a retail consulting role, have good airfare knowledge using Sabre, Amadeus or Galileo.

COMING UP TRUMPS

**VIP CORPORATE CONSULTANT
SYDNEY- BASE SALARY TO \$65K PLUS**

VIP corporate positions do not come along every day so if you prefer to only deal with the “very important people” of the world then read on. This amazing blue chip company based in North Sydney requires a senior corporate consultant with at least 5 years experience to join them in their busy but exciting head office. You will love only dealing with the CEO, senior executives and visiting officials. Huge salary on offer for the successful candidate!

IT’S THE PLACE TO BE CORPORATE CONSULTANTS

MELBOURNE & PERTH – SALARY PACKAGE TO \$75K+ (OTE)

Not too sure where to take your career next? Join a Global TMC that is growing bigger every day & be presented with amazing career advancement opportunities. If you are currently working as a Corporate Travel Consultant however are starting to feel a little stale, move across to a company that can provide energy & a higher pay packet! You too could soon become of the highest paid consultant in the corporate travel sector.

I BLESS THE RAINS DOWN IN AFRICA....

**AFRICA TRAVEL SPECIALIST
MELBOURNE (BAYSIDE) – SALARY PACKAGE TO \$55K (DOE)**

Was Africa your all time favourite holiday destination? Do you grin from ear to ear every time you receive an Africa holiday request so you can sell your own personal travel experiences? This boutique travel company requires a competent travel consultant with strong personal travel experience throughout this amazing continent. A min 3 years international consulting experience is essential.

CRUISE THE OPEN WATERS CRUISE SPECIALISTS

PERTH & MELBOURNE – SALARY PACKAGE \$45K - \$55K

With cruising becoming one of the most popular forms of travel, this sector of the industry has seen enormous growth. We have a position in both Perth & Melbourne calling for experience international travel consultants to join their back office team, selling worldwide cruises! If you have solid cruise experience & enjoy selling amazing cruises throughout the world, apply now!

SERVICE THE DISCERNING TRAVELLER SENIOR LEISURE CONSULTANT

PERTH (SOR) – SALARY PACKAGE TO \$65K (DOE)

Looking to gain a better work life balance? This well established & reputable travel company is seeking a senior travel consultant to join their professional office, servicing the discerning traveller with unique and luxury travel itineraries. Working Monday to Friday business hours, you will be thrilled with this mature minded team, all with the same values & worth ethics. Min. 5 years experience required.

NO MORE WORKING WEEKENDS DOMESTIC CORPORATE CONSULTANT BRISBANE – SALARY PACKAGE TO \$50K

This corporate company doesn’t recruit often so it is time to dust off that resume and register with AA Appointments. Our friendly recruitment team will be able to introduce you to this fantastic travel company today. If successful, you’ll enjoy top rewards for your efforts including career development & promotions. It will feel like a dream working only Monday – Friday on this high profile account. If customer service and attention to detail are your key strengths, call us!

RACE INTO AA TODAY! RETAIL TRAVEL CONSULTANT

BRISBANE WESTERN SUBURBS –SALARY PACKAGE \$55K

Interviews for this top role are being conducted this week so there is no time to waste. This company boasts great working conditions, a strong base salary along with being able to increase your take home pay with the generous incentive scheme in place. You’ll be working within a fun environment that focuses on hard work and customer service but encourages work/life balance. Apply now to find out more.

Word of Mouse

March 2012
Edition # 8



A MAGICAL HAWAIIAN VACATION— MADE JUST FOR FAMILIES

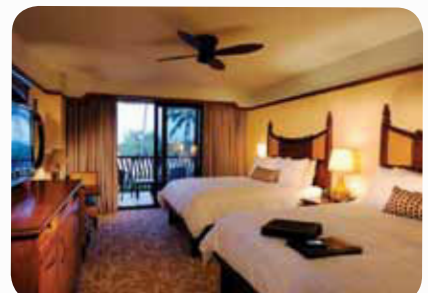
Aloha. Welcome to Aulani. Inspired by the wonders of Hawai'i and built with the perfect touch of Disney magic, Aulani is a beautiful beachfront escape that's designed for families. It is a Resort like no other. Perfectly placed just far enough from the hustle and bustle of Waikiki, but close enough for families to enjoy the world-class entertainment of O'ahu.



AULANI AT A GLANCE

- 359 hotel rooms (including 16 suites) and 460 Disney Vacation Club® Villas.
- 45 minutes from both Honolulu and the North Shore.
- Four incredible themed pool experiences from waterslides to kid-friendly wonders.
- Delightful restaurants feature food harvested from local farms and created by renowned Disney chefs.
- Private saltwater snorkel lagoon.
- 18,000 square foot Laniwai Spa.
- One of the largest collections of contemporary native Hawaiian art in the country.
- Unique spaces and programs for kids, adults and families.

Features, amenities, entertainment, food and recreation are subject to change without notice.



As to Disney artwork, logos and properties: ©Disney.

Questions/Comments/Travel Agent Rates, Please write to us here

Incentive South Australia

WIN a South Australia Luxury holiday!

Prizes

MAJOR PRIZE WIN a luxury Kangaroo Island getaway!

- 1) 2 x Return economy flights from the winners nearest capital city to Adelaide
- 2) 2 x Return economy flights from Adelaide to Kangaroo Island with Regional Express
- 3) Two nights accommodation (twin share) in a Flinders Suite at Southern Ocean Lodge (includes all dining, open bar with premium wines and spirits, in-suite bar, selected Kangaroo Island experiences and island airport transfers)

RUNNER-UP WIN a wine fridge stocked with premium South Australian wine!

- 1) Vintec 30-bottle wine cabinet
- 2) 30 bottles of premium South Australian wine

How to Enter

Be one of two consultants nationwide who book and deposit the highest number of eligible packages to South Australia including a minimum of 1 nights accommodation, with a minimum value of \$500 between 1 March and 30 April 2012 with Qantas Holidays or Viva! Holidays. For travel between 1 April and 30 June 2012.

To view the current South Australia campaign go to www.qantasholidays.com.au/agents



TERMS AND CONDITIONS

Promotion is only valid for Australian residents who are employed as travel consultants by an IATA – approved travel agent that sells product offered by Qantas Holidays Limited or Viva! Holidays Limited, and are not Flight Centre Limited employees. Prize must be taken as stated. Promotion ends 30 April 2012 at 23:59 (AEDT). See Qantasholidays.com.au/agents for full terms & conditions.