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Travel Daily AU

First with the news

Thu 05 Aug 10

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EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

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Lewis to retire

LONG-TIME gm of Sydney's iconic Four Seasons Hotel, Stephen Lewis, has announced his retirement.

Lewis has been with Four Seasons for 29 years, and was in fact the first employee at the Regent Sydney back in 1981.

He's been running the Sydney property since 1995, and is also a director of NSW Tourism as well as holding other senior positions.

He'll be taking time off from Oct before retiring towards the end of 2010 - more industry appointments on page five.

Jetstar management move

QANTAS ceo Alan Joyce today announced a restructure of the Jetstar management team, including the promotion of ceo Bruce Buchanan to the newly created role of Group Chief Executive of Jetstar.

Buchanan will focus on "driving expansion into new markets," Joyce said, with the new structure building a "strong

foundation for continued growth at Jetstar".

A number of other positions have also been created, including that of ceo Jetstar Australia and New Zealand, which will be filled by David Hall who's currently Group Executive Corporate Services and Technology at QF.

In his new role Hall will also be responsible for the introduction of the Boeing 787 *Dreamliner* to the Qantas Group fleet.

Jetstar Asia ceo Chong Phit Lian will also have her role expanded to oversee Jetstar's businesses in Asia including its new Singapore long-haul hub.

NZ 777-300ER debut

AIR New Zealand looks to have postponed the entry into service of its new 777-300ER aircraft by a month, with the original 12 Dec AKL-LAX debut now shifted to operate Auckland-Brisbane on 10 Jan 2011, according to agent GDS.

The carrier says the 777-300ERs will be initially deployed on an ad-hoc basis on Tasman routes, before they become available on daily flights to Los Angeles and London from 01 Apr.

The updated plans for the 777-300ER introduction include AKL-BNE from 10 Jan, AKL-LAX thrice a week from 16 Jan and daily from 01 Feb, AKL-MEL from 01 Feb and AKL-LAX-LHR daily from 01 Apr.

Free HK wi-fi

TRAVELLERS to Hong Kong are being offered free internet access at hotspots across the city.

Visitors can access the latest tourist information via free access to the website of the Hong Kong Tourism Board, including details of events & festivals, attractions and tourist promotions.

The system also includes a location-based digital map system which automatically recommends nearby shops and restaurants.

Today's Travel Daily

Travel Daily today has six pages of news and photos, plus full pages from:

- TMS Asia Pacific
- AA Appointments

Silversea boom

SILVERSEA Cruises is seeing strong demand and high yields from Australian customers, with booking patterns also lengthening.

Full details in today's *Cruise Weekly* - subscribe free at www.cruiseweekly.com.au.

Winners tomorrow

THERE'S keen interest in the winners of last month's Vanuatu and Anantara competitions, and we expect to be able to announce the results tomorrow.

More fantastic competitions this month on pages four and six.

Trip

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MX stops selling

MEXICANA Airlines (MX) future remains somewhat bleak after the carrier today suspended selling tickets on international and some of its domestic services.

The move follows the oneworld carrier's decision to file for bankruptcy protection earlier this week in both the USA and Mexico (*TD* yesterday).

A spokesman for Grupo Mexicana said the airline's low-cost units, MexicanaClick and MexicanaLink, are not affected.

The spokesman said Mexicana flights which have already been sold will continue to operate.

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E-mail: info@traveldaily.com.au Ph: 1300 799 220

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CX staff bonus

CATHAY Pacific is giving all of its eligible staff a bonus of two week's salary, in recognition of the "great effort" they have made in returning the carrier to profitability.

The carrier yesterday announced a profit of HK\$6840m (A\$960m) for the six months to 30 Jun - more than 8 times the result for the same period in 2009.

CX said that passenger revenues returned to "almost pre-financial crisis levels".

MEANWHILE Cathay Pacific also confirmed a letter of intent with Airbus for the purchase of 30 A350-900 aircraft, to be delivered between 2016 and 2019.

The carrier also exercised existing purchase rights for the delivery of a further six Boeing 777-300ERs, in addition to the 30 777s already ordered, of which 18 have so far been delivered and the remaining 12 arriving by 2013.

Scenic corrects Trafalgar

THE normally reticent Scenic Tours has spoken out against claims by Trafalgar Tours (TD Mon) that it can offer 'like for like' Canada/Alaska touring at cheaper prices.

Scenic marketing manager Elizabeth Glover told TD that comparing the Trafalgar products to Scenic Tours on price alone is "very misleading".

She provided a comprehensive comparison, noting that Trafalgar uses a "much lower standard of accommodation and no Fairmont hotels whatsoever."

The comparison also includes offerings under Scenic's sister brand Evergreen, which are a

Singapore specials

SINGAPORE Airlines has signed a new Memorandum of Understanding with Changi Airport and the Singapore Tourism Board, under which the three partners will work closely on a range of joint activities to promote tourism to Singapore.

Packages include stopover holidays starting at just \$40, with a range of added value including shopping and dining vouchers.

Customers will also be offered free airport transfers, admission to key attractions such as Sentosa and the Singapore Zoo, unlimited rides on the SIA Hop-on, Hop-off bus and an int'l calling card.

The SIA Holidays and SilkAir Holidays packages include two nights stay in Singapore and a further two nights in other destinations including cities in Australia, Malaysia, Thailand, Cambodia, Myanmar, Indonesia, Vietnam, the Philippines and the Maldives - singaporeair.com.

close match to Trafalgar in terms of price but also offer "other advantages whilst being even better value," she said.

"Trafalgar does not stay in Lake Louise let alone guarantee a Lake View room - one of the highlights of any Rockies Tour," Glover said, with the Trafalgar range also only including "very limited sightseeing," and no FreeChoice dining or touring options.

The Trafalgar range also only includes Red Leaf service on the Rocky Mountaineer, with the Gold Leaf cars which are standard with Scenic costing over \$1000 extra.

Trafalgar doesn't include gratuities, which are standard with Scenic, and Scenic's "general level of sightseeing inclusions is far greater even without FreeChoice being counted," Glover said.

The Scenic comparison comes out with its pricing slightly lower than Trafalgar once the true cost of matching inclusions and hotels is taken into account.

"In summary as can be seen with our sister company Evergreen there is no secret to providing a lower cost alternative.

"Scenic Tours' goal has never been to be the cheapest. We have grown to be the number one operator from Australia to Canada by providing an experience second to none combined with unmatched value," she concluded.

New TCF members

THE Travel Compensation Fund has added nine new head office travel agency participants in the last two weeks - four in NSW, three in QLD and one each in WA and VIC.

One interesting addition is McLachlan Travel Pty Ltd in Belgrave Street Manly - with the same registered address as Gil McLachlan's Travel & Living Pty Ltd which operates Harvey World Travel Manly.

McLachlan Travel's sole director is Lisa Jane McLachlan, with the addition meaning there are currently two separate TCF-registered agencies operating from the same premises.

Other additions confirmed by the TCF include a new branch location for HIS Australia Pty Ltd in Hay Street, Perth.



Window Seat

BRISBANE Airport is celebrating after being awarded an unofficial "Golden Pillow" - meaning it's one of the world's best airports to sleep in.

Last weekend about 85 travellers were stranded in the terminal after a Tiger Airways flight left two hours earlier than originally scheduled.

Fortunately they had all attended the outdoor Splendour in the Grass music festival - so had their sleeping bags handy.

US website SmarterTravel.com has published a list of the world's ten scariest airports, promising travellers a "white-knuckle experience" when taking off or landing.

Most of them are in the northern hemisphere, but Wellington International Airport in the NZ capital also gets a mention for its "single, short, 6351 foot runway that appears to begin and end in crystal blue waters" combined with "strong crosswinds that seem to attack landing planes".

Also notable is Paro Airport in Bhutan, flown into by Drukair which proudly boasts on its website that "each flight is a mesmerising aeronautical feat".

There's also Barra Airport in Barra, Scotland where Flybe lands its scheduled services on a beach runway - and only when the tide is out.

CAN you identify this backside?

He puts the V in Virgin, the K in King and stole the show at last night's Visit USA bowling event in his Elvis spandex outfit...

amongst other things.

Not enough clues? Then roll to page 6 of today's issue to identify this well-known travel industry personality.



Who is this cheeky chap?



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Travel Daily AU

First with the news

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NZ farmers blast JQ

FARMERS in New Zealand have hit back against Jetstar's repeated calls for a common border between Australia and New Zealand (TD 15 Jul), branding the proposal as "short sighted commercial self-interest".

The head of NZ's Federated Farmers organisation, Don Nicholson, claimed the low cost carrier wants restrictions eased so it can fly from lower cost airports, but warned that this would come with a significant biosecurity risk.

"This isn't about protecting bureaucrats but about reducing the 400 plus unwanted pests and organisms that enter New Zealand each year," he said.

"There's a huge risk from air passengers carrying contaminated products in both directions".

As an example, Nicholson said that he believed Australian foresters "would be aghast if the burnt pine longhorn beetle took up Jetstar's offer to 'lets fly Jetstar'".

Vanuatu special

CORAL Seas Travel is offering an 8 night Vanuatu cruise deal priced from \$3379pp, including int'l and domestic airfares, two nights pre and one night post accom, and a five night island cruise - see www.coralseas.com.au.

Nothing like Today

CHANNEL 9's *Today* morning show is this month showcasing a range of the unique Australian destinations inspired by entries from Tourism Australia's 'Nothing Like Australia' promotion.

Tourism Australia yesterday confirmed that AOT Holidays has signed on as one of the first domestic partners in the campaign, and will promote Red Centre packages in conjunction with the new DJ direct Sydney-Ayers Rock services.

The Byron at Byron Resort has also joined the domestic push, promoting winter getaways online until the end of Aug.

Travelport/UA pact

TRAVELPORT has signed a two year extension of its current full content agreement with United Airlines, allowing Galileo, Apollo and Worldspan connected agents access to UA's fares, seat inventory and more until 2013.

Part of the deal includes giving agents the ability to sell upgrades to UA's Economy Plus seating during the transaction process, through Galileo Desktop, Apollo Focalpoint or Worldspan GoRes, to be phased in later this year.

Travelport says it plans to integrate the new merchandising capabilities to its Universal Desktop over time.

Landis Preferred

PREFERRED Hotels & Resorts has added a second Taipei-based property to its membership, The Landis Taipei Hotel.

The 209-room property is positioned in Taipei's business and entertainment district, and will benefit from the strategic pact with the Preferred Hotel Group by increasing its global presence.

EK A/O special

EMIRATES is offering a First and Business Mixed Class fare to Europe leading at \$10,500 gross return plus airport taxes.

The fare is on sale from now until 30 Sep and travel to 15 Dec, with pax flying Australia to Dubai in First Class (A) and then onward to Europe in Business Class (O).

It's valid EK409/415/425/433 outbound only and is commissionable at 7%.

Counsellors record

TRAVEL Counsellors says Jul was the best month in the history of the Australian division, with over \$3.8m in sales, a 129% increase year on year.

The financial year to date has a sales figure of \$27m, already smashing last years \$19m figure, and a projected end of financial year amount of \$50m expected.

Acting gm Cathy Burke said the figures "prove that the travel industry is still flourishing for agents who can be there for their customers."

SiteMinder has PMS

SITEMINDER has launched a global two way connection with hotels using the Callista property management system (PMS) so that room availability and pricing can be distributed to multiple online accom booking sites.

Bookings will then be captured by SiteMinder and dropped into Callista, saving time manually re-key booking the reservation - see www.siteminder.com.au.

PBL to push hotels

MEDIA giant PBL is set to launch a new website offering special deals on hotels, spas and tours to consumers in Australia.

Dubbed Cudo, the site is described as an "online collective buying community," with a single daily offer in each capital city.

Offers will only be valid once a minimum number of people agree to purchase them, with the site modelled on a similar concept which has been successful in the USA called 'Groupon'.

PBL's pre-launch site promises that the daily offers will be "extraordinary" and will include spas, beauty salons, restaurants, hotels "and just about everything else".

AW rugby cruises

ADVENTURE World this week held an official launch for its non-commissionable NZ Rugby World cup *MS Volendam* cruise charter packages (TD 24 Mar).

Air India 787 compo

AIR India will receive \$US145m from aircraft manufacturer Boeing due to set backs with the delivery of ordered 787 *Dreamliners*.

The Star Alliance member elect carrier, which is now expecting to receive its first of 10 787s by the end of 2011, was hoping for \$US710m in compensation.

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Zhivago packages

QANTAS Holidays has released accom and ticket packages to the musical Dr Zhivago, showing in Sydney in Feb and Mar next year.

Packages start at \$207pp twin share based at the Hotel Ibis World Square and 'A' Reserve tickets.

DFAT Bali advice

THE Dept of Foreign Affairs and Trade has renewed its advice for Australian travellers to be wary of dogs in Bali and Nias due to an increasing number of rabies fatalities caused by dog bites.

The call comes just days after the US State Department alerted US travellers about the same situation (*TD* yesterday).

The Australian Smarttraveller site also advises that travellers leaving Indonesia are required to pay the IDR150,000 (AU\$18.35) departure tax in local currency.

Your chance to be a TD roving reporter!

Travel Daily is giving subscribers a chance to become a *Travel Daily* roving reporter and travel trade blogger on location in Europe from September 28 to October 9 on the 'Switzerland Mega Famil'.

This amazing competition is being sponsored by Rail Europe, Switzerland Tourism and THAI, in support of Rail Plus, Rail Tickets, CIT Holidays and Infinity Rail.

Over the next 2 weeks impress the judges:

In 100 words or less describe a favourite place you've visited including a picture (max res 1MB) and a website link featuring this favourite place.

This description can be about anything you choose: a city, restaurant, hotel, resort, bar, monument - whatever you think makes an interesting story that your colleagues will love to read and even inspire them to visit your nominated 'place' too!

The chosen 'reporter/blogger' will be packed off with the specialised tools of the trade to capture the trip in full, including camera and will be expected to report back on what's happening every 2nd day to be captured in *Travel Daily*, on the TD insiders blog, THAI's eNews and dedicated agent website/Blog plus also Switzerland Tourism website/Blog.

The winner will be announced on September 6, so get those thinking caps on and email your entries together with your full name, position/title, travel agency and location to reporter@traveldaily.com.au

Click here for competition terms and conditions

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CO/SN codeshare

CONTINENTAL and Brussels Airlines have announced plans to begin codesharing on transatlantic flights between New York and Brussels, from next week.

The agreement will see the 'CO' airline code placed on Brussels Airlines metal from Brussels to nine Europe and 12 Africa cities, while the 'SN' code will be placed on Continental's Brussels to New York Newark Airport and five US routes beyond Newark.

Disney prices rise

ADMISSION to Disney's theme parks increases today, with standard entry prices for passes bought on site at Disneyland Resort in California going up to US\$72 for a single day, single-park ticket and US\$101 for a two-park pass taking in Disneyland and Disney's California Adventure.

Prices are also going up for Walt Disney World in Florida, increasing to US\$82 per day for adults (from US\$79) - and to US\$74 for kids.

Amadeus bosses in SYD



THE outgoing global boss of travel industry technology provider Amadeus, David Jones, and his successor Luis Maroto were in Sydney this week to meet with partners and media.

Jones, who retires from the role as chief executive officer with Amadeus on 31 Dec, described Australia as "an extremely important market" for the travel technology provider, for its distribution and IT Solutions.

Earlier this year the company launched its IPO on the Spanish stock exchange amid market uncertainty, the Iceland volcanic eruption and a market collapse in Feb, but Amadeus has weathered the storm, with shares trading up 20% from when initially floated.

Amadeus says it has raised its GDS market share to 37% between 2004-2009, and is "continuously trying to differentiate (itself) from our competitors".

In its 2010 first quarter results, Amadeus passengers boarded figures grew 41.4% year-on-year to 67.7 million, while total air travel agent bookings increased by 9.6% from 94.8m to 103.9m.

In terms of distribution, Amadeus currently has 130 Global Distribution Agreements and is progressively looking to add more low-cost carriers, including easyJet, Air Berlin and Vueling.

Amadeus has steadily expanded its Altea IT customer base, having recently signed Brazil's TAM Airlines and switching on 'live' inventory with Air France-KLM.

Jones also said Amadeus has had a small part to play in Qantas' just launched 'Airport of the

Future' Next Generation Check-In system (*TD* Fri).

Pictured above at Amadeus' Sydney office, *from left* are Luis Maroto, deputy ceo; Sari Vahakosk, managing director Amadeus IT Pacific and David Jones.

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More DL LGA dining

DELTA Air Lines will this month begin introducing new food and beverage outlets at its main terminal at New York's LaGuardia Airport, including a gourmet food hall, coffee bar and wine bar.

Thirteen stores are planned.

Agents discover Taiwan



ABOVE: Consolidated Travel and China Airlines hosted a group of travel agents on a five-day family trip to Taiwan recently.

The group were based at the six-star La Lu Hotel at Sun Moon Lake, from which they explored the city and surrounding region, experienced Taiwan's high speed rail service between Tai Cheung and Taipei and visited The Taipei 101 tower, previously the tallest building in the world.

Pictured at CI's Airport Lounge from left are: Theresa Tong, Grand Elite Travel Hurstville; Nancy Tin, Trans Global Travel Chatswood; Anne Wong, Australian Global Holidays Chinatown; William Huang, Consolidated Travel NSW; Michael Huang, China

Airlines; Helen Chen, Aihua International Travel Chinatown; Chevey Molina, Travelcare St Marys; Monica Hui, Aus Wonder Wentworthville; and Alfred Mansour, Travelworld Mt Druitt.

Getaway tonight

TONIGHT'S episode of Channel Nine's travel program *Getaway* at 7:30pm is dedicated to food and wine, and includes stories on:

- Burgundy Drive
- Thai Cooking School
- Hamburgers in New Mexico
- The Agrarian Kitchen in Tassie
- Bel Canto Restaurant, London
- Picnics in Sydney
- Haggis tasting in Scotland
- Western Australia food safari
- Margaritas in Mexico, and more

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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 email appointments@traveldaily.com.au.

Tourism Australia has announced the appointment of Penny Lion as General Manager, Business Events Australia, effective mid Oct. Her most current role was as GM, UK/Europe for CiEvents.

Complete Cruise Solution has appointed Ryan Taibel as its new regional sales manager for ACT, NSW and WA. Taibel previously worked as the head of sales for analyst firm Frost and Sullivan, and prior to this position with Travelex.

Norfolk Island Tourism has appointed Unique Tourism Collection as its Australian Trade Representative.

Stage and Screen has promoted Caylee Ibbs from senior account manager to the national product manager. The role will include furthering the development of Stage's preferred industry hotel and car partnerships.

Donna Campbell has been appointed as Director of Communication for the Langham Xintiandi in Shanghai China, which is set to open on 01 Oct. Campbell, who was previously with Crown Melbourne, will be based in Shanghai in her new position with Langham.

NZ-based Wild Earth Travel, a small ship cruise wholesaler specialist has announced the appointment of Paul Edensor to the newly created role of Wholesale Marketing Manager.

Anna Guillan has returned to Hayman as Executive General Manager Sales and Marketing for Hayman and Mulpha Hotels Australia. She has held positions with the InterContinental Sydney and most recently with Voyages Hotels and Resorts.

QLD tourism funds

THE Queensland government has awarded grants of \$1.7 million to a number of local tourism departments to develop ideas on how to 'build a stronger and more efficient tourism network in QLD'.

The grants are part of a \$3m Bligh govt commitment to the tourism industry.

The Sunshine Coast Regional Council, Capricorn Tourism, Cook Shire Council, Brisbane Marketing and many other departments will receive a share of the funds.

Orient results spike

ORIENT-Express Hotels has said it's seen a 15% increase in revenue to \$118.1m in the second quarter ending 30 Jun for its Owned Hotels, while trains and cruise revenue were stable year-on-year.

Russian savings

BEYOND Travel is offering its 'Spotlight on St Petersburg' package priced from \$1005, which also includes a fourth night free.

The deal, valid until the end of this year, represents a saving of \$600 - phone 1300 363 554.

Ben Hur promo

TOURISM NSW has begun a four week \$90,000 campaign to promote 'Ben Hur: The Stadium Spectacular', through TV & print media in regional NSW and ACT.

A special welcome to passengers wearing this unique wrist band

Passengers on the non-stop Sydney to Rarotonga flight will receive a unique wrist band that entitles them to a wide range of discounts and specials in the Cook Islands.

LIVE DIFFERENTLY

BA traffic slips

BRITISH Airways has released its traffic figures for Jul, with a 0.4% drop in total passenger numbers during the month.

The carrier's Asia Pacific figures saw a major decline, down 13.6% compared to Jul 2009 to 130,000.

However capacity on BA's Asia Pacific routes was also down 12.2% so the load factor only dipped 1.9 points to 86.8%.

Overall premium traffic rose 0.8%, while non-premium fell 3.2%.

Gillard high speed rail plan

THE Labor govt has promised to undertake a "detailed feasibility and corridor study" into possible routes for a high speed rail network on the east coast of Australia if it's re-elected.

Transport minister Anthony Albanese said the study would identify possible rail corridors and look at economic modelling to determine the project's viability.

"High speed rail has the potential to cut travel times for people commuting between capital cities like Sydney and growing regional cities like Newcastle and Gosford," he said.

The study, to commence later this year, has been allocated funding of up to \$20 million.

'YOU DESERVE TAHITI'... TELL US WHY AND WIN



To celebrate 'You Deserve Tahiti' month, throughout August, *Travel Daily* is giving travel consultant readers the chance to win an incredible seven-night holiday to Tahiti for two people, courtesy of Tahiti Travel Connection.

This fantastic prize includes:

- Return economy airfares on Air Tahiti Nui for two
- Two nights twin share accommodation at Manava Suite Resort Tahiti in a Standard Room (one pre and one post Manihi Island)
- Five nights' accommodation at Manihi Pearl Beach Resort in a Beach Bungalow
- Return economy flights for two from Tahiti to Manihi Island
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Email your entries to: tahiticomp@traveldaily.com.au

Note: Only one entry per agent/consultant.

Click here for competition terms & conditions



Dollar on proposal

THE Dollar Thrifty Group has responded to a proposal made by Avis Budget to counter an earlier deal struck with Hertz (*TD* yest.).

In its open letter, Avis says that while its deal is clearly "more favourable" from a financial point of view to stock-holders, it believes the deal would not be "reasonably expected to be consummated on a timely basis".

JAL/VN codeshare

JAPAN Airlines is expanding its codeshare agreement with Vietnam Airlines to include VN-operated flights between Nagoya Chubu and Ho Chi Minh, and from Tokyo Narita to Hanoi.

The new routes boost the JAL/VN partnership to cover a total of eight routes, effective 01 Oct.

Reservations and ticket sales on the additional routes begin today.

Visit USA strikes it 50s style



LAST night almost 200 industry staff battled it out for the title of the Visit USA Organisation Australia Bowler of the Year at Kingpin Darling Harbour in Sydney.

The 1950's themed event attracted some high profile celebrities that rocked the era, including King G-Man Elvis (Window Seat - *page 2*) and Las Vegas Tourism/Flight Centre's Grease cast (*right*) who won the prize for the best dressed bowling team.

Anaheim Orange County Visitor & Convention Bureau, Hawaiian Airlines, Virgin Blue, Air New Zealand, HWT, Delta Airlines and Harrah's Entertainment were amongst the other competitive teams bowling it out for a trip to the USA.

The major prize sponsors of this amazing holiday package included Air Pacific, Seaworld, Knotts Berry Farm and The Best Western Stovalls Hotel, Anaheim.

And it was Nathan Smeulders



from Qantas Groups who was the lucky recipient of the trip to the US, racking up a massive 169 points.

Pictured *above* is the Visit USA Board - Amanda Leung, Las Vegas Convention & Visitors Authority; Gary Manuel, V Australia; Mark Sheehan, Visit USA media rep; Sherilyn Robinson, Hawaiian Airlines; Geoffrey Hutton, Visit USA president and Sue Jones, Aviareps.

CLICK HERE for *TD's* Facebook fan page to view more fun photos from last night's bowling bash.



RIGHT: The Anaheim team was also on fire last night!

Gary, V Australia; Tony & Elisa, Out & About with Kids; Lyn, s2i Communications; Juliette, Anaheim Orange County Visitor & Convention Bureau; Colleen, Out & About with Kids and Andrew, AK Consulting.



LEFT: The Harvey World Travel team certainly gave the other bowlers a run for their money.

Pictured here all smiles enjoying the evening and ready to bowl are James, Annette, Alistair, Nicola, Cath and David.

Steer Your Career in the Right Direction

Let TMS Lead The Way!



Hot Jobs (Australia) - August 2010

JOB OF THE WEEK!

Aircraft Charter Coordinator

- Free parking on site
- Extra week holidays

This unique opportunity cannot be missed! If you have worked in the travel industry for the past 2 years as an International Corporate Consultant and you need a change, then this role is for you! Due to expansion, this specialised Charter Company is seeking an aircraft charter coordinator to join their small and dynamic team. This company deals with VIP clients and passengers, government and corporate clients worldwide as well as cargo and freight markets. Based in the East with FREE parking, your day will be filled with delivering exceptional customer service to direct clients in sourcing the best travel solutions for their requests. You will be liaising with airlines, carrying out administration duties and developing relationships with existing clients.

To be considered for this role, you will have the following:

- Travel and or airline background
- Outstanding communication and customer service skills
- Confident and outgoing sales approach
- High attention to detail and professional attitude

Contact **Tara Hamilton** at TMS tara@tmsap.com T: **02 9231 6444** or **apply online now!**

BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN

Travel Consultant - Part Time Temp – Melbourne - Elsternwick

- Ongoing temp assignment
- Flexible work and hours

Are you a retail travel consultant looking for some flexibility in your role and in your hours? This agency in Elsternwick is seeking an experienced travel consultant to help them one or two days per week doing all office duties and consulting where needed.

Contact Tara Hamilton T: **02 9231 6444** E: tara@tmsap.com or **apply online now!**

Calling all Sabre Tramada Temps - North Ryde

- Temp to perm opportunity
- Free on site parking or close to transport
- Looking for immediate start

We are looking for an international consultant to start temping asap for this well known and respected agency. The role could go permanent for the right candidate. You will be booking domestic, international and cruise travel all over the phone or via email and appointments.

Contact Tara Hamilton T: **02 9231 6444** E: tara@tmsap.com or **apply online now!**

National Account Manager - Melbourne

- Corporate Travel Management Company
- \$75 - \$80k base plus super

A well known and respected mid-sized corporate travel agency is seeking a National Account Manager to join their team. You will be required to manage a portfolio of accounts across the country from small to mid market size. Ability to travel regularly to meet with your clients is required. A minimum of at least 1 year experience in Account Management or similar within a TMC is essential for this position. More details available on request for candidates that meet the criteria.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Business Development Manager - Melbourne

- Corporate Travel
- Base, Super, Car and Commission

A well known and major business travel company is seeking the "Cream Of The Crop" corporate sales professionals. Endless opportunities to progress your career within this company to the very top! You will be responsible for the acquisition of corporate clients through a consultative B2B solution sales approach. In return you will receive generous commissions along with growth and development. Applicants with a proven track record in gaining new business from the corporate market is essential for this role. Travel Industry experience not necessary.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Corporate Business Development Manager - Queensland

- Corporate Travel
- Attractive Salary

A Worldwide TMC requires a strong experienced Business Development Manager to continue to position their premier service as a corporate travel agency. This is an analytical role with a view to finding business solutions for new clients. The ideal candidate would be from the Travel, Airline or Hospitality industry with a proven track record in achieve new corporate business.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Air Fare Specialist – North Sydney

- Attraction Travel Benefits
- Small Team Leader Position

A specialist in the luxury travel market has created a new department in Air and Sea. You will be managing an Air and Sea Coordinator in this newly created position. As this is a new position you will need to be flexible in changes to this role and open minded in making this role your own and developing it with your manager. This is a great opportunity for an experienced Retail Travel Consultant wanting to work for a luxury thriving product. To apply for this role you need to have experience in managing a team, ability to demonstrate flexible and adaptable nature in a start up business or similar. In addition it is essential that you have a good working knowledge of a GDS, preferably Amadeus, Fares & Ticketing 1 and BSP experience.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Corporate & Leisure Travel Temps Required – CBD

- Temp to perm opportunity
- Mon- Fri hours

We are looking for temps with corporate and leisure travel consulting experience to work for a well established company in Sydney CBD. You must have a minimum of 2 years corporate consulting experience using Sabre or Galileo.

Contact Sharon Moss T: **02 9231 6444** E: sharon@tmsap.com or **apply online now!**

Strategic Corporate Account Manager - Sydney

- Global TMC
- Large Market

A global travel management company is seeking an experienced corporate account manager to be responsible for the management of a portfolio of large market clients. Experience in client management at large market required or at least 3 years mid market required. Travel industry experience essential.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Branch Manager - Melbourne

- Rare Opportunity
- 65-70K

Our client, a well established travel company is looking for an experienced Office Manager to oversee daily operations. You will be an experienced people manager who thrives on the challenge of driving and motivating a team to achieve their individual potential. You will be responsible for overseeing the daily operations and must have extensive experience in retail travel operations. This position offers variety and is very much a hands on role.

Contact Stacy Balderston T: **03 96021809** E: stacy@tmsap.com or **apply online now!**

Corporate/ Leisure Consultant - Eastern Suburbs

- Variety plus
- Parking available

Our client is looking for an experienced Multi Skilled Consultant to join their thriving team. Based in the Eastern Suburbs no longer will you need to sit and traffic and with parking available what more could you ask for. This role will see you booking both Leisure & Corporate Travel so all round skills are required. To be considered for this amazing role you will require minimum 3 years experience, be able to book complex itineraries & have a positive outlook and mature approach to your work.

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com or **apply online now!**

High End Leisure Consultant - Upper North Shore

- Work close to home
- Beautiful office

This amazing agency with a fantastic team and beautiful office is looking for an experienced Consultant to join their team. Booking high end leisure you will have minimum 5 years travel consulting experience, great destination knowledge and Sabre/ Tramada preferred. This agency has built its reputation offering fantastic customer service and has a loyal repeat client base to prove it. No Thursday nights or weekend work required.

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com or **apply online now!**

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EXCITING NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

BRING INNOVATION TO ACCOUNT MANAGEMENT NATIONAL ACCOUNT MANAGER – CORPORATE TRAVEL SYDNEY – SALARY PACKAGE TO \$100K+

We're looking for a talented Account Manager to join a prestigious Corporate agency. The perfect person will bring previous experience in a similar role with a focus on retention & growth strategies, but what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square and love a pro-active, commercially astute team environment you'll thrive here.

LEAD THIS COMPANY INTO THE FUTURE MANAGING DIRECTOR SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this successful Brand forward and drive company growth. With full P&L control and leadership of a talented Management team, you will be the figurehead of the company, managing key relationships in Australia and across the global network, and promoting staff engagement. This is a high profile role for a dynamic leader.

YOURS TO CHOOSE – TOP INDUSTRY SALES ROLES BUSINESS DEVELOPMENT MANAGERS – TRAVEL PRODUCT SYDNEY – SALARY PACKAGES AVAILABLE TO \$75K

These great BDM roles servicing the leisure travel industry are with prestigious products and leading Brands. These clients require switched on BDM's capable of jumping right in to service their leading clients and manage allocated territories. You'll be proactive and self motivated and have a personality that will outshine the others allowing you to build strong relationships. You'll be goal-focused and driven to succeed.

A HUGE LEADERSHIP ROLE IN BRISBANE TRAVEL OPERATIONS MANAGER BRISBANE – SALARY PACKAGE TO \$110K

Are you an experienced operations manager with a passion for developing successful teams, improving profitability and exceeding SLA's? Here's an amazing opportunity to join an award winning organization which rewards high achievers generously. You must have min five years experience in a general management role, preferably with a strategic focus on improving systems. A successful & progressive company!

REACH YOUR FULL POTENTIAL HERE MARKETING SUPERVISOR PERTH – SALARY PACKAGE \$60K - \$70K

Managing this small team you will be an effective communicator who can bring the best out of your team. Your skills will stem from working in a marketing role within the travel industry where you are involved in pricing and producing specials and your preferred market will target online media & web based marketing agents. This role is a great step forward for your career to increase your professional profile.

GROW THIS COMPANY'S PROFILE BDM LEISURE TRAVEL X 2 MELBOURNE – SALARY PACKAGE TO \$62k + CAR

Get excited by these new sales roles just on the market in Melbourne. You will be able to think on your feet, get out and about with agents and strive to deliver outstanding results for this thriving company. Working in a large Victorian based sales team you will be proactive and have a solid understanding of what it's like to work in a busy environment. Top salary, fully maintained car, great trips!

TRY BEFORE YOU BUY (SHORT TERM CONTRACT) BUSINESS DEVELOPMENT MANAGER PERTH – SALARY PACKAGE TO \$70k +

This global company is looking for an extremely talented sales person to jump on board as soon as possible and begin in a 3 month contract. With the opportunity to prove your worth there is the potential for contract extension leading to permanent work. Working across the travel industry you'll build the product profile and enjoy building broader industry relationships for the future. Immediate start available.

HUNT THE OPPORTUNITY, WIN THE BUSINESS BUSINESS DEVELOPMENT MANAGER X 2 – CORPORATE BRISBANE – SALARY PACKAGE \$100K++

We are looking for true sales professionals, competitive "hunters" with demonstrated experience in corporate sales within the travel industry. Fantastic remuneration packages are on offer with considerable bonuses for your achievements. Work within a supportive team and with the confidence of having highly successful travel operations & service behind you. A great step in your sales career.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Kate Dalrymple
QLD & NT
Ph: 07 3229 9600

Linda Green
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com