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Travel Daily

First with the news

Thursday 2nd May 2013

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Marshall has TIME

P&O Cruises senior vp Tammy Marshall has been named as the next guest speaker at the Travel Industry Mentor Experience (TIME) event on 19 Jun, which is moving to the new host location of the Vibe Hotel Sydney CBD.

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Flight Centre flags record

FLIGHT Centre's forecast record 2012/13 profit (**TD** breaking news) comes on the back of strong performance in its operations across the globe.

The stock market update issued this morning detailed record results for Flight Centre in Australia, the UK and New Zealand, while the company is also planning further expansion of its US operations.

MD Graham Turner also revealed that the company's 'blended model' combining online offerings with consultant expertise, is well on the way to being implemented in Australia.

Locally, international flights are now available on the Flight Centre website, along with a "comprehensive global hotel offering".

There's also a Consultant Select model in operation, allowing web

customers to select a consultant they usually deal with in-store or another nearby agent as a contact for advice and help if an issue arises.

"This is a key point of difference between FLT's offering and the service online travel agents and supplier websites are able to provide," Turner said.

The final phase of the blended model will see a fully integrated offering allowing customers to seamlessly switch between sales channels at any stage of the booking or planning process.

"The enhancements that are now in place take away some of the pain points that customers traditionally experience when they plan and book travel," the company's founder and ceo said.

"In effect, the Flight Centre website will become a 24/7 booking channel or 'cyber twin' for the company's travel consultants".

CTM US sale done

THIS morning Corporate Travel Management confirmed the acquisition of firm TravelCorp LLC in the USA had been completed.

MD Jamie Pherous said the sale, announced last month (**TD** 17 Apr) would form "a key part of our North American business."

"The combination with our successful USA business will allow us to better leverage our combined buying power, client facing solutions and support expertise moving forward," Pherous said.

Seven pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
- Travel Counsellors

QF fare restructure

QANTAS has advised of changes to Private & Wholesale fares - see www.qantas.com.au/agents.

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Thursday 2nd May 2013



JQ Int'l top for QF Grp

QANTAS Group's low-cost international subsidiary Jetstar International is continuing to lead the way in terms of passenger growth for the airline, with Mar figures surging 11% year-on-year.

According to data released by Qantas on Tue, JQ's passenger tally rose by 43,000 to 443,000 during the month, at the same time as Qantas International pax number fell 4.1% to just 490,000.

Jetstar Asia also saw strong growth, up 11% to 329,000 pax.

Domestically, Jetstar passenger numbers increased by nearly 7% to 939,000 - now about half the total number of QF's domestic mainline operation, including QantasLink.

Combined Qantas Group pax numbers for Mar were up 2% to 4.08m, compared to 3.99m 12 months ago.

For the FY to date, domestic group yields were lower than in 2011/12, with Qantas citing increased capacity for the fall.

IATA NDC debate heats up

AN INCREASING number of airlines are voicing their support for the International Air Transport Associations' controversial New Distribution Capability (NDC).

The proposed new industry wide communication standard between airlines & travel agents was revealed by IATA boss Tony Tyler last year (**TD 17 Oct**).

Effectively governed by airlines and IATA, the NDC & *Resolution 787* are expected to be rolled out by the end of the year.

Airlines including Emirates, Air New Zealand, Turkish Airlines, Air Canada & Alitalia have pledged support for the changes to the US Department of Transportation.

This week EK said the project is "a vital leap forward," enabling airlines to "offer content rich info on the complete product offering directly to the consumer or distributors, without depending exclusively on filing details via 3rd parties for onward distribution."

However, IATA's application has met resistance by a number of large travel groups, including Carlson Wagonlit Travel who said the plan will affect fare prices.

Travel agency groups in Latin America are critical of the NDC, saying: "not having an indirect & independent sales channel like travel agencies & tour operators would highly reduce contestability in the air transport market."

The European Travel Agents & Tour Operators Associations urged the DOT to reject the plan, saying "crucial questions for the travel distribution sector remain unclear."

US-based companies Travel Tech and Consumer Travel Alliance are among others to deny the move.

Qantas Mega Famil

AGENTS are being incentivised to sell Qantas International flights this month with a luxurious six-night famil to Dubai and London on offer to the top 10 sellers, departing on 10 Oct 2013.

The famil includes upgradable Economy class flights with Qantas to London via Dubai, three nights at InterContinental Dubai Festival City, along with two nights at Thistle Marble Arch and one night at The Goring - both in London.

Eligible bookings for the Qantas Arabian Days & London Nights Mega Famil must be issued on 081 paper between 03-31 May - more at www.bit.ly/QFluxfam.

Celebrity credits

CELEBRITY Cruises will launch its latest promo to encourage early bookers on local voyages this Sun, offering onboard credit of up to US\$300 on all *Celebrity Solstice* sailings departing between during the next summer cruise season.

Bookings made between 05-11 May will receive US\$100 onboard credit for Interior and Oceanview staterooms, US\$200 for Balcony, Concierge & Aqua Class staterooms, or US\$300 for Suites.

The promotion will also offer half-price deposits across all *Solstice's* Australia, New Zealand and South Pacific cruises - see www.celebritycruises.com.au.

EK boosts BKK, HKG

EMIRATES has announced plans to launch a second daily return A380 service between Dubai and Bangkok, effective 27 Oct.

As a further sign of confidence in South East Asia, Emirates will launch a new daily Dubai-Hong Kong service - boosting daily frequencies on the route to four.

The new Hong Kong frequency - operating as EK386/387 - will be serviced using A330-200 aircraft.

Village 3 Park Pass

VILLAGE Roadshow Theme Parks has released a new VIP pass for Warner Bros. Movie World, Sea World and Wet'n'Wild Gold Coast priced at \$99.99.

The pass offers unlimited entry to the parks for up to 14 months if purchased before 30 Jun.



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Excite lift ferry range

B2B wholesaler Excite Holidays has expanded its Greek Island ferry options for consultants to include Sea Jets, responding to demand for tickets sold in 2012.

Sea Jets offers three ferry products, and joins Excite's existing stable of Greek Island ferry options - Hellenic Seaways, Blue Star Ferries and Anek Lines.

The boost comes as ticket sales sold between Jan-Apr soared a massive 86% compared to the corresponding period last year.

QH/VH HotelLink upgrade

PARTIALLY confirmed hotel bookings made through HotelLink with Qantas Holidays & Viva! Holidays will now read as

Win Chenoweth tkts

ROYAL Caribbean Cruises is offering agents a chance to win a double pass to see *Quantum of the Seas* Godmother Kristin Chenoweth perform live.

Two doubles passes are up for grabs in each state where she will perform a mix of opera and pop songs, in Sydney, Melbourne, Brisbane and Adelaide.

To be in the running, send Royal Caribbean a response in 25 words or less to the following question:

"Next year Royal Caribbean will launch Quantum of the Seas complete with RipCord by iFly (a skydiving simulator), SeaPlex (the largest indoor active space at Sea), North Star (a capsule that ascends over 91 metres above sea level), virtual balcony staterooms and much more.

"If you were designing a new ship, what innovative and exciting feature would you include?"

Email entries for the comp to insidesales@rcclapac.com - more at www.bit.ly/rcclkristen.

Palm Springs winner

THE winner of last month's Palm Springs competition, featured exclusively in *Travel Daily*, was Tara Kane from Corporate Traveller, Maroochydore Qld.

View Tara's winning photo entry at www.bit.ly/PSwinner.

The prize included five nights accom in Greater Palm Springs and flights with United Airlines.

'Partial' on easyway displays in an upgrade launched onto the wholesaler's Calypsonet systems this morning.

Beforehand, hotels unable to confirm the entire stay at the time of booking were displayed as 'Not Booked', even if part of the stay was able to be confirmed or only a single room in a multiple room booking could be secured.

QH and VH are advising agents that when the 'Partial' message is displayed, to contact them via either 13 27 87 or by sending an Agency Message to see which nights were delaying full confirmation & to discuss options.

SYD readies for 787s

SYDNEY Airport has today welcomed confirmation of JAL's planned 01 Dec launch of daily Boeing 787 flights (**TD** yesterday).

CEO Kerrie Mather said Sydney Airport was already a "major hub for next generation aircraft" like the *Dreamliner* aircraft, and that it would enhance Sydney's connectivity by opening up new non-stop routes.



Window Seat

EVER wonder how the route for the Tour de France is chosen?

The bike race director Christian Prudhomme - in Sydney for an Atout France event last night (**pg 5**) - disclosed wine might have a lot to do with his choice.

When plotting the course from home he ventures down to his "man-cave" to get inspiration.

"If there's a low stock of red wine bottles, we go to Bordeaux, and if there is a low stock of white wine bottles, we go to Burgundy," he quipped.

AS A Frenchman, Prudhomme obviously has a passion for his country, and speaking more seriously about the race route selection he said he thinks of "sport, landscapes & culture."

"It's not so I can beat my chest, it's so I can show off our beautiful country."

"France is the number 1 tourist destination in the world," he said confidently, adding, "we are number one somewhere!"

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WorkCover reforms

ACCOMMODATION Association of Australia ceo Richard Munro has praised WorkCover reforms implemented by the O'Farrell NSW Govt, saying it could result in premium reductions as high as 7.5% and therefore significant cost savings for accom businesses.

FTC Anzac Day tours

FRENCH Travel Connection has opened its 2014 Anzac Day tours for sale, with five and ten-day departures including Dawn Service at Villiers-Bretonneux and visits to the Somme region and other Australian battlefields.

More onboard flicks

CHILEAN carrier LAN Airlines has doubled the number of movies available via its inflight entertainment units on long-haul flights to Santiago with Boeing 767, 787 and Airbus A340 aircraft. The expansion follows the launch last year of the carrier's new system, which offers higher definition touch-screens.

Maiden Peach flight

BILL Peach Journeys has flown its new Embraer 135LR jet for the first time, operating the Celebratory Australia Aircruise with a full load of 34 passengers.

Nature Coast of Aus

SUNSHINE Coast Destination Ltd has joined forces with tourism authorities in nearby Noosa, Fraser Island, Cooloola & Gympie to promote the region as an eco-destination under the title of "Australia's Nature Coast".

SCDL international manager Jan Foletta said the purpose of the collaboration was to promote the region's natural attractions and increase average lengths of stay.

IATA traffic growths

EMERGING markets continued to lead the way, with all global regions posting passenger traffic growth for Mar, IATA has said.

Year-on-year, total pax demand climbed 5.9%, with earlier Easter holiday traffic partly attributed to the rise, while load factors were up 1.8% to 80.3% on average.

"Mature markets are seeing relatively little growth while emerging markets continue to show a robust expansion," IATA director general Tony Tyler said.

Half of the growth of int'l traffic since Oct last year came from carriers in the Asia-Pacific region.

Trenitalia on IR too

INTERNATIONAL Rail (IR) is advising agents they can now sell tickets on the Italian rail network, Trenitalia, for travel during the Northern Summer beyond 09 Jun.

Due to high demand on some sectors, IR recommends booking seats for clients before departing Australia, which can be done three months prior to travel - see agent.internationalrail.com.au.

Out there with Expedia



EXPEDIA last night held a launch function to promote its newest marketing campaign, which has the tag line *Out There, Starts Here* (TD yesterday).

It's the latest step in Expedia's domination of online travel, with md Georg Reubensal telling TD that since launching its local operation just seven years ago, more than 2 million holiday packages have now been sold on expedia.com.au.

He said that although Expedia Australia is part of a huge global organisation, the team here is small enough that the company can still "harvest their passion and expertise" to focus on the customer experience.

Reubensal cited recent PhoCusWright research which claims about 27% of all travel is now booked online in Australia and New Zealand.

The new campaign "differs from our key competitors" in that it aims to inspire people to travel, Expedia director of marketing

Louise Crompton said.

And Stuart Udy, who's pictured above right with Reubensal, said that travel agents are continuing to make the most of the Expedia Travel Agent Affiliate Program, which gives them access to the company's huge range of product.

He said that new registrations are being approved every day and transaction volumes "continue to grow at record levels."

"We are not an aggregator, that's one of the things that make us unique," Udy said.

"When dealing with Expedia TAAP you are selling product contracted directly through Expedia and managed by over 1200 local Market Managers worldwide," he added.

"That means there is an end to end relationship between the product provider and the travel agent".

Travel Daily TV is hosting the new Expedia TVC - to view click on the logo or go to traveldaily.com.au/videos.



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France channels Tour interest



THE 100th edition of the world's most watched annual sporting event was a fitting theme for Atout France's latest soiree, hosted last night at the Sofitel Wentworth Sydney.

In typical French tourism style, the spectacular event featured a huge line-up of Aussie celebrities mixing with Atout France VIPs

and travel industry partners, held within an aptly decked out 'yellow room' of the Sofitel.

Celebrating the centenary of the Tour de France in Jul, the race will be the first time in a decade it hasn't hosted stages outside of France's neighbouring countries, or even further afield.

Patrick Benhamou, Atout France director for Australia said this year's historic TDF was top of the organisation's marketing drive to "put France on the tourism map."

It is currently viewed by 6.4m people in nearly 200 countries, and this year expects to reach its biggest audience ever, with key changes including the first ever night-time arrival of the final stage on Paris' Champs-Elysees.

Last night's event featured guest Christian Prudhomme - the Tour de France race director - who flew into Sydney for just 48hrs, specifically for the gala.

Prudhomme said the TDF was based on three pillars, its sports & social aspects and above all, the scenery of the country, which varies from stunning beaches to breathtaking mountains, through vineyards and historic villages.

The coastal city of Nice is among one of the 21 stages that will be visited during the 2013 TDF, with Benhamou saying Nice has great appeal to Aussies, luring 50,000 bed nights last year.

Director of Nice Tourism Denis Zanon told attendees his city was one of the only places in the world visitors could be skiing in the mountains and an hour later be sun-baking on a beach.

Benhamou is pictured (above left) with Tom Reeves, Air France regional manager, Australia/NZ and socialites Sandra Sully, from Network Ten and Channel Nine *Getaway* host, turned author Catriona Rowntree.

Starwood rewards

STARWOOD Hotels & Resorts Asia Pacific are offering 'More Rewards' for meeting organisers at select properties in the region booked until 30 Sep 2013.

Offers include 5% of Master Accounts, 1000 bonus Starpoints for every 10 room nights booked and a choice of value adds - more info at www.bit.ly/SHRrewards.

Bavaria trip discount

CLIENTS paying in full for Back-Roads Touring's Bavaria & the Romantic Road trip by 31 May will save \$135pp on the trip cost.

The eight-day itinerary operates from Frankfurt between Dec and Mar and features visits to Christmas markets in Rothenburg and Nuremberg, along with the famous Neuschwanstein Castle.

With the earlybird discount, the trip is currently priced at \$2,560ppts - call 1300 100 410.

Flighties Tassie Gold

TASMANIA has been selected as the destination for Flight Centre Ltd's annual Aussie Gold event in 2014 for the group's top selling travel agents and wholesalers.

Minister for Tourism Scott Bacon said the event offers "an invaluable opportunity" for the state to promote its world-class tourism experiences when the 60 frontline consultants and 40-odd Infinity Holidays staff arrive.

"It's a great chance to ensure Tasmania remains at the forefront of their minds when they're dealing with clients," Bacon said.

Hobart will serve as the host city for the event next Apr.

WIN A COPY OF "INFERNO"



Every day this week, we're giving one lucky reader the chance to win a copy of Dan Brown's "Inferno", courtesy of Random

House Australia and Italian Government Tourist Office.

Dan Brown's new novel, "Inferno", features renowned Harvard symbolist Robert Langdon and is set in the heart of Europe, where Langdon is drawn into a harrowing world centred around one of history's most enduring and mysterious literary masterpieces.

To win, simply be the first person to email the correct answer to the question below to:

inferno@traveldaily.com.au.

What is the name of the prominent mason and philanthropist who is kidnapped in the third Robert Langdon thriller, "The Lost Symbol"?

Congratulations to yesterday's lucky winner, Merry Edwards of Andy's World Travel Group.



Business Development Manager | Perth

This is an opportunity to join the Air New Zealand Australian Sales team as a Perth based Business Development Manager. You will be responsible for maximising Air New Zealand's return from its key business relationships within the travel agency community. This will be achieved by promoting Air New Zealand's positive profile through solid relationship management whilst also educating key agency partners on Air New Zealand's product and developing new business opportunities.

In order to be successful in this role, you will have significant business-to-business sales experience combined with a proven knowledge of the Western Australian travel industry market.

A demonstrated history of achieving results will see you succeed in this role, as will your personality and communication skills to gain credibility with stakeholders and influence decision makers. In addition, we are looking for someone who can think outside the square and who brings fresh, new ideas to the table to suit an ever changing and highly competitive market.

The role will suit a self-starter who is comfortable being managed remotely and can therefore plan workloads, prioritise and meet deadlines.

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FJ Wellness Clinic

AIR Pacific has formed a pact with Zens Medical Centre in Nadi to create a 'wellness clinic', the goal of which will be to detect and prevent Fiji's most common causes of death - heart disease, diabetes, hypertension & strokes. The Fiji Airways Wellness Clinic (named after the carrier's soon to be adopted new brand) offers free services to referred clients.

Egypt air & land offer

BENCH International has a \$300 per couple discount on its 17-day fully escorted tour of Egypt. Departing Australia on 03 Sep, the small group departure will visit Cairo, Luxor, Edfu, Kom Ombo and Aswan, and includes two cruises - a four-night voyage on the Nile and three-nights on Aswan Dam. Group numbers are capped at 16 participants. Including Etihad Airways return Economy class flights, the trip is now priced at \$6,045ppts.

AA upgr JFK check-in

PREMIUM class American Airlines passengers flying out of New York's JFK will now be able to take advantage of faster check-in experiences rolled out.

Dubbed 'Flagship Check-In', the private experience provides pax with customer service reps that can assist with individual needs, along with expedited security lane clearance.

It's available to First Class customers on transcontinental services, AA international flights or select oneworld alliance int'l carriers (including Qantas pax) and members of ConciergeKey and Five Star Service.

Similar services have already been introduced by AA at Los Angeles and Miami int'l airports.

New TripAdvisor apps

MOBILE device users can now add a hotel, restaurant or attraction review to unlisted properties or experiences on TripAdvisor, after the platform launched a wave of new offerings.

Other TripAdvisor mobile app and mobile web enhancements include enabling users to switch currency displays when travelling abroad, and for some devices, view and share videos.

Pharmacy Daily is a sister publication to *Travel Daily*, and is Australia's favourite daily pharmaceutical industry newsletter, read by over 10,000 people each day.

Pharmacy DAILY

Pharmacy Daily is currently recruiting for two roles to support our ongoing strong growth.

News Reporter

This is a permanent part-time role, working five mornings per week from our offices in Epping, NSW. The successful applicant will be an experienced writer with a good sense for news, preferably with knowledge of the pharmacy industry. As well as sourcing the latest pharmacy industry news you will be helping with the production of the newsletter so desktop publishing experience (Adobe Indesign) will be well regarded. On-the-job training will be provided.

Business Development Manager

Pharmacy Daily is seeking a Business Development Manager, to promote our popular newsletter to pharmacy suppliers. This is a part-time contract role with flexible hours, which would ideally suit someone with pharmaceutical or medical industry sales experience. Duties will involve sourcing new business from advertisers and developing relationships with clients with the aim of further growing the business.

Salary for both roles will be commensurate with experience. Join our fun friendly team working to keep the pharmacy industry informed. Send your resume with a covering letter to jobs@traveldaily.com.au by Friday 10th May 2013.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Charles Brossman has been recruited to the role of Senior Director - Global Travel Risk Management for **FCm Travel Solutions**. Brossman previously held a similar risk-related role with Carlson Wagonlit Travel.

Bringing many years in the hospitality industry, **Tony Gothard** has joined **Wyndham Hotel Group** as the new Group Manager Revenue, Sales and Marketing. Gothard brings years with Accor and Ignite Travel to the role.

Relocating to Singapore, **Nicole Cain** has been named as the new Sales Manager for Leisure Accounts at the iconic **Raffles Singapore**. Cain was most recently a BDM for the Intercontinental Hotel Adelaide.

Low-cost carrier **Tiger Airways Australia** has a new man at the helm with former Qantas exec **Rob Sharp** picked to lead the carrier's team as CEO.

The **ARRA Accommodation Group** has announced hotel veteran **Tony Sheer** has been named as the group's new General Manager.

Ahead of the relaunch of Brisbane services, **Garuda Indonesia** has promoted **Aryo Wijoseno** to the role of General Manager Queensland, along with welcoming Marc Parsons as State Sales Manager for Qld.

Justin McConnell has been appointed as the new Executive Assistant Manager at Brisbane's **Emporium Hotel**. McConnell brings 17 years in luxury hotels in the Asia-Pacific region including the Sofitel Brisbane.

MAS/Club Med getting social



MALAYSIA Airlines and Club Med invited trade partners to an elegant event in Sydney last night to celebrate the oneworld carrier's all A330 deployment to Australian gateways in 2013.

Club Med's recently appointed gm Australia/NZ Madeleine Clow told *TD* the brand continues to resonate strongly with Australian travellers due to its all-inclusive packages and appeal to families, groups and incentives.

The group's latest addition is a 'sun' resort in Guilin, China.

Pictured at the function from left are Brendon King, Club Med Groups & Incentives Manager; Suzanne Hallas, MAS sales exec,

NSW/ACT; Joey Templin, Club Med business development mgr and Gabrielle Vicari, MAS state sales manager NSW/ACT.

MEANWHILE, South Australia-based agents have a chance to win one of seven places on a Business Class famit to Paris in Jul when selling MAS Business Class seats between 15 Apr-31 May.

To qualify for MAS's 'Greatest Incentive Ever', agents need to issue a minimum of 10 Business Class tickets before 03 Jun.

The trip includes flights between Kuala Lumpur and Paris on a MAS A380 superjumbo.

Agents must submit details to salesadl@malaysiaairlines.com.

Counsellor attraction

TRAVEL Counsellors has reported a 70% spike year-on-year in bookings for attractions as part of holiday itineraries across its Australian network for the first three months of 2013.

The home-based agent network has attributed the climb to a shift in consumer behaviour indicating travellers were seeking attractions as part of itineraries.

Metro Darling refurb

METRO Apartments Darling Harbour has completed major renovation work which has seen the installation of new kitchens in all units, new Sealy beds, refurbished lifts and the roll out of free wi-fi throughout.

Located on Sussex St, Sydney, the property has 32 apartments.

Virgin bioplant study

RESEARCH into the potential development of Australia's first ever 'Bio-Port' at Brisbane Airport will be conducted by fuel maker SkyNRG, Virgin Australia and BNE.

The three parties this week signed an MoU into the study, which over the course of a year will look into local availability of feedstock for the development of biofuel, transportation and refinement technology.

Safeski's crash conf.

CABIN safety and crisis management in airline accidents, particularly examining the 2010 engine explosion of QF32 over Indonesia will form a focus of the 2013 Safeski's conference, being held in Canberra from 15 Oct.

Michael von Reith, who was the cabin safety manager on that flight, will address the session.

The conference will also look at data analysis from Air France flight AF447, which crashed into the Atlantic Ocean on 01 Jun 2009, killing all 228 on board.

Strong Irish arrivals

IN THE year of 'The Gathering', tourist arrivals into Ireland are reporting strong growth, with numbers from Australia, NZ and Oceania up 21.3% year-on-year for the first quarter of 2013.

Globally, figures were up 7.4% for the same period, with Tourism Ireland ceo Niall Gibbons labelling Australia's result "the best ever".

"Tourism Ireland mounted its biggest ever St Patrick's promotion with over 70 iconic landmarks across the world turning green (**TD** 20 Mar) to mark St Patrick's Day," Gibbons added.

St. Ermin's Autograph

UPSCALE Marriott Hotels brand The Autograph Collection has opened its third London property with the 331-room St Ermin's Hotel in the Westminster Area, a converted Victorian era apartment complex located close to Buckingham Palace.

Bullo River bargain

THE East Kimberley's Bullo River Station is offering overnight packages including three main meals priced at \$280pp per night, valid for travel up until 15 Jun. Call 1300 652 095 to book.

WIN A HOLIDAY TO HAWAII, THE BIG ISLAND

To avoid confusion with the name of the entire state, the island of Hawai'i is often called the "Big Island," and what an appropriate name it is. Nearly twice as big as all of the other Hawaiian Islands combined, its sheer size can be inspiring.

This month Travel Daily is giving readers the chance to win a holiday to the island of Hawai'i, courtesy of Hawaii Tourism Oceania, Hawaiian Airlines and Hilton Waikoloa Village.

The prize includes two return economy airfares from Sydney to Kona via Honolulu with Hawaiian Airlines, six nights accommodation at the incredible Hilton Waikoloa Village and return airport transfers with a flower lei greeting on arrival.

Each day Travel Daily will ask a Hawaii-related question – just read the issue and email us your answer. 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 inspiring Hawaii holiday.

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

Q.2: In what type of accommodation can you watch the dolphins frolic in the Dolphin Quest lagoon from your lanai?

Hint: www.hiltonwaikoloavillage.com



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HAWAII TOURISM
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Travel Daily

First with the news

Travel Daily, Australia's favourite travel publication, is currently recruiting for an administrative and advertising assistant. This is a full time role, working from our offices in Epping, NSW.

This entry-level position involves assisting our team with a wide range of duties ranging from answering the phone, banking, handling enquiries, generating reports, managing appointments and other general office activities.

Desktop publishing is also involved and you will be trained in use of our in-house system to assist with preparation of advertising and other features in our portfolio of newsletters.

You will have experience with computers and a sound knowledge of Microsoft Office products, and some familiarity with publishing programs would be an advantage.

We are looking for someone who has good verbal and written communication skills, is reliable and friendly and who has a willingness to learn and a desire to progress within the company.

A salary package of up to \$35,000 + superannuation is on offer for the right candidate.

Send your resume with a covering letter to jobs@traveldaily.com.au by Friday 10th May 2013.

Administrative and Advertising Assistant

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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PRODUCT MANAGER

MELBOURNE - SALARY PACKAGE \$75K

This fantastic product management role will have you designing brochures, managing contracts and content for this premium luxury brand. Essentially you will come from a strong product management background and have experience in contracting Europe, including product development, negotiation, leaderships and contracting skills and the ability to work under pressure.

YOUR PAST, PRESENT AND FUTURE IS ONLINE

INDUSTRY SALES/PRODUCT MANAGER

SYDNEY – SALARY PACKAGE \$120K

If you are passionate about product and have established key relationships, this dynamic online provider needs you! Due to recent success and expansion they are looking to expand their team. Your primary objective will be to develop and secure dynamic travel products from new and existing clientele for their direct consumers. You will be rewarded with a fun, funky office environment, social events & top \$\$\$.

WELL CONNECTED IN THE CORPORATE MARKET

BUSINESS DEVELOPMENT MANAGER

SYDNEY BASED – GENEROUS SALARY PACKAGE

Tired of being un-appreciated for your efforts? Want to represent a TMC that really cares about both YOU and your CLIENTS, instead of just their bottom line? This award winning national agency is making amazing progress winning key blue chip critical accounts from the big end of town. As such, they are looking to add a talented BDM to their winning team. Top salary and generous bonuses.

THE PEAK OF YOUR CAREER

SENIOR OPERATIONS MANAGER

SYDNEY - SALARY PACKAGE CIRCA \$120K

This award winning conference and events travel specialist is searching for a talented operations manager to manage their talented team. Key responsibilities will include increasing profitability, staff leadership, mentoring and development and account management. Essentially you will come from a strong PCO management background with excellent business acumen + full profit & loss accountability.

DON'T LET THIS ONE SLIP BY

TEAM LEADER CORPORATE TRAVEL

SYDNEY - SALARY PACKAGE to \$70k

This fabulous travel agency is somewhere you will want to be! Come on board as their Team Leader and demonstrate your ability to drive and motivate the team. You'll have the maturity to handle this role running the Sydney based team. A strong corporate travel background is essential for this role along with previously supervisory experience. Don't delay as this golden opportunity won't last long.

GAIN A WORK LIFE BALANCE

3 DAYS A WEEK INSIDE CORPORATE SLES

SYD & BNE – LUCRATIVE SALARY PACKAGE

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this large corporate Agency. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work.

HUNT DOWN YOUR NEXT GREAT ROLE

BDM – BOUTIQUE AGENCY

SYDNEY – GENEROUS SALARY PACKAGE

Create a valuable impression when you join this outstanding corporate travel company. You have experience sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing a well known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line.

COME FLY WITH ME

AIRLINE REVENUE MANAGER

SYDNEY BASED - SALARY PACKAGE \$75K

Are you a talented Inventory Manager with ALTEA experience, looking for a work life balance? This popular airline is looking to employ your talents. You will be responsible for achieving revenue targets across assigned routes by developing and implementing revenue management strategies to optimise pricing and seat inventory.

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Finding talent within the Australian Travel Industry

Airfare product Coordinator

Brisbane - \$50-55K Package + Super - Ref 561A

Step away from sales and into the product world! Specialising in air travel, you will coordinate the airfare & air product enquiries. This is a varied role to keep you on your toes including airfare loading, support, customer service & queue management. If you have GDS experience, fares & ticketing knowledge, and want to step away from consulting then this is the role for you. Work for a great salary, realistic career progression within a stable & supportive company.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Nth Sub Melbourne - \$DOE + Super - Ref LMA123

Are you sick of commuting to the CBD? Work close to home in the leafy northern suburbs. Are you passionate about selling worldwide holidays and working in a busy team? If you have a minimum 2 years as a Travel Consultant and proven sales experience, this may be your lucky day. This award winning agency is looking for a dynamic and experienced travel consultant; ideally you will be fluid in a GDS, are well travelled and can offer your customers outstanding service skills.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Luxury Travel Consultant

Canberra - \$Neg + Super - Ref 419

Are you a successful Travel Agent who is craving more independence? Do you want to work at your own pace for a luxury boutique agency? Work with this small and driven team, selling luxury travel and finally be paid for all your hard work! The successful candidate will have worked in the industry for a minimum 3 years and have the ability to manage and build their own client base. Rewarding salary and working environment! Make that next step in your career today!

For more information, please call Briarna on (02) 9113 7272 or click [APPLY](#)

Luxury Travel Consultant

Adelaide- \$DOE+ Super+ Benefits - Ref 0505

Know high end product? Love going the extra mile and are completely focused on client satisfaction? This is a Monday to Friday role with a fantastic and stable team who are the top of their league, if you have what it takes to be the complete package! If you have fantastic travel consulting experience, are customer focused, have amazing product knowledge and love going the extra mile this could be what you are looking for!

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Ski Travel Specialist

Brisbane - Competitive + Bonus - Ref 562A

If you want to combine your two loves of Travel and the snow, then this is the role for you! Sell ski packages and tailor made ski itineraries every day. If you have a travel background and are an avid skier, enjoy an uncapped earning potential and see the \$'s come your way. In a CBD location with a fantastic team, this rare opportunity is sure to be snapped up soon. Show your interest now and apply with your CV outlining your passion for Ski.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Retail Travel Agent

East Victoria - \$DOE + Super - Ref 529pca

Fancy a change? Are you looking for some flexibility, full time or part time? This leading agency located in the Eastern Suburbs of Victoria is looking for a Senior Travel Consultant to join their busy office. The ideal candidate will have a minimum 2 years experience, proficient in Galileo and is well travelled. You will offer exceptional customer service skills and work towards excellent targets. Looking for full time or part time Flexible hours? The choice is yours!

For more information, please call Patrizia on (02) 9113 7272 or click [APPLY](#)

Experienced Leisure Travel Consultant

Southern Sydney - \$Neg + Super - Ref 560

Experienced Leisure Travel Consultants wanted for this boutique agency located in Southern Sydney. Are you looking for a Monday to Friday job with no face-to-face sales? Look no further! Your excellent knowledge of worldwide high end destinations along with your sales skills will be key for this Leisure Travel Consultant vacancy. You will have outstanding customer service skills, experience selling high-end travel and have a minimum of 18 months experience.

For more information, please call Briarna on (02) 9113 7272 or click [APPLY](#)

Product Development Consultant

Perth - \$55K + Super + Benefits - Ref 0536

This is a fantastic chance that will be filled quickly! We are in need of a fantastic Product Development Consultant to join this house hold name. Do you have firsthand experience of updating websites with an eye for detail? Can you negotiate fantastic deals and have proven experience in creating and sourcing the most amazing product?

Bring your experience, knowledge and positive attitude to this team orientated role. Implement, develop and plan fantastic travel deals.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)



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Kerryn will be in Cairns on Tuesday 7th May, please call to book an appointment.

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