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Contiki seeks new md

THE Travel Corporation Australia has confirmed the resignation of Contiki Australia md Fiona Hunt to pursue "a new management opportunity" within the company after two years in the role.

TTC chief executive officer John Weeks lauded Hunt for her "tremendous contribution to the growth of Contiki Australia" during her tenure.

Details on Hunt's new position are yet to be released but it's understood she will continue to report to Weeks in her new capacity.

Hunt will remain at her post with Contiki until a successor is named, the TTC said yesterday.

FC price drop protection

FLIGHT Centre has rolled out a 'Price Drop Protection' initiative whereby it guarantees its best airfare pricing or it will refund the difference of a lower fare found.

The new offering is based on Flight Centre's *The Captain's Red Label Fares* and is in addition to the standard 'Price Beat Promise' that is available at the time of booking all airfares.

Price Drop Protection can only be claimed once and applies to "genuine fares" from airlines and other Australian businesses and websites, including rival travel agencies, for travel originating from Australia, the Flight Centre

website states.

Other conditions apply, such as a lower fare being presented in writing within 30 days from the date of full payment and same booking class availability.

"Your consultant will need to confirm that the fare is genuine, available and able to be booked by the general public when you present it to us," FC says.

When applicable, the difference on the original Red Label Fare will be refunded in the form of a FCL Gift Card, redeemable in-house.

According to a Flight Centre blog, the Price Drop Protection will be made available on "many great airlines," with Qantas the feature airline of the month in Jul on international routes.

"Booking a Red Label Fare means you'll be flying with a quality airline, plus many of these fares include complimentary bonuses," Flight Centre says.

Red Label Fare benefits include touring and accom credit of \$250 on a return Economy class fare, \$350 in Premium Economy, \$500 in Business & \$600 in First Class.

QF \$12m Qld promo

QANTAS has added Queensland to its portfolio of states to work with on an individual basis, signing a \$12 million cooperative marketing agreement with the Queensland Government.

The deal will see the national carrier develop marketing activity for the state and its attractions to showcase both domestically and to international markets.

More destinations are served by Qantas in Queensland than any other state, with the pact to build further on recent partnerships signed with Emirates to simplify access to places such as the Gold Coast & Cairns for int'l travellers.

"We are proud to connect Queensland to the world and we look forward to strengthening that connection," Qantas chief financial officer Gareth Evans said.

"This is a milestone marketing agreement and the largest tourism and events airline partnership in the State's history," Qld Tourism & Events Minister Jann Stuckey concurred.

The announcement adds to the recent \$30m investment into the state by Qantas as its new heavy maintenance base, which saw the creation of 227 new local jobs.

A new \$70m purpose-built facility to handle Qantas' catering requirements in Brisbane will also be launched later this year.

TD snowfall updates

DUE to popular demand, *Travel Daily* is today relaunching its weekly Snow Column, providing the latest update on snowfalls & lift openings at Australian and New Zealand ski-fields during the ski-season - more on **page four**.

Six pages of news

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

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VA NZ ultimatum

VIRGIN Australia has admitted to the competition watchdog its domestic Australian business "will suffer" if it lost transTasman connectivity with Air New Zealand.

The comments were made in a submission to the ACCC prior to this week's Draft Determination in favour of the alliance, but with new conditions (**TD** Wed).

In the submission, VA said less re-authorisation, it would review the viability of the operation of all its transTasman services, and likely withdraw capacity on poor performing routes.

Virgin also highlighted Qantas' dominance across the Tasman, which is "reflected by the stickiness of customers and the difficulty of winning corporate/govt business and high frequency travellers from Qantas."

Bookabed Australia launch

EUROPE-BASED trade-only online accommodation wholesaler Bookabed has officially launched in Australia, with the local operation headed up by Roy McCullagh.

Established in Ireland in 2006, the firm has recently undergone significant growth, with McCullagh saying it is now the right time to expand down under, with the move following "extensive research and analysis of the market over the the past few years."

He said that "Bookabed's unique selling points can provide the region's travel wholesalers and accommodation providers with a market leading product incorporating both the outbound and inbound travel sectors."

Bookabed will offer wholesale rates to travel agents in both Australia and New Zealand, with its site built using "up to the minute technology".

The company also has offices in Ireland and the UK and websites distributing product in the Irish, UK, US and Canadian markets.

McCullagh, whose career includes roles with several hotel firms and is a former chairman of ATEC NSW, says his "locally based experienced team will provide great personal friendly and professional service".

It's free for agents to join and the trade only system offers nett or gross rates, with "thousands of agencies worldwide" already working with the company.

Interestingly, the site is using the www.bookabed.com.au internet domain name which was used about ten years ago by Webjet during one of its forays into the accommodation supply market (**TD** 13 Mar 03).

Bookabed bought the domain from Webjet earlier this year.

Hertz deal final tick

THE Federal Trade Commission in the US has overnight issued its final approval for the long-running acquisition of Dollar Thrifty Automotive Group by Hertz Global Holdings.

Hertz bought Dollar Thrifty last Nov, pursuant to an interim tick and proposed consent order entered into by the companies.

MU cuts Cairns flights

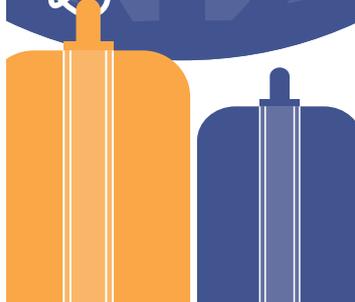
CHINA Eastern Airlines has reportedly opted to shelve its direct Shanghai-Cairns services for a 12-week period, from 13 Aug until 31 Oct.

According to *The Cairns Post*, the carrier will resume the twice weekly service from 01 Nov until 31 May 2014, but declining to give a reason for the suspension.



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APT Indochina deals

FLY Free offers on itineraries of 16 days or more, if booked by 30 Sep, are available as part of the new APT Vietnam and Cambodia preview brochure, out now.

Three itineraries offering 22 departures have been released ahead of the full brochure release, due later this year.

MEANWHILE, APT's new 164-pax vessel *Amareina* (pictured) has been moved to Holland for final completion ahead of launch.



TCF termination

THE Travel Compensation Fund has non-voluntarily terminated the participation of Travel 4 Fun of Pymble, NSW (ABN: 28 050 722 453) effective 11 Jul, after its licence was cancelled.

Tourism WA board

PETER Prendiville has been reappointed as chairman of the board of Tourism Western Australia through until 2015, with the move announced yesterday by WA Tourism Minister Kim Hames.

Prendiville is the proprietor of Sandalford Wines and also owns a number of hotels, while Howard Carns, founder of Little Creatures Brewing, will continue as deputy chairman of Tourism WA for another year.

Hames announced that former Telstra Businesswoman of the Year, Valerie Davies, had also been appointed to the board.

Davies is a past member of the Tourism Australia board and is currently a director of Rydges and Thredbo owner Amalgamated Holdings Limited.

Other Tourism WA directors including Nathan Harding from Discover Australia Holidays and Perth Racing ceo Stephen Wicks have had their terms extended for a further two years and one year respectively.



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Mantra primes for growth

KENT Davidson has been named as Mantra Group's new Executive Director of sales & marketing distribution, as the hotelier readies for its next stage of expansion.

Promoted from Group Director of sales & revenue, Davidson will take on responsibility for Mantra Group's revenue functions across its 114 hotels in Australia, New Zealand and Bali, including tactical & brand marketing, eCommerce, and retaining the sales, revenue, reservations and distribution functions.

Speaking of the appointment, chief executive officer Bob East said the Group would benefit from the expertise of its staff to assist with expansion plans.

"We identified the need for strategic convergence of our key revenue functions to ensure best utilisation of our resources, both

human and financial.

"We have an outstanding quality of people across our revenue platforms; we are at that place in the life-cycle of Mantra Group where it's appropriate to bring them together to realise benefits for all stakeholders," he said.

Mantra Group's "aggressive plan for expansion" includes regional Australian locations in WA, NSW, Queensland and Victoria (TD 02 Jul), along with a further seven properties in Indonesia.

Internal restructures would ensure the business was in the best position to accommodate the growth phase, East said.

He added with earnings of \$63m this year, "the group has gained a reputation for delivering above market results for its properties."

East cited Mantra Group's structure and business model for drawing strong returns to owners.

SCEC chalks up 25th

SYDNEY Convention and Exhibition Centre celebrated its 25th birthday in grand style this week, with more than 400 guests and business leaders attending a glittering gala event.

Global music stars Timomatic & Samantha Jade had attendees dancing the night away, while a photographic display showcasing the centre's history brought back a quarter-century of memories.

Year's end will see the venue closed down for a three year SICEEP transformation process.

Scenic Ashes p'ship

SCENIC Tours has signed on as a sponsor of the Nine Network's Wide World of Sports coverage of the 2013 five test Ashes series.

The partnership will enable Scenic to broadcast 15 stories promoting its Majestic Britain & Ireland journey during the Ashes.

Match coverage runs through until early next month on GEM.

Outrigger adult pool

OUTRIGGER on the Lagoon, Fiji has unveiled a new purpose-built adults only pool and bistro enclave, dubbed Vahavu.

The complex consists of a 20m lap pool, a 35m lagoon pool and a swim-up bar, and was borne based on client feedback.

"[Vahavu] allows us to cater for a wider cross section of guests, from families to couples who want some quiet time in an adults only environment," said resort gm Peter Hopgood.

The venue offers a banquet centre which can handle up to 100 guests for private evening receptions, weddings and parties.



Window Seat

AS FAR as prize draws go, funky tour operator G Adventures can dream up a unique way to do so.

The winners of the company's Uber-Massive Incentive (TD 07 Jan) have been drawn this morning - from a ball pit put together at the G Adventures office in Toronto, Canada, with one entry inside each ball.

Announced via video link, company founder Bruce Poon Tip, operations coordinator Felicity Orr & several other staff hidden among the ball room revealed the winners names.

As there were more than 2000 entries from across Australia and New Zealand, the room was awash with a sea of plastic balls.

Twelve prizes consisting of places on 12 of its most exciting trips were up for grabs, including Africa, Morocco, the Galapagos Islands and more.

The first three prizes went to the top-selling agents during the incentive, with the remaining nine drawn from the ball pit.

In addition to seeing if you were a winner, the ball room announcement has to be seen to be believed - [CLICK HERE](#).

Cosmos USA/Canada

SAVINGS of \$300 per couple are available on Cosmos' Canadian & Alaskan Masterpiece itinerary, with the deal released to coincide with its new 2014 USA & Canada brochure launch.

The special is now priced from \$3,596ppts - on sale until 30 Sep.

More than 30 different tours feature as part of the new guide.



Business Development Managers (NSW)

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Snow conditions

WELCOME to TD's first snow conditions update for 2013, providing info on the latest snow falls, depths and lifts in operation across key Australia and New Zealand ski-fields.

Here are the latest snow reports:

- Falls Creek - 54cm / 12 lifts
- Perisher - 64.6cm / 41 lifts
- Thredbo - 64.6cm / 12 lifts
- Charlotte Pass - 64.6cm / 5 lifts
- Mt Hotham - 44cm / 8 lifts
- Mt Buller - 36cm / 13 lifts
- Coronet Peak - 50cm / 7 lifts
- The Remarkables - 90cm / 7 lifts
- Mt Hutt - 310cm / 5 lifts

Excite rewards a hit

EXCITE Holidays is reporting its Rewards Program has proven to be an "immediate success", with over 1,000 agents signing up within four hours of its launch.

Debuting just one month ago, more than three-quarters of the B2B's travel agents have already signed up to the scheme.

CEO George Papaioannou said existing and new consultants have embraced the program, which will continue to evolve with new features & promotions.

Travel writing cruise

WANNABE travel writers have an opportunity to join acclaimed Australian writer Rob McFarland aboard Travel Indochina's 12-day Vietnam Travel Writing Tour, set for four departures in Mar 2014.

The trip includes a four-day writing course with McFarland while in Saigon and is priced from \$2,750pp or \$3,635 for singles.

US fleet Gogo ready

US AIRWAYS pax can now access Gogo inflight wi-fi across 90% of the airline's fleet after it completed the installation of the service on most of its aircraft.



Gruelling Tahiti Travelmart

AS AUSTRALIA shivered in the throes of winter, this group of agents headed off to the warm surrounds of Tahiti to visit some of the most popular islands, and some of those less ventured.

The trip was part of Tahiti Tourisme's annual Tahiti Travelmart, which saw the group get a chance to meet with many local suppliers, inbound tour operators, hoteliers, airlines and members of the tourism board.

After the formal part of the trip, it was time to explore the Society Islands of Bora Bora, Moorea and

Tahiti, as well as Tikehau in the Tuamotus.

Resorts inspected included the St Regis Bora Bora Resort, Hilton Bora Bora Nui Resort and Spa, Tikehau Pearl Beach Resort, Le Meridien Tahiti and Radisson Plaza Resort in Tahiti.

The attending Australian agents, who represented travel companies such as Expedia, Flight Centre Global Product, World Travel Group, Tahiti Travel Connection, Select Vacations, Orbitz.com and Omniche Holidays are **pictured** above.

NZ visitors get their satisfaction

THE latest Visitor Experience Monitor to New Zealand has shown about 9 out of 10 visitors are satisfied with their overall holiday, while a massive 96% are likely to recommend a NZ escape.

Satisfaction levels for the visitor accom experience waned compared to the 12 months prior due to pricing, the VEM showed.

There was an uptick in the quality of food and beverage services, however the price point dropped on levels set a year ago.

Coach Touring satisfaction was slowly trending up.

The number of activities that visitors participated in while in New Zealand fell nearly 1 point across all markets, but most significantly by the Australian traveller which was down 1.8 points on 2010/11 and 4.8 points compared to 2009/10.

Australian's are the core market used for the analysis of the 4,566 international tourists, accounting for nearly 40% of respondents.

Of those Aussies, 47% booked their travel direct from an airline website, while 31% went through a travel agent and 16% used a travel website.

The Monitor also concluded 4 in 10 tourists used Facebook to share their NZ experience while travelling or once returned home.

In other data, Australia, at 42%, remains the standout destination to visit rather than New Zealand by those surveyed.

Abrams in at BARA

FRESHLY appointed Board of Airline Representatives executive director Barry Abrams was welcomed to the organisation at a special function this week.

Abrams is the successor to Warren Bennett, who was fondly farewelled after 15 years service.

Bennett thanked attendees, saying he was confident Abrams would continue to campaign for the best interests of international airlines in Australia.

Qingdao to San Fran

CHINA Eastern Airlines will launch a new route from the Chinese city of Qingdao to San Francisco from 08 Aug, with the service operating via Shanghai twice weekly using A330 aircraft.

Travel Specials

WELCOME to Travel Specials, **Travel Daily's** Fri feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Celebrating 25 years in operation, the **Fairmont Resort MGallery** in the Blue Mountains is taking 25% off the cost of accommodation for stays of 2 or more nights in Jul or Aug. Diners in Eucalypt or Embers Restaurants will also enjoy 25% off their food bill. Many other deals are available at the resort's local partners also - see www.fairmontresort.com.au to book.

Sister properties **Huka Lodge, New Zealand** and **Dolphin Island, Fiji** have joined forced to offer an eight-night package with four nights at each. The package includes land transfers and all meals, but excludes airfare between NZ & Fiji. Valid for stays until 31 Mar 2014 and prices start from NZ\$1,359pp per night, but vary depending on dates travelled - for more details, email reservations@hukalodge.co.nz.

Savings of up to US\$6,000 per cabin are available on four new Antarctica departures with **Abercrombie & Kent**, book by 28 Feb - ph 1300 551 541

Early bird deals for Japanese skiing have been released by **SkiJapan.com** including 20% off selected apartments and Kids Ski Free in Mar. Deals are priced from \$872 per person. Call SkiJapan on 1300 137 411 for more info.

Travel just got more mobile



Travel agents across the region can now download one more App to their smart phone or tablet when heading

out the door, ensuring they won't miss a beat when they are away from the office.

The new App, Travelport Mobile Agent™ allows travel agents to access, create and modify travel bookings on the go from their iPad, iPhone, iPod Touch or Android devices. Since launching globally last year, the new App has been downloaded more than 19,000 times – a figure set to grow following the App's launch in Australia and New Zealand in recent months and now rolling out in Asia.

It signals a sign of the times for travel agents, and business professionals generally, who are seeking out tools that deliver them with greater connectivity, flexibility and mobility in the way they conduct business.

Travelport Mobile Agent can be easily downloaded and is already receiving positive comments from customers in Australia.

Julia Leal from World Adventures recently shared her experience using this application: "I recently installed Travelport Mobile Agent on my iPhone as I had a trip to Africa planned but still needed to access my clients' bookings whilst I was away. For my clients, this meant around-the-clock service, giving them a peace of mind that I will always be available to help in cases of emergency. I see Travelport Mobile Agent as an excellent tool to help travel agents build customer loyalty."

This is one of the first Apps to launch globally through Travelport's Developer Network, which fosters collaboration with third party developers and promotes flexible access to content via an open platform. The mobile solution was created by Travel Technology & Solutions (TTS).

Alex Fitzpatrick, Travelport General Manager, Pacific Region



Independent branding

PERTH agent and Independent Travel Group member Allied Travel says the adoption of the full Express Marketing program, accompanied by the use of ITG's logo and slogans on its storefront and website, is attracting the interest of locals and clients.

Allied Travel manager Karen Branch said since the move, staff are reinforcing to clients that "we're not part of a chain, but we remain fiercely individual with some very strong national group resources behind us that are delivering benefits to us, which ultimately benefits them."

Express Marketing tools include the ITG's white-label Express Go consumer marketing strategy.

Four new iFly outlets

INDOOR skydiving operation iFly Downunder has commenced a search to find four more outlets to complement its upcoming launch in the Sydney suburb of Penrith from early next year.

iFly Downunder chief marketing officer Brett Sheridan said he would welcome the opportunity to develop a working relationship with the Australian trade.

"We welcome travel industry partners and inbound operators who are interested in offering the iFLY Downunder experience to their clients to get in touch as this exhilarating new tourist attraction arrives in Australia," he said.

EK to boost Bangkok

EMIRATES will add a sixth daily direct flight between Dubai and Bangkok from 27 Oct this year, with the additional frequency operated using a 777-200ER.

EK will also boost capacity on the route with the introduction of a second daily A380 flight.

Worldhotels newbies

ELEVEN new Asia Pacific based properties are among a handful of applicants to gain acceptance into the Worldhotels portfolio in the first half of 2013.

Just 31 out of 186 applications were approved to enter the independent hotel group, helping to boost total representation to almost 500 hotels in 250 destinations, the company says.

Other additions opened in Europe, the Middle East & Africa (17) and three in the Americas.

Element into Asia Pac

STARWOOD will introduce the Element Hotel brand to Asia Pacific in 2015, inking a deal for the Element Suzhou Science & Technology Town in China.



RECENTLY Swagman Africa, in conjunction with Singapore Airlines hosted a group of agents on a trip to South Africa.

Highlights of the trip included a three night cruise between Durban and Cape Town, walking within 50m of wild cheetah at Sanbona Game Reserve and a luxurious journey aboard the iconic Blue Train to Pretoria.

A cultural experience was also included in the itinerary, with the agents visiting Shakaland in Kwa

New World War Z ride

MALAYSIA'S Sunway Lagoon theme park has been quick to jump on the *World War Z* bandwagon, opening a new "entertainment experience" based on the recently released apocalyptic zombie movie.

The attraction uses a combination of technology and live actors to create an interactive scare experience to "transport guests to KL Ground Zero in the war against the zombies".

Air Malawi reborn

ETHIOPIAN Airlines will hold a 49% stake in a new airline to be formed in collaboration with the Government of Malawi in Africa.

Malawian Airlines comes as a rebirth of Air Malawi, which had been in financial difficulty and seeking new investment for more than a decade prior.

The new carrier will serve as a strategic partner of Ethiopian Airlines to help funnel passengers into ET's long-haul network.

Zulu Natal, about 1.5hrs drive from the coastal city of Durban.

Pictured above is Swagman Africa director Wayne Hamilton quietly negotiating with a chief for the sale of a couple of agents to become his newlyweds.

WIN A SET OF WASHINGTON DC CANDLES



This week *Travel Daily* is giving five lucky winners the chance to win a set of six scented candles

depicting each of the unique neighbourhoods within Washington DC.

From historic museums, monuments and memorials, to world class dining, Washington DC offers visitors something distinctive at every turn. Over 100 free attractions, exciting neighbourhoods and national treasures to discover.

To win, be the first person to send in the correct answer to the question below to: candlecomp@traveldaily.com.au.

Is Washington a state, city, territory or something else?

Congratulations to yesterday's lucky winner, Jordan Ditcham of Harvey World Travel Mt Gambier.





NEW Zealand's action capital, Queenstown, played host to this group of agents enjoying many of its white-knuckle attractions and pulse-raising highlights.

The top-selling consultants were on a famil courtesy of Viva! Holidays, co-hosted by Air New Zealand and Travelworld Hunter Travel/RACT Travelworld.

Accor branded luxury awaited at the Sofitel Queenstown, who welcomed the group for the first two nights of their stay, before moving on to the Novotel Queenstown Lakeside.

Wine lovers were catered for on a gourmet wine tasting tour, with other activities including a Shotover Jet boat ride and a visit to the Minus Five Ice Bar.

The trip coincided with the region's first major snowfall of the now-underway ski season.

For the really brave, the group also had a chance to try out the Shotover Canyon Swing Jump, which is positioned 109m above the Shotover River.

The group is **pictured** above taking in the scenery above the city on the Nomads Safari *Lord of the Rings* tour, and standing in the back row, consisted of Karen Plunkett, RACT Travelworld Hobart; Kirsty Johnstone, RACT Travelworld Burnie; Phillip Higgins, RACT Travelworld Rosny Park; Janet Bidgood, RACT Travelworld; Adam Joseph, Viva! Holidays; Brett Dann, Travelworld Hunter Travel Group; Mark

Green, Travelworld Charlestown; Ruth Keith, RACT Travelworld Launceston and Lisa Tjandi from Travelworld Hunter Travel Group.

In front are Dale Rutledge, Travelworld Newcastle; Kylie Foster, Travelworld Port Macquarie; Grant Mason, Travelworld Green Hills; Sarah Sutherland, Justine Pichaloff and Kim Anderson, Travelworld Kotara.

BA not confident on actual LHR progress

BRITISH Airways boss Willie Walsh has strongly criticised the lack of actual progress being made on the future of UK aviation capacity at London Heathrow.

With multiple studies, inquiries and commissions assessing the hub's future, Walsh says British Airways can do nothing else but plan its future based on nothing concrete actually happening.

Walsh said he believes that any recommendations generated by any of the forthcoming studies will be swept aside by the Govt.

"I suspect the recommendations by the committee won't be acted on by politicians... I'm critical of the politics behind their decisions," he said.

New Air NZ route

AIR New Zealand subsidiary Air Nelson is launching a new daily service between Paraparaumu and Christchurch from Nov.

Travel management

THE majority of corporate travel managers say they are against the idea of relaxing booking channel policy, preferring to remain in control of all elements of their clients trip, according to research from Carlson Wagonlit Travel.

Nine percent of those surveyed were open to the idea, with 87% saying they had no intention of recommending their clients book only part of their trip in advance.

The findings came from a survey of 149 travel managers, an online poll of 469 travellers from five companies & 40 industry experts.

Barmy Army to hit NT

FANATICAL English cricket fan group, The Barmy Army, have started promoting the Chairman's XI tour match to be held in the Northern Territory as part of this summer's England cricket tour.

Banners promoting the Territory as well as a number of exclusive travel offers have been posted on the group's official website encouraging an NT holiday.

The match, featuring a selection of Australian cricketers, is slated to take place in Alice Springs from 29-30 Nov 2013.

More at www.barmyarmy.com.

WIN A RIVER CRUISE FOR TWO IN EUROPE WITH APT



This month **Travel Daily** is giving one lucky reader and their friend the chance to win a 15-day European river cruise, including return flights, courtesy of **APT**.

The prize consists of:

- 15-day 'Magnificent Europe' cruise with APT in a Category E Twin Window Suite, including all accommodation, meals, activities and transfers on tour, as specified in the chosen trip brochure itinerary;
- Return economy flights for two on an airline of APT's choice from the winner's nearest capital city to and from the trip start and end destination.

Every day **Travel Daily** will ask a different question – just read the issue and email us your answer. There will be 23 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 amazing river cruise holiday.

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



Q.10: The 21 Day Magnificent Europe itinerary travels through how many countries?

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ARE YOU READY TO BE A LEADER?

RETAIL TRAVEL TEAM LEADER

CBD, MIRANDA, DOUBLE BAY – \$55k +

This exciting senior role could be the start of great things for you! AA Appointments are currently recruiting for multiple team leader roles across Sydney. If you are a ZIC looking for your chance to shine or an experienced team leader looking for a new challenge, this could be the role for you. An excellent salary package is on offer plus commissions and profit share. You will also have a fantastic support network as well as industry leading opportunities for training and development. Apply today!

CAST OFF ON THIS GREAT ROLE

LUXURY CRUISE WHOLESALER

SYDNEY – \$47k +

Love cruising but tired of the run of the mill budget cruises? Want to work with luxurious product and high end clientele. Our client is a leading cruise wholesaler offering 5 star cruising packages worldwide. We are on the search for an experienced cruise consultant with excellent sales and communication skills as well as knowledge of Sabre and strong ticketing. Excellent salary on offer plus incentives and great travel benefits. If this sounds like you – we would love to hear from you. Send your CV to AA Appointments today.

FEELING A TAD SNOWED UNDER?

RESERVATIONS CONSULTANTS X2

MEL (VARIOUS) - SALARY PACKAGE UP TO \$50K (DOE)

Travel consultants of Melbourne, we now have 2 NEW unique opportunities in Melbourne that will see you moving away from typical consulting and into wholesale bliss! We have 2 NEW ski wholesale reservation roles in Melbourne that will see you working Monday – Friday hours, being paid a high base salary and selling your passion of worldwide ski holidays. If you have skied internationally and have a true passion for all things snow related, then we can help you move to a dedicated ski role today. Call us now!

RECLAIM YOUR WEEKENDS IN PERTH!

LEISURE CONSULTANTS

PERTH - SALARY PACKAGE TO \$55K (DOE)

Perth, what are you waiting for? There has never been a better time to move. We have a sensational high end leisure role that will see you moving away from walk in clients and into a boutique office environment. Servicing high end repeat and referral clients, you will work Monday – Friday hours only and will be responsible for creating dream holidays to exotic destinations. With a little bit of corporate thrown into the mix your days will be filled with variety and excitement! Min 4 yrs consulting experience req

THE MORE THE MERRIER!

GROUP TRAVEL SPECIALISTS

MELB (INNER) – SALARY PACKAGE UP TO \$70K (OTE)

We have an exciting leisure role that will see you working with group travelers to worldwide destinations! Working on phone and email enquires, you will be responsible for booking large parties travelling to worldwide destinations, from overseas destination weddings to large families travelling for special occasions, your days will be filled with fun! With Monday – Friday hours only and a sensational salary package on offer, why wouldn't you apply? Min 2 years consulting experience required and groups exp pref.

RETAIL ROLES GALORE IN MELBOURNE!

RETAIL TRAVEL CONSULTANTS

MEL (VARIOUS) – SALARY PACKAGE TO \$55K + SUPER

Wow with so many new retail roles in the South East and Eastern suburbs just called in, it will be hard to choose! We have new and exciting positions that will see you working better hours, being paid higher salaries and have you finally enjoying work again. Bring your travel industry experience to these new roles and never look back! With a variety of locations on offer we are sure to have something to tickle your fancy. These roles could be yours if you have a min 2 years experience and love for travel!

IF YOU LIKE PINA COLADAS

SOUTH PACIFIC SPECIALIST

BRISBANE CBD – UP TO \$44K PKG + BONUSES

Is your dream holiday sitting on a white sand beach whilst sipping a fruity cocktail? Fancy yourself a South Pacific specialist? Then this hot new role is for you. Based in Brisbane CBD this leading niche specialist is looking for an experienced travel consultant to join them. Your days will fly by as you handle phone and email enquiries from direct passengers and travel agents and book packages throughout the South Pacific. Top \$\$, achievable bonuses and a sensational famil program is on offer.

BEEN THERE DONE THAT

RETAIL TRAVEL CONSULTANT

GOLD COAST – UP TO \$45K PKG + BONUSES

Sick of selling the same old destinations? Looking for a role where you can utilise your personal travel experience and sensational customer service skills? Come and join this boutique agency on the Gold Coast. As part of this team of professionals you'll love tailoring once in a lifetime itineraries for your clients who are well travelled and loyal. This is a rare travel role that will provide you with a work/life balance whilst also seeing you earn great \$\$, undertake top educationals and be part of a reputable travel team.



YOUR RUSSIAN AND SCANDINAVIAN SPECIALISTS



GRAND NORDIC COAST & CAPITAL TOUR

Departs Copenhagen – 22 days

From **\$6,816*** per person

One of our most popular tours, the Grand Nordic is an unforgettable journey filled with bustling cities, stunning mountains, beautiful fjords, and the quiet solitude of the hilltops and country roads of Lapland.



RUSSIA & LAPLAND HIGHLIGHTS

Departs Moscow – 21 days

From **\$6,533*** per person

This unique tour explores all the highlights of Russia and Lapland. From admiring Russia's magnificent architecture to discovering Lapland's Sami culture and enjoying a cruise down the fjordland coast of Norway, this trip has your holiday wish list covered!



FOLLOW THE LIGHTS SPECIAL GROUP DEPARTURE 2014

Departs Bergen, 05 Feb 14 – 14 days

From **\$5,100*** per person

See the spectacular Northern Lights, cruise with Hurtigruten and discover the treasures of Scandinavia through the eyes of passionate specialist guides.

*Conditions: Prices are per person, based on twin share. Grand Nordic Coast & Capital Tour ex Copenhagen is valid for sale and travel 18 Jun - 11 Dec 13. Advertised price is based on Hurtigruten cruise Tourist Class, N-Grade Cabin for 27 Oct & 03 Nov 13 departures. Russia & Lapland Highlights 21 Days ex Moscow is valid for sale and travel from 18 Jun - 11 Oct 13. Advertised price is based on Hurtigruten cruise N-Grade cabin for departures on 06 & 13 Sep 13. Follow the Lights Special Group Departure is valid for sale and travel until 05 Feb 14. Advertised price is based on 05 Feb 14 departure in N-Grade outside cabin on Hurtigruten cruise. Special deposit and cancellation terms apply. Full payment is required 70 days prior to departure date. Prices quoted are accurate as at 26 Jun 13 and subject to change without notice. All international airfares are excluded. Seasonal surcharges and blackout dates may apply depending on date of travel. Deals and offers are subject to availability and are not combinable with any other offer. Single supplements apply. Visit www.bentours.com.au for full standard terms and conditions.

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