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Travel Daily

First with the news

Tuesday 19th February 2013

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Skywest Jan stats

SKYWEST flew 22% more charter services in Jan 2013 than a year earlier, with the carrier's monthly passenger figures also showing a 47% year-on-year rise in RPT traffic.

The carrier flew 26,000 RPT passengers and also operated 400 charter services, with the overall RPT load factor being 53.4%, up 4.5 percentage points.

Skywest's financial year-to-date load factor is 58.5%, down 3.5 pts.

Amadeus mid-office push

AMADEUS has today expanded its range of mid- and back-office travel agency systems in Australia via a strategic partnership with UK-based Dolphin Dynamics.

Under the deal Amadeus will offer pre-sales, training and support for the Dolphin Dynamics product which includes a "user-friendly interface for fulfilment, pricing, CRM, workflow and reporting".

The Dolphin system is claimed to "dramatically improve consultant efficiency" via the use of the so-called Dolphin inbox, described as "a rules-based task management solution".

It interfaces with several Amadeus products including e-Travel Management, e-Power and Selling Platform.

Amadeus said it would offer Dolphin alongside other mid- and back-office offerings including Tramada, Travelog, VTO and Amadeus Agency Manager.

"The expanded portfolio of solutions offers an even greater

choice to travel agencies, better enabling them to fulfil their needs which can vary greatly depending on agency size, type and workflows," Amadeus said.

The company has reinforced its commitment to the mid-office offering by appointing Claire Rimmer as Business Management Solutions Consultant.

Rimmer has extensive experience with the Dolphin system, having implemented it across the STA Travel global network across the last decade.

The Dolphin solution, which was first released in 1996 and is now utilised by more than 12000 users in 25 countries, has already been implemented by Melbourne-based Sean Simmons Travel.

Other users include NZ-based House of Travel as well as STA, BCD Travel and TUI.

Eight pages of news

Travel Daily today has eight pages of news and photos, plus full pages from: ([click](#))

- TMS Asia Pacific jobs
- AA Appointments jobs

New MCVB identity

THE Melbourne Convention and Visitors Bureau has today announced a complete rebrand, and will henceforth be known as the Melbourne Convention Bureau.

CEO Karen Bolinger said the move aims to boost awareness of the organisation, and is part of its Strategic Business Plan launched in May last year.

More info in tomorrow's issue of *Business Events News*.



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New FJA330 for SYD

AIR PACIFIC, soon to be known as Fiji Airways, has opened reservations for flights utilising its new A330-200 aircraft.

The launch route is Nadi-Sydney effective from 08 Jun, with the new plane operating up to six times weekly.

The new plane is configured with 24 business class and 249 economy seats, with GDS screens currently showing FJ's 747-400 will be retired in about a year.

Other prospective destinations for the new aircraft include Auckland, Brisbane, Hong Kong, Melbourne and Los Angeles.

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AAX TV commercials

LOW-COST carrier AirAsia X has kicked off a five-week long brand campaign covering TV, cinema, outdoor, radio, mobile, digital, online video and Facebook.

Launched on Sun, the TV component is focused on the key markets of Sydney, Melbourne, Perth, Brisbane and the Gold Coast/Northern NSW, aired on Channel Seven & Network TEN, and a range of subscription channels.

AirAsia marketing manager Australia, Stuart Myerscough told *Travel Daily* the promo aims to dispel some myths about LCCs.

"The campaign also highlights the choice and value AirAsia offers guests through a fully customisable experience, and demonstrate why AirAsia has been voted World's Best Low-Cost Carrier for four years running," Myerscough said.

TC marketing exec.

HOME-BASED network Travel Counsellors continues to invest in its Australian operation, creating a new Marketing Executive role based at its HQ in Melbourne.

The position has been filled by Rebecca Wilson who possesses six years marketing experience within the travel industry.

Sydney Harbour landscape

FEDERAL Tourism Minister Martin Ferguson today officially unveiled Sydney Harbour as Australia's 16th "National Landscape," with the move heralding a new global marketing push for the iconic attraction.

Other designated National Landscapes include the Red Centre, the Great Barrier Reef and Tasmania's Island Heritage, with Ferguson saying it was fitting that the harbour be added.

"With our world-famous harbour at its heart, this landscape is the first glimpse that welcomes 42% of international visitors to Australia," he said.

As well as landmarks like the Opera House and the Harbour Bridge, Tourism Australia will market the harbour's connection with Aboriginal and convict heritage, as well as native wildlife

"right on the city's doorstep".

This morning's launch event also saw the announcement of 'Australia's Wildlariies National Landscape Nature Series' - a collection of short films about the 16 official National Landscapes which will be rolled out on Tourism Australia's social media channels and online platforms.

The National Landscapes program is a collaboration between Tourism Australia and Parks Australia - to view the first Wildlariies video click on the logo or see traveldaily.com.au/videos.



Etihad Guest revamp

ETIHAD will offer more flexibility to passengers wanting to redeem flight rewards under its Etihad Guest loyalty program, following a major system upgrade to SabreSonic this weekend.

The new system will allow passengers to book 'GuestSeats' online or via the call centre up to three hours before departure, and redemptions will also include one date change free of charge.

The upgrade will also allow pax to book a stopover in Abu Dhabi when travelling on a reward ticket.

Emirates upgauge PER

EMIRATES has confirmed it will upgrade aircraft to Perth on its return EK424/425 services from Dubai, adding an extra 88 seats daily to/from Western Australia.

EK will deploy B777-300ER jets on the Perth route, replacing the existing 777-200LR.

Aeroflot adds new destinations

Operating for 89 years, Russia's largest airline Aeroflot provides combo daily services ex Australia with Qantas Airways, Cathay Pacific, Air China, China Eastern, Korean and Asiana Airlines connecting to Aeroflot services via Bangkok, Hong Kong, Shanghai, Beijing, Seoul or Tokyo to Moscow and beyond.

For bookings please contact your local licensed travel agent.



For more information visit:
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J Class

Career promo pitch

A **SIX**-week Discover Your Career campaign aimed at promoting jobs in tourism and hospitality has been rolled out by the Federal Government.

The marketing is targeting the severe staff shortages in some high-demand occupations within both industries across Australia, with many lured to the mining industry by higher salaries and bonuses unable to be matched.

Central to the push are a series of online & offline tools, including downloadable fact sheets, online advice and training guides to try and draw people from across the country to explore career paths within the two professional fields.

For more information, visit www.discoveryyourcareer.com.au.

Finnair pay YR comm

COMMISSION of 5% on YR fuel levies will apply on int'l Finnair market fares from 01 Mar, with 3% paid on published domestic Finland tickets issued in Australia by IATA accredited agents.

Finnair tickets must be issued on AY '105' stock to be eligible for the commissions.

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HOT deal for Helen Wong

HELEN Wong's Tours will for the first time ever be sold in New Zealand, after the signing of a new agreement between the wholesaler and NZ travel retail group House of Travel.

The exclusive deal will see House of Travel showcase Helen Wong's Tours under its own banner, with a brochure offering QR code links to "virtual tour" video coverage of major areas featured in the program.

House of Travel said China had been a growing market in NZ over the past few years, "and we are very excited to bring the wealth and expertise of Helen Wong's Tours to our New Zealand customers".

Helen Wong's Tours founder Helen Wong said she had been working on the deal for some time, with the move allowing the firm to "broaden our reputation beyond our traditional Australian market".

EK incentive winner

JULIE Revett from Tawantin Travel (pictured) has been chosen as the third bonus prize



winner in this year's Emirates and Dubai Tourism mega incentive.

She has won an iPad mini and is in the running to win a trip to Dubai in May, with 280 agents flying EK to sample the destination.

MAS J class chef-on-call

MALAYSIA Airlines is now offering its 'Chef-on-Call' service to Business class passengers on flights between Kuala Lumpur and Sydney, Melbourne, Adelaide, Brisbane, Perth, Auckland, Paris, London, Amsterdam & Frankfurt.

The chef-on-call menu consists of up to 30 dishes & was previously limited to First Class passengers and oneworld Enrich Platinum frequent flyer on select routes.

Canada visits up 6.5%

STRONG Australian arrival numbers into Canada for the month of Dec helped to push the full year figures to nudge a 6.5% year-on-year growth result, official figures from the Canadian Tourism Commission today reveal.

Arrivals in Dec alone were more than 10% up on the previous year, with 23,327 people arriving.

Overall for the year, more than 258,000 Aussies visited Canada.

Vancouver was the most popular entry point, with 64.7% of all arrivals clearing customs at the British Columbia port.

Int'l Rail expand range

MELBOURNE-based wholesaler International Rail has expanded its product line to include ferry crossing tickets & the Berlin Pass.

The new options are on top of add-on products already sold by IR, such as the London Oyster card and Paris Visit Pass.

The 48 or 72hr Berlin Welcome Card offers entry to the city's main sites, unlimited access to public transport, a guide book and discount coupons, priced at \$28 per adult - call 1300 387 245.



Window Seat

AIRCRAFT pilots and passengers are being encouraged not to ignore the apparently natural bodily function of breaking wind, even when aboard a flight.

A report from European researchers say the discomfort experienced by a pilot holding back to adhere to etiquette standards could even risk safety.

Experts say the "invariable consequence of digestion" shouldn't be held back as it can lead to other health problems such as stress and bloating, with pilots urged to "just let it go".

SPEAKING of bodily gases, a herd of 390 flatulent cows last year forced a Korean Airways cargo jet to make an emergency landing at Heathrow, details from the Civil Aviation Authority say.

The cows were producing high levels of methane gas - the second highest heat-trapping emission - which set off the plane's fire warning light, with cabin crew forced to don gas masks while exiting the jet.

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Taste of Swiss for Melbourne



MORE than 5,000 Melbournians immersed themselves in the tastes and flavours of Switzerland at the annual Swiss Festival.

Sponsored by Switzerland Tourism, the event held in the city's Southbank precinct offered a wide variety of Swiss food and drinks, folk dancing, alphorn blowing and even some yodelling.

A seven-night Swiss holiday, inclusive of flights, accom & first class rail passes was also given away to a lucky pair of attendees.

In 2013, Switzerland Tourism is celebrating the theme of "Living

Traditions", hoping to showcase the country's culture and customs.

Pictured above at the festival, from left is Birgit Weingartner, Simon Bosshart & Evelyn Lafone from Switzerland Tourism with Giovanni Destefano and Anil Rodericks, SWISS Int'l Air Lines.

TNZ lures Thai families

TOURISM New Zealand has teamed with THAI Airways and Auckland Airport to entice Thai families to visit the country during autumn, touring by car.

Quark standards tick

POLAR adventure firm Quark Expeditions has completed a comprehensive operational evaluation process, successfully demonstrating the company's conformity to British Standards.

The standards achieved relate to the safe and responsible conduct of expeditions and adventurous activities.

"The purpose of the assessment is to secure completely independent, knowledgeable, and competent confirmation that Quark does, in fact, adhere to the highest health & safety standards in our industry," president Hans Lagerweij said.

In Feb 2009, Quark's *Ocean Nova* vessel was pushed aground in Antarctica, resulting in all pax being offloaded to another ship.

Second EK Filo port

EMIRATES will begin daily direct services from Dubai to Clark Int'l Airport in the Pampanga province of the Philippines from 01 Oct.

The carrier's newest Filipino port comes in addition to current thrice-daily nonstop services to Manila, and will be operated by a two-class Boeing B777 aircraft.

Nationwide balloons

CONGRATULATIONS to Helen Hunter from Nationwide Travel in NSW, who was the winner of last week's Red Balloon competition, sponsored by inPlace Recruitment.

Helen has won a \$500 voucher to spend on adventures and experiences with Red Balloon.



Start your Dubai adventure

Our incentive closes on the 17th March 2013, be sure to register and log all your sales for your chance to win one of 280 unforgettable five-day famil trips to Dubai.

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Hello Tomorrow



6 Mystery prizes and 8 iPad minis also to be won.

Conditions apply; click here for details. Only open to eligible travel agency employees in AUS & NZ aged 18+. Must be available to travel between 15/5/13 and 20/5/13. Starts 21/01/13 and ends 17/03/13. Trip prizes split as follows: NSW/ACT: 40, VIC/TAS: 40, WA: 40, QLD: 40, SA/NT: 40, NZ: 80. There will be 30 trips per State group (60 in NZ) awarded via a game of skill. Remaining trips will be awarded via a game of chance. iPad mini prizes also awarded in game of chance. Mystery prizes awarded in game of skill to first placed entrants in each State Group. See conditions for details.



Rd 1 Winner

CONGRATULATIONS

Scott Marsden

from *Corporate Traveller*

Scott is the top point scorer for Round 1 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a complimentary pass for two people to Wildlife Sydney, courtesy of **Merlin Entertainments Group**.



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



Excite loves Gift Cards

A **NEW** incentive rewarding agents with gift cards has been launched by Excite Holidays.

New bookings of any volume and value made between 14 Feb and 31 Mar may be eligible for a gift card reward.

Vict. trade missions

TOURISM Victoria chief exec. Leigh Harry will join Minister for Tourism and Major Events Louise Asher leading a group delegation of tourism leaders on the state's Super Trade Mission to the Middle East and Turkey in Mar.

The initiative to connect with travel executives abroad will also include a return visit to India, "building on last year's mission," Harry said.

"These trade missions create opportunities to engage new and existing partners in these markets to strengthen trade relations," the Tourism Victoria chief said.

In Oct 2011, Tourism Australia launched a campaign in India to lure high spending visitors from the country, at the same time announcing a need for direct air links between Australia and India.

Tech key for Choice

INNOVATIVE technology has been cited by Choice Hotels Australasia as key to achieving double-digit year-on-year revenue per available room growth.

The property group has recently implemented choiceADVANTAGE, a cloud-based hotel management system allowing property owners to interface with global room reservation systems, along with an enhanced website & social media.



Tuesday 19th Feb 2013

Island Passage reps

TRAVEL the World is now the representative for Island Escape Cruises (**TD** yest.) in Australia.

The firm's 24-passenger luxury motor yacht, *Island Passage*, sails New Zealand and Vanuatu.

APAC strong for AY

FINNAIR sales figures for the Asia-Pacific region from 2012 show a 30% year-on-year increase, new data from the airline shows.

The carrier has labelled this as a "major result" especially as its services from Australia are only available as codeshare services.

MEANWHILE, the carrier has launched a special 90th birthday sale on Economy-Class tickets valid for sale and travel to 31 Mar.

Return seats to nine European cities, via Bangkok start at \$1,640.

Economy Plus on El Al

ISRAELI carrier El Al Airways will extend its Economy Class Plus to its entire B767-300 fleet following high customer satisfaction with the enhanced cabin on its B747's.

New Italian road tour

TEMPO Holidays has introduced a new nine-day driving holiday in Italy, inclusive of holiday park accom and vehicle rental.

The Tuscany & the Italian Lakes itinerary includes four nights near Florence, four nights at Lake Garda & nine-days car hire, priced from \$1,764 for a family of two adults and two children.

The itinerary is valid for sale and travel until 14 Sep - 1300 362 844.

An 18th birthday sale

RAIL Europe has rolled out a series of special offers celebrating the company's 18th birthday, with a number of "hand-picked" deals on sale for a limited period.

Available discounts of up to 65% are valid for point-to-point and rail passes on Thays, Eurostar, City Night Line, TGV France-Italy as well as France and London passes.

VS to join Skyteam?

VIRGIN Atlantic could be set to join the SkyTeam airline alliance following its recent 49% stake sale to Delta Air Lines, according to the UK's *Financial Times*.

The carrier's chief commercial officer Julie Southern said it would "probably make sense" for VS to join the alliance in line with the stake sale (**TD** 12 Dec).

Britain? With pleasure.

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Four Points push for expansion

STARWOOD Hotels' Four Points by Sheraton in Sydney has sought approval for the construction of a new tower aimed at boosting competition to the nearby Darling Harbour and Barangaroo projects.

The proposed expansion would consist of a new 25-storey tower of the existing hotel (pictured below), adding 231 rooms and office space directly over the Western Distributor roadway.

A multi-purpose meeting and

function centre further to the west of the proposed new tower would complement the expansion and cement Four Points as a player in the soon to be rapidly heating-up luxury hotel market.

Construction giant Lend Lease has also outlined plans for a 900-room hotel in the Darling Harbour vicinity (**TD** 11 Dec).

Completion of the proposed plan would see the Four Points total room offering top the 900 mark.

Four Points general manager David Fraser told the *Sydney Morning Herald* the extra hotel and event space "will be an ideal addition to the vibrant Darling Harbour precinct".

The submission is now before the NSW State Planning Dept.



COMO appoints PEPR

SINGAPOREAN apartment operator COMO Hotels & Resorts has named PEPR Publicity to raise the profile of its nine upmarket resorts in the Australian market.

COMO manages nine properties in Europe, the subcontinental nations of Maldives and Bhutan, and across Asia.

Topdeck festival book

YOUTH tour operator Topdeck has released a new brochure dedicated to tours incorporating a visit to a variety of festivals and events around Europe and the UK.

Highlights of the new Festivals & Events guide include a 12-day itinerary in Spain which takes in both the Running of the Bulls & the Pamplona Haro Wine Festival, as well as visiting Madrid, Segovia and San Sebastian.

The tour departs 27 Jun from Bilbao and is priced from \$1,245 per person - phone 1300 886 332.

Kryal TV promo pitch

KRYAL Castle in Ballarat, Vic, will launch a major TV commercial campaign to spruik new medieval themed activities at its adventure park, set to reopen on 02 Mar.



AMERICA'S red, white and blue brigade turned green and gold last night as more than 500 local travel agents packed into the Sydney Hilton ballroom for the 2013 Visit USA Roadshow - the premiere event on the USA's down under promotional calendar.

Suppliers representing individual attractions right through to entire states crammed in to meet with, answer questions from, inform and entertain attendees about what their clients can see and do during a holiday in their regions.

The evening was sponsored by Major League Baseball, who took the attending crowd to American yesteryear, showcasing the sport as "America's Game", while also providing many interactive displays such as batting cages and hosting a fast-ball competition.

The delegation of 55 suppliers was the largest to ever visit Australia for the annual roadshow series, which visited Perth last week, hits Brisbane tonight and Melbourne tomorrow night.

Content showcased reflected the incredible diversity that is the United States - everything from the many theme parks to the 'Ol' Wild West was on display.

Along with many individual hotel and tour voucher prizes

given out over the course of the night, Air New Zealand provided two seats to Los Angeles as part of a major prize holiday to the US.

Taking home the prize was Anna Hawkins from Flight Centre Westfield Sydney 2, pictured above second from left with Nicole Bennett and Elizabeth Hutchison from Air New Zealand and Lisa Dunn from Visit USA.

More pics from the event at www.facebook.com/traveldaily.

Social sharing Stayz

HOLIDAY rental firm The Stayz Group has rolled out a number of updates to its popular iPhone app, incl extended searching functions and social media integration.



Application Support Specialist

An exciting opportunity exists for an Application Support Specialist to join the Blue Holidays business, based in Brisbane. In this role, you will join a dynamic online travel team and help drive our customer led travel technology platform, development roadmap and deliver its application development goals. The ideal candidate will have proven experience in working with travel software vendors and be capable to drive business initiatives to advance the technology platform enhancements from concept to completion. An understanding of tour operator, mid/back office travel systems, GDS, HTML, css, Excel and project management, is desired.

Please submit your CV to chad.howard@blueholidays.com.au or call (07 3295 5070) for a full position description. Applications close 22 February 2013. No agencies please.



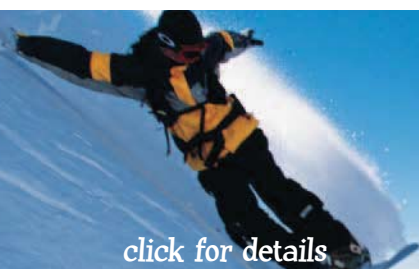
Supplier Updates

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Scenic 2012 gem's sparkle



ABOUT 270 travel agents from around the nation & New Zealand converged in Sydney on Sat for the inaugural Scenic Tours 'Night of Stars' gala at the Ivy Ballroom.

GM sales & marketing Michelle Black said Scenic had been thrilled with the response from agents to participate at the invite-only event, after an "extraordinary" year.

State Awards were presented to the top three agencies based on sales achieved during the 2012 calendar year.

Ten finalists made up the state awards for Qld, NSW/ACT, SA, WA and Vic, and five from Tas and NZ.

The top 3 in each category won a bottle of Veuve Clicquot and a fabulous trophy, while individual state winners - as well as Scenic's top National sales agency and consultants in Australia & NZ - had their names truly set in the 'stars', receiving a star named in their honour through the International Star Registry.

Five of Scenic's elite agencies were also recognised as 'Diamond Agencies' in 2012 for their sales, each receiving a stunning award.

Pictured on the night with their National Agency of the Year are Scenic Tours' national sales manager, Emma Davie (left); md, Glen Moroney and gm sales and marketing, Michelle Black (right).

WIN A 2-NIGHT BREAK AT PALMER COOLUM RESORT

This week, **Travel Daily** is giving one lucky reader the chance to win a 2-night break at **Palmer Coolum Resort** on the Sunshine Coast.

The prize includes 2 nights accom in a Deluxe Junior Suite and flights from any Australian capital city.

The Spa provides guests with indoor and outdoor relaxation areas, 25 metre lap pool, aqua-aerobics pool, outdoor unisex spa, lavish men's and ladies' lounge with steam, sauna, relaxation lounge and outside access to the pools.

For your chance to win this great prize, email your answer to the question below by COB on Friday to: pcrcomp@traveldaily.com.au.

With the largest spa in the Southern Hemisphere, Palmer Coolum Resort offers a wide variety of specialised treatments. Which treatment would you like to try and why? (in 25 words or less)



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Travel Daily
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Tuesday 19th Feb 2013

CWT MICE growth

CARLSON Wagonlit Travel has reported its 2012 results, with specialist departments, including its Meetings & Events division and Energy Services, saw the largest growth among all units.

More than 35,000 meetings were organised worldwide - a gain of 10% on the year before.

Despite a 1.1% drop in overall sales volume and a slight 0.2% decline in total transactions managed by CWT, sales from new business totalled US\$1.7b.

The company blamed poor economic conditions in Europe and the Asia-Pacific for falls of 4.4% and 2.4% year-on-year in total transactions managed.

On the flip side, the company posted its strongest growth in the Latin American market, up 21% & North America, climbing 2.3%.

CWT president and ceo Douglas Anderson said he was pleased with the full-year results overall.

"As a global company with local operations all over the world, our diverse client portfolio has provided stability despite a fluctuating economic climate".

Lebanon sold for \$9.5m

THE man-made island of Lebanon, part of The World project off the coast of Dubai, has changed ownership.

According to *Arabian Business*, the transaction, which included management of Royal Island Beach Club on the island, was acquired for \$9.5m - a loss of US\$6.8m from the original buyer's price paid four years ago.

MileagePlus gets fit

UNITED Airlines is offering members of its MileagePlus loyalty scheme the opportunity to earn award miles when taking out gym memberships with GlobalFit.

Available through MileagePlus Fitness, the program is available at 10,000 gyms in the US and is also extended to home fitness products such as Zumba, DVDs, Total Gym and bodybugg.

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Wouldn't it be great if there was someone out there who was a travel and tourism recruitment expert, motivated to help you personally, there to offer coaching and support, information and encouragement as well as making sure you find absolutely the right job for you... and it wouldn't cost you a cent other than a small investment in time? Great news...



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Get inside Champagne

A NEW insiders tour of the French Champagne region, north-east of Paris, has been released by The Champagne Dame.

The five-night all-inclusive tour is priced from \$4,990ppts land-only, departs Paris on 23 Jun, is limited to 12 guests and offers 10% commission to agents - see www.thechampagnedame.com.

Kennedy to Kingston

NEW carrier Fly Jamaica Airways has operated its debut service between its Kingston hub and New York JFK, with the four times weekly route now available on its currently single Boeing 757-200.

The carrier's boss Paul Ronald Reece says the startup operation is looking to next launch flights to Guyana and Toronto, Canada.

Monuments go green

WORLD famous icons such as the Pyramids of Giza, the 'Welcome to Las Vegas' sign and the Christ the Redeemer statue in Rio De Janeiro will all turn green as part of Tourism Ireland's "Global Greening" promotional campaign.

The date also coincides with the annual St Patricks Day festivities.

Other global landmarks set to go green again include Dubai's Burj Al Arab, the Leaning Tower of Pisa and the Sydney Opera House.

Amazing Race Tahiti

AMERICAN reality TV program *The Amazing Race* has revealed Tahiti as the "dream destination" for the 22nd season of the show.

The first two episodes of the next series were filmed on the island of Bora Bora.

Vittoria on the seas

CAPTAIN Cook Cruises has begun serving Vittoria coffee products as part of its twice-daily Coffee Cruise on Sydney Harbour, priced at \$39pp until 01 Apr.

Insight sends love to agents



VALENTINE'S Day brought many surprises to these Victorian agents as Insight Vacations' sales representatives called in just to say "I love you".

Delivering a bunch of roses along with some chocolates to the team from RACV Tour & Cruise, the surprise undoubtedly

made the day for the lucky store.

The apples of Insight's collective eye, pictured above in the back row are Elitza Hydeuk and Justine De Leo.

Front row: Sophie Pratt, Lisa Giuffre and Maria Navarro with the Insight Vacations casanova himself, Andy Roberts.

Win

a luxury trip to Abu Dhabi

Abu Dhabi



Abu Dhabi Tourism & Culture Authority is giving one lucky *Travel Daily* reader and their guest the chance to experience the awe-inspiring nature, exhilarating adventure, rich culture and warm Arabian hospitality of Abu Dhabi.

Your luxurious prize will include: return Coral Economy Class flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane) with award-winning Etihad Airways, 4 nights' accommodation at the 5* beachfront Fairmont Bab Al Bahr, an Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of February, simply send the correct answers for our daily questions to abudhabicomp@traveldaily.com.au and this fascinating Arabian holiday for two could be yours.

Q13. What is the name of the annual culinary festival taking place in Abu Dhabi this month (February) and featuring a star-studded cast of Michelin-star chefs and special guests, master classes and industry insights from hospitality experts?

Hint - Visit www.visitabudhabi.ae

The deadline for all answers is 5.00pm Thursday 28th February, 2013.

Click here for full terms & conditions and to view all questions.



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HOT ROLES OF THE WEEK

Team Leader/Operations Manager, Corporate Travel, SYD

- ✓ Award winning team of professionals
- ✓ Fast paced and fast growing business
- ✓ Executive salary
- ✓ Excellent career progression opportunity

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

Cruise Team Leader/Operations Manager, SYD

- ✓ Leading travel company
- ✓ Executive salary
- ✓ Strategic role on management team
- ✓ Thriving business with dynamic team

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Corporate Business Development Manager, SYD x 3

- ✓ Strategic sales / hunters required
- ✓ Strong B2B sales
- ✓ Have a proven track record
- ✓ Excellent career progression opportunities

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

Strategic Client Manager, VIC

- ✓ Manage 2 large market clients
- ✓ Implement strategies for corporate clients
- ✓ Excellent Executive Remuneration
- ✓ Great career growth opportunities

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Leisure Business Development Manager, SYD

- ✓ Varied International product
- ✓ Strong on road sales role
- ✓ Career progression opportunities
- ✓ International travel involved

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Online Hotel Account Manager, SYD

- ✓ Manage portfolio of hotel accounts
- ✓ Build strong relationships to maximise business
- ✓ Casual and dynamic office environment
- ✓ Career progression opportunities

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

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VIP CLIENTELE ONLY

**WHOLESALE TRAVEL CONSULTANT
SYDNEY – SALARY PACKAGE TO \$60K+**

Want to earn a solid base salary plus uncapped commission? Here’s your chance! As a Wholesale Travel Consultant you will enjoy booking a variety of luxury products including Weddings and Honeymoons to dive cruises and sporting holidays! Enjoy working in a boutique environment for an established company that looks after their staff which is proved by the staff’s longevity. Min 2 years travel industry experience, GDS skills & great communication skills a must!

CALLING ALL PRODUCERS

**WHOLESALE PRODUCT CO-ORDINATOR
SYDNEY – SALARY PACKAGE TO \$55K**

Are you an experienced product co-ordinator looking for progression? As part of the product team you will be responsible for developing & maintaining relationships with suppliers, assisting with web design, advertising & creating exciting itineraries. Enjoy working behind the scenes, Monday to Friday only plus a great salary package. Min 2 yrs experience in a product role & leadership skills required as the right candidate may even lead the team in the near future!

HIGH END ROLE WITH A HIGH END VIEW

**RETAIL TRAVEL CONSULTANT
MELBOURNE (INNER)–SALARY PKG UP TO \$63K (DOE)**

This successful boutique travel agency is now searching for their next superstar consultant to join their team. Working for this prestigious agency you will be responsible for arranging 5 star itineraries for repeat and referral clients. With a beautiful office based environment you will work Monday – Friday hours, be paid a high base salary and be sent on exotic famils! Min 5 years retail experience required. Don’t miss this!

STARRING ROLE

**RETAIL TRAVEL CONSULTANTS
ADELAIDE (CBD) – SALARY PACKAGE TO \$55K (OTE + DOE)**

Are you an experienced travel consultant in Adelaide? We have an exciting retail role that will finally see you move away from the time wasters and brochure collectors! This successful retail agency in the heart of Adelaide will see you booking exciting itineraries for the many repeat and referral clients that have been built up over the years. With a sensational high base salary on offer, you won’t want to miss this!

LOVE THE LION KING?

**AFRICA WHOLESALE CONSULTANTS
MELBOURNE (VARIOUS) – SALARY PACKAGE \$60K (DOE)**

We have 2 sensational AFRICA wholesale reservation roles in Melbourne! If you are an experienced consultant, have personal travel experience to Africa and want to specialise in the region then these are the roles for you! Working M-F hours you will be responsible for creating dream itineraries for your loyal travel agents! Be sent on luxury famils and be paid a high base salary! Call us today to find out more! Min 2 yrs exp required.

LOST IN TRANSLATION

**JAPAN WHOLESALE RESERVATIONS
MELBOURNE (CBD) – SALARY PACKAGE TO \$45K (DOE)**

This wholesale role will allow you step away from face to face consulting and concentrate on a destination you love! Working in the heart of the CBD, this role will see you selling Japan to your loyal travel agents. From hotels, to rail passes to ski holidays your days will be filled with variety and fun! Educational trips on offer and a high base salary! Don’t miss this rare opportunity in Melbourne! Min 12 months exp req.

TAKE CENTRE STAGE

**PREMIUM RETAIL TRAVEL CONSULTANT
TOWNSVILLE – TOP INDUSTRY PACKAGE**

Here’s the rare chance to join a reputable national travel brand in their Townsville agency. You’ll love being part of this close knit team of consultants where you enjoy a few laughs in the day and have support when you need it. Being based in a busy shopping centre you’ll cater to a range of leisure clients and sell a variety of worldwide destinations. A strong salary package along with \$\$ incentives, famils, training and progression opportunities are on offer. Call to find out more.

OUT OF THE NORM

**AFTER HOURS CORPORATE CONSULTANTS
BRISBANE CBD – PART TIME HOURS**

Do you thrive working under pressure? Love a busy environment? Then this role is for you. Based in the CBD this leading TMC needs experienced travel consultants to come and join them on part time basis. Working evenings, mornings and weekends you’ll be assisting clients with emergency bookings, last minute changes and cancellations. CBD parking will be provided along with great \$\$\$ and a supportive working environment.