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Travel Daily AU

First with the news

Mon 16 Aug 10

Page 1

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

WHO WILL GET THE TMS VOTE?

TMS Temp of the Month for
AUGUST

The winner will be featured in Travel Daily end August 2010



THAI plan MEL-HKT

THAI Airways has confirmed a new nonstop thrice weekly one way service from Melbourne to Phuket (HKT) effective 27 Mar, to make "southern Thailand more accessible" for Melburnians.

The outbound service from MEL will continue onto Bangkok.

Chocka block issue

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

- AA Appointments
- Qantas Holidays
- Air New Zealand

Virgin Blue network revamp

VIRGIN Blue says the withdrawal of its Pacific Blue NZ regional network and V Australia's Fiji flights (*TD* breaking news) are part of a "new era" which will ensure it has the "right aircraft on the right routes".

CEO John Borghetti said the review would see capacity added to routes with strong revenue potential, to "maximise yields, increase aircraft utilisation and also provide a more attractive schedule for the business market."

Pacific Blue's NZ-based planes will be redeployed on trans-Tasman and medium-haul international routes from 18 Oct - which in turn will free up V Australia's 777s to "capture the growing demand for travel to the USA," Borghetti said.

Virgin Blue will focus on strengthening its Australian domestic operations, building frequency and capacity on key

NZ positions vacant

AIR New Zealand is recruiting to fill Account Manager positions, located in Sydney and Brisbane - for full details see page ten.

routes, with recent changes seeing more than 490,000 extra seats across the network annually.

Pacific Blue will increase Melbourne-Denpasar flights to daily from 18 Aug, while Perth-Phuket services will also increase from two to three flights a week.

As well as pulling out of Fiji, V Australia changes will include retiming its SYD-LAX departures to leave Australia in the morning, giving same-day connections to the US east coast from 19 Oct.

From Dec V Australia will operate daily SYD-LAX flights as well as an additional weekly service from Melbourne to Johannesburg, Los Angeles and Phuket.

MEANWHILE both Air NZ and Jetstar have responded to the Pacific Blue NZ domestic pullout, with Air New Zealand saying it will carry "thousands of passengers" disrupted by the move - and offer each one free membership to its Airpoints loyalty scheme.

Jetstar said planned extra NZ-based A320s would solidify its position as NZ's "second airline".

Aerolineas boost

AEROLINEAS Argentinas is lifting frequencies from Buenos Aires and Sydney (via Auckland) during the Northern Summer, which will see a fourth weekly Tue service added between 08 Nov-31 Dec, according to AR's website and agent GDSs.

From 01 Jan, a fifth weekly flight will also be added on Weds.

Trip QF points promo

QANTAS Holidays is for a limited time giving members of its Trip loyalty program the chance to earn points on Qantas international air, on air/land deals - see page nine.



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Travel Daily AU
First with the news

Mon 16 Aug 10 Page 2

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10 GOOD REASONS TO VISIT NEW CALEDONIA

6 It's not touristy
New Caledonia has so much to see and do, but is not overrun by tourists.

Aircalin
International Airline of New Caledonia

CLICK HERE FOR THE OTHER 9 REASONS

Insight pre-Europe

INSIGHT Vacations has launched its 2011 Europe & Britain Preview flyer to cater for "a huge increase in the number of people looking to book their holidays in advance," says MD Lorraine Sharp.

The preview program, which also covers Eastern Mediterranean and Morocco, offers travellers a 'price promise', which guarantees the date of an itinerary in 2011 at a predicted cost, provided a tour is deposited within seven days, and is made before 01 Oct 2010.

In the event that a tour is dearer when the brochure is released the client can opt for a refund.



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QF LHR, LAX still losing

QANTAS' key long-haul routes to London and Los Angeles continued to lose money during the six months to 30 Jun, with ceo Alan Joyce yesterday telling the ABC's *Inside Business* that "the international routes are still

Marlow to JTG conf

P&O CRUISES managing director Carol Marlow has been confirmed as a keynote speaker for the Jetset Travelworld Group (JTG) National Conference in Hong Kong, in Nov.

Peter Collins, chief exec. officer JTG says, "We are delighted that Ms Marlow is attending the JTG National Conference and we look forward to hearing her insights and views of the global cruising environment."

General manager JTG Network said Marlow's attendance was "timely, particularly as our JTG Cruise strategy is taking shape, lifting the profile and performance of a ket market segment within the JTG Retail network."

Hotel.com appoints

EXPEDIA division, Hotels.com, has announced the appointment of Katherine Birch as marketing manager, Australia/New Zealand.

Her role includes driving the firm's marketing strategies, driving customer acquisition and retention strategies.

bringing down the Qantas numbers".

Joyce said that if it weren't for the \$46m in costs incurred by the volcanic disruptions in Europe the London routes would have returned to profit, and while the Los Angeles flights are improving they are still only "getting close to break-even again".

Despite this Joyce said that there are no further cuts to international capacity planned, and business traffic is continuing to return in Asian markets.

"The UK and the US are lagging behind the other markets, as you'd expect with the lagging recovery of those economies," Joyce said.

21% off Kumuka

KUMUKA Worldwide is offering 21% off most of its tours to Africa, Asia, Central America, Europe, South America and the Middle East, for new bookings paid in full before 21 Aug.

Air NZ big wig quits

AIR New Zealand Group General Manager International Airline, Ed Sims has tendered his resignation, with effect late 2010/early 2011.

The NZ flag-carrier said last Fri that following a "very successful" decade with the business, Sims "has decided to pursue other opportunities outside of Air NZ".



THIS festival is certainly an attention-grabber.

Tourism officials in Serbia have begun promoting an annual testicle-cooking competition, in the hope that the event will attract international celebrity chefs and visitors hoping to sample the delicacies.

The Testicle Cooking World Championship has been held for the last seven years in the town of Ozrem, highlighting dishes said to have aphrodisiac qualities and made from the testicles of bulls, horses, elks, kangaroos, donkeys, goats and even sharks.

"We are now hoping that the many famous and varied testicle dishes that we have created in the region will become world famous and attract people who appreciate good food from all over the world," said organiser Ivo Mokovich.

A SWEDISH driver is likely to end up in the Guinness Book of Records after being clocked at 290km/h on a Swiss highway.

The 37-year-old man has been levied a fine worth more than \$1.1 million, because in Switzerland speeding fines are worked out based on a combination of speed and the motorist's annual income.

The man's Mercedes was clocked by a speed camera on the A12 between Bern and Lausanne, evading several radar traps on the way because they were limited to a 200km/h maximum.

"We have no record of anyone being caught travelling faster in the country," said a spokesman for the Swiss police.

The perpetrator allegedly told arresting officers that his high speed could be blamed on a faulty speedometer in his new car.

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**World's Best
Business Class.**
Skytrax World Airline Awards 2010

QATAR 
AIRWAYS القطرية


First with the news
on location in
New York

Today's issue of *Travel Daily*
is coming from New York,
courtesy of Qantas Holidays.

QANTAS Holidays and Viva!
Holidays first Trip birthday family to
New York City wrapped up with
agents enjoying highlights including
a Sex and the City hotspot tour, lots
more shopping, watching *Chicago*
The Musical and a drive in a stretch
limo...leaving them all wanting to
come back soon for more in 'The
City That Never Sleeps'.

QH Manager Marketing Comm. &
Strategy, Angie Howes, hailed Trip's
successful inaugural achiever
familiarisation and the growth of the
program in its first 12 months.

She told **TD** "we're going to be
injecting more funds into the Trip
program to make it bigger and
better, so there'll be lots more
exciting things coming up, and we'll
be celebrating our second birthday
in a bigger and better fashion."

Trip also entitles its members to
convert their rewards points to QF
Frequent Flyer points, as well as
offers surprise incentives such as
monthly bonus point promotions.

Recently Trip gave all members 500
points to thank them for their support
after receiving the "Best Wholesaler
International Product" & "Best Sales
Executive - Industry Supplier, Kim
Knight" awards at the 2010 NTIA.

See page 4 of today's issue for
TD's on-location interview with Trip
member, Lorraine McLoughlin, and
look out for more Trip photos from
NYC in tomorrow's **TD** issue.

EK SYD changes

EMIRATES has confirmed it will
be scaling back its thrice daily
service between Dubai and Sydney
to two from 01 Nov, as exclusively
revealed by *Travel Daily* on Fri.

EK says the changes are "part of
a reorganisation of services",
which will result in EK415/414
redeployed elsewhere until the
first half of 2011.

When the service comes back
online it will be operated by one
of EK's larger Boeing 777-300ERs.

Emirates says it will be
contacting passengers booked for
travel on the affected flights to
make suitable alternative travel
arrangements.

Other changes to the Australian
market will see Emirates increase
capacity to Perth and Brisbane,
with one of the twice daily flights
to be serviced by a B777-300ER on
01 Nov and 01 Jan respectively.

Blackman opening

THE Art Series Hotel Group has
opened its third property on St
Kilda Road in Melbourne yesterday,
The Blackman Hotel.

The 209-room property is about
2.5kms from the city's CBD and
follows the launch last year of The
Cullen (opened in Nov) and The
Olsen, which launched in Mar.

AFL footy tipping

CONGRATULATIONS to Phil
Symonds from Corporate Traveller
who was the Round 20 winner in
TD's AFL Footy Tipping comp.

Phil has won five days car rental
in the UK, courtesy of Compass
Car Rental.

TAM and LAN plan to merge

ANOTHER seismic shift in the
global aviation environment
occurred on the weekend, with
the announcement that Chilean-
based carrier LAN Airlines plans to
merge with Brazilian airline TAM.

The move continues the global
consolidation evident in the pacts
between Air France/KLM, United/
Continental and British Airways/
Iberia, with TAM and LAN saying
the combination "would create a
new Latin American airline group
that would offer seamless
passenger and cargo service
across the continent and around

the world".

Each of the airlines in the group
will continue to operate under
existing operating certificates and
brands, with the deal expected to
see annual savings of \$400m.

The combined carriers will
operate passenger flights to more
than 115 destinations in 23
countries, with a fleet of over 220
aircraft and more than 40,000
staff across the globe.

The deal is likely to see one of
the major airline alliances lose a
member, with LAN part of
oneworld while TAM recently
joined the Star Alliance.

There's more info on the deal at
the latamairlines.com website.

Chatterbox hits JTG

SABRE's online community
'Chatterbox' has been received
well with more than 400 Jetset
Travelworld Group agents
registering since the Jul launch.

Warwick Blacker, GM Retail
Network JTG said Chatterbox was
an invaluable tool and that it "is
connecting many agents who
would previously never have had
contact, allowing them to harness
vast group knowledge gained over
years in the travel industry."

Travelport expands

TRAVELPORT has announced the
appointment of Shelley Beasley as
Head of Solutions and Support
APAC, in addition to her role as
Managing Director, Pacific.

Fiesta adds Star

FIESTA Holidays has today
announced it has added Star
Cruises to its stable of products.

Club Med 

Sales Executive - VIC/TAS

An exciting opportunity has arisen for a vibrant, self
motivated Sales Executive to join the Club Med Australia
team in September. You will be responsible for leveraging
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4

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One Mecca clock

SAUDI Arabia is now home to the world's largest clock, after the mammoth dial began ticking for the first time late last week.

The clock is perched on a 380m high tower in the city of Mecca, and sits at 577m - some six times taller than London's Big Ben.

It features four clock faces, each 46 metres in diameter and can be seen from 17kms away.

Insight iPad reward

INSIGHT Vacations is giving agents signed up to the World Rewards loyalty program a chance to win an Apple iPad when depositing on a tour from Insight's 2011 Europe and Britain Preview program - worldrewards.com.au.

Travel expenses

TRAVELOCITY Business (TB) based in North America has created a solution that will allow passengers to see airline's ancillary fees by breaking it down by carrier and by category.

The company says that fees charged on top of a travellers average ticket vary from 2%-10%, so with TB's new algorithm, credit card reports can determine what charges are attributable to ancillary fees.

New Perisher pass

NEW South Wales ski destination Perisher has launched new Mid-Winter Season Ski or Board passes priced at \$669 for Mountain only or \$752 including Skitube.

The passes are an extra \$22 on top of the seven-day pass.

"We had a slow start but now the snow has well and truly kicked in, there isn't a better time for Skiers and Borders to enjoy the great conditions for the rest of the season," said Perisher GM of marketing & sales, Gary Grant.

No lap travel

THE US National Transportation Safety Board (NTSB) has issued a new recommendation that airlines require a separate seat for all children regardless of age.

Currently regulations in the US allow children under the age of two to fly at no charge on the lap of an adult, and if the new move is adopted it would apply to all flights including commercial, charter and private planes.

The *New York Times* reports that the NTSB has made similar recommendations in the past, which have not been accepted by the Federal Aviation Administration.

TCF reinstatement

THE Travel Compensation Fund has reinstated the participation of *Wah Tung Travel*, of North Perth WA, effective Fri 13 Aug.

The agent, along with 12 others, was terminated from the TCF last week for failure to lodge its fee payment on time (*TD Wed*).

MEL stats up 13%

MELBOURNE Airport has this morning announced "substantial" growth during the month of Jul, with international passenger movements up 16.4% year-on-year, and domestic numbers up 12.7%, for a combined 13.4% increase.

International arrivals from China Indonesia, Malaysia and Singapore were well up on last Jul, but lead by Japanese passport holders, whose figure rose 77%.

Melbourne Airport CEO Chris Woodruff said the state's tourism destination appeal and reiterated its 24-hour curfew free operation was appealing to int'l carriers.

Woodruff also confirmed that Air India would commence its daily services to and from Delhi, as revealed exclusively by *Travel Daily* (*TD 21 Jun*) during Nov.

New Gainsdale ceo

THE Gainsdale Group, which includes Graham 'Skroo' Turner's Spicers Retreats, Hotels and Lodges business, has appointed Danielle Duell as its new chief executive officer.

CZ's simple fuel fee

CHINA Southern airlines has introduced a "simplified concept" for fuel surcharges that assesses by total direction travelled.

CZ says the new calculation can save up to 50%, with the airline charging a Long Sector + Long Sector from CNY1000, and Short Sector + Short Sector at CNY400.

The amendments are available in travel agents GDSs.



Trip Agent Spotlight



Today, **Travel Daily** speaks with Qantas Holidays & Viva! Holidays Trip member **Lorraine McLoughlin** from **Harvey World Travel Ashmore**.

Lorraine was on Trip's birthday reward fam in New York City.

1. **When did you sign up to Trip?**
As soon as I heard about it!
2. **What do you like about Qantas & Viva! Holiday's Trip program?**
The opportunity to be able to get a reward for personal use.
3. **What have you been rewarded with since you've been a Trip member?**

I have lots and lots of rewards points that I still need to redeem, and being invited on Trip's birthday fam to NY.

4. **What have you enjoyed most on this birthday trip to New York?**
Everything - the Empire State Building, Rockefeller Center, Chicago The Musical and travelling on the Metro, as well as seeing how things have changed since I last visited.
5. **What's your message for Trip's first birthday?**

Happy Birthday to a fantastic program and wholesaler. Qantas Holidays has done a great job getting the support and loyalty of agents on side, and that's why so many of us have been Global Achievers in the past, and will continue to do so in the future.

Do you want to become a Trip member like Lorraine? Register at www.accumulate.com.au/trip

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SAVE \$100 per couple with an extra tour discount

SAVE 2.5% with early payment

JTG agents Poppin out in MEL



ABOVE: Qantas Holidays hosted group of Jetset Travelworld Group agents to the theatre production of Mary Poppins in Melbourne recently.

The show is being held at Her

Smith's on a budget

MR & MRS Smith has launched a new 'Budget Boutique' collection to its hotel options, consisting of over 80 properties including the Diamant Hotel Sydney, the Royal Mail Hotel in the Grampians, Vic and Lime's Hotel in Brisbane - see www.mrandmrsmith.com.

Taronga on top

TARONGA Zoo says it has retained the position as the most popular Sydney experience for the 4th consecutive year, with close to 1.5 million people visiting the iconic harbour-side landmark, for the year ending 30 Jun.

Majesty's Theatre and Qantas Holidays is offering onle ine accom packages at the All Seasons Kingsgate Hotel including an 'A' reserve ticket to the show priced from \$200ppts.

Pictured here are the JTG group including, *from left*: Lesley and Kate, Travelworld Port Lincoln, Merryn, Travelworld Mt Barker; Julie, Travelworld Topham; Annette, Qantas Holidays; Tuni, Jetset Golden Grove; Jacki, Angas Travel; Taryn, Jetset Mitcham; Helen, Travel on the Parade; and Kirsty, Jetset Travelworld Group.

Qantas MX waiver

QANTAS has issued a travel waiver for pax with existing bookings on flights with oneworld partner Mexicana, after the carrier's bankruptcy declaration.

QF is advising agents that its customers on Mexicana-operated services will not be affected "and can travel as planned", however there may be slight variations in schedules on codeshare flights.

Passengers with Qantas tickets involving MX-operated flights have the option to re-route travel using American Airlines or Alaska Airlines flights (TD Tue) or bypass their original destination as a stopover point.

All changes and new travel dates must be made prior to 31 Aug.

MEANWHILE, MX has suspended flights again to London Gatwick and Madrid, until at least 31 Aug.

Six more TG A380s

THAI Airways and Airbus are in talks to possibly increase the carrier's current order of six A380 superjumbos to 12, and to add nearly 30 A350s to its fleet.

Samoa arrivals rise

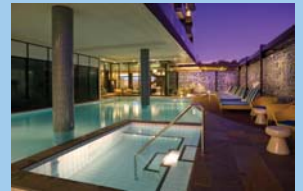
THE Samoa Tourism Authority has reported a 3.4% year-on-year rise in overseas visitor arrivals for the month of Jun, which follows a 6.6% drop during the month prior.

Australia was the third most important market to Samoa, accounting for 16% of all arrivals.

Avis iPhone app.

CAR rental giant Avis has added an Apple iPhone app, offering users the ability to book car hire, peruse vehicle options and locate nearest depot locations.

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This fantastic prize valued at \$980 includes: two nights accommodation in a one bedroom apartment at a Medina Apartment Hotel at any one of Medina's great Australian city locations, late checkout of 12 noon and a special Kangaroo Island Eucalyptus gift pack from *Trelivings* by evodia. Your stay will leave you feeling refreshed and beautifully fragrant.

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PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

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Odyssey Travel is a not-for-profit business which, since 1983, has become a leader in providing unique educational travel experiences for discerning, active mature adults.

The present CEO of Odyssey Travel (a division of the Australian and New Zealand College for Seniors Ltd with its head office in Wollongong) is retiring in January 2011 and Odyssey is seeking to appoint a new CEO to lead this highly respected company on the next stage of its journey.

This is an exciting opportunity for an experienced professional in the travel industry to respond to the interests of a rapidly growing community of travellers who seek and value rewarding educational experiences from their travels.

The successful appointee will have relevant tertiary qualifications and a strong record of product development and marketing in the travel industry. An acquaintance with the principles of adult education will be an advantage. The appointee will have the capacity to develop and maintain strong relationships within the tourism industry, with tertiary education partners and with a wide range of travel providers and other stakeholders both in Australia and internationally.

Further information about the company, the position and the application process may be obtained from Ausilia Cristiano by email to ceo@odysseytravel.com.au or by phone to +61 2 4224 7011



Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.

Natural Focus - India, Bhutan, Nepal and Sri Lanka 2010/11

NFS says their latest India brochure highlights not only the tourist attractions but the out of the way places as well. New for the program is a 'Secret Hideaways' in India and Sri Lanka, offering boutique hotels in country estates and plantations. NFS has also added a 12-day Royal India with Taj Hotels departing daily from Mumbai. Copies of the brochure are available through TIFS.



Aurora Expeditions - Russian Coast 2011

This new 24 page Russian Coast brochure includes itineraries on three inaugural expeditions - The Secrets of the White Sea, Voyage to the End of the Earth and 26-day Across the North East Passage. Two itineraries exploring the Russian Far East - The Bering Sea Explorer and The Ring of Fire are on offer. Email auroraex@auroraexpeditions.com.au.



Holidays on Location - Europe 2010/11

This 80 page brochure offers a full range of product in Switzerland and brief overviews of destinations including Austria, Germany, France, Italy, Czech Republic, Hungary, Turkey, Britain and Ireland. Also included in the booklet is an option to take an independent rail tour with a Swiss Card for first class rail transfers. Visit holidaysonlocation.com.



Israel Travel Centre - Israel 2010/11

This 16 page brochure offers 10 tours and a variety of experiences including private itineraries, design your own, private half or full day walking tours with professional guides and family groups. Sightseeing including day tours from Tel Aviv and Jerusalem, Western Wall Tunnels Tours and half day tours to archaeological digs. See israeltravelcentre.com.au.



The World of Norfolk - Welcome Back to Earth

This 32 page brochure is made up of four main sections including 'Natural Environment of beauty of the island', 'Lifestyle', 'Marine', and 'History and Culture'. Featured throughout the brochure is the local language 'De baes said onrn erth' which means 'The best place on earth'. Also included is tours and activities, accom, travel info, maps and an events calendar. For details see www.theworldofnorfolk.com.au.



Swissotel - Stay In Style

This new e-magazine will be released quarterly and distributed to Swissotel Hotel & Resort guests & Club Swiss Gold members. This edition features India and the opening of the hotel in Kolkata. See swissotel.com.



Polar agent promo

COMPLETE Cruise Solutions has launched a new training program for its POLAR online booking engine that will show agents how to manage their cruise bookings more easily.

Australian travel agents who complete the training will go in the draw to win one of 14 \$100 Westfield gift cards as part of its 'Learn and Earn promotion'.

Agents need to view and complete seven quizzes by 09 Nov.

Terrace GM named

TERRACE Downs in New Zealand has appointed Dilan De Silva as its new general manager and unveiled a plan to increase the resorts international profile.

Windsor NY rates

MELBOURNE's Hotel Windsor is offering its "best ever" New Year sale, with accommodation priced from \$149/night for stays 01 - 16 Jan, a third of the normal price - see thehotelwindsor.com.au.

Beyond China deal

BEYOND Travel is offering a discount of up to \$4000 per couple on its China Yangtze River Cruise trips departing next year.

Sailing onboard the *Viking Emerald* the 16-day Imperial Jewels of China cruise tour is priced from \$2,699pp in a balcony suite, and the 16-day Roof of the World cruise tour is now from \$4,799pp, if booked by 29 Oct.

Darwin unveiled

DARWIN Tourism launched its 2010 Destination Darwin marketing campaign with its existing face of Darwin, Sydney DJ, Anna Lunoe to join Red Centre Campaign host, AFL star Russell Roberson and Kakadu host, comedian, Corinne Grant.

The \$1.2 million 'Darwin to the World' promo "reminds Southerners what the Top End has to offer during Winter and will run from 29 Aug to 09 Oct targeting adventure-led spirited travellers," said NT tourism minister, Malarndirri McCarthy.

Games travel advice

THE Dept of Foreign Affairs & Trade is recommending that travellers heading to the 2010 Commonwealth Games in New Delhi, sign up to the Smartraveller alert website to keep themselves informed about the latest Safety and Security updates.

"Australians in New Delhi should be aware that the Commonwealth Games will be held in a security environment where there is a high risk of terrorism," DFAT warns.

Spirit of Tas on sale

THE *Spirit of Tasmania* has its ocean view recliner seats priced for \$74pp one way for travel until 16 Dec and on sale until 10 Sep.

Porthole cabins are also available for an extra \$45pp.



TRAVELINDOCHINA
Small Group Journeys & Independent Holidays

"Leaders in real Asia travel experiences"

ROLE DESCRIPTION

Role Title: Business Development Manager
Responsible To: National Industry Sales & Marketing Manager
Location: ADELAIDE

- A new opportunity exists for an experienced Business Development Manager to join Travel Indochina in SA/NT
- Become part of Australia's most respected and successful Asia travel wholesaler

Are you a savvy leader, ready to take on the world of travel?

Travel Indochina has a fantastic opportunity for an experienced Business Development Manager to join our trusted brand.

The primary purpose of this role and its unique and highly differentiated product offering is to identify, qualify and capture new business for Travel Indochina. You will play an important role in our exciting growth strategy and wider business plan.

This role is ideal for a personable sales expert, with travel industry experience who is highly likeable and quick to form business relationships with potential clients. In addition, excellent business acumen is a must, combined with high persuasion and influence skills.

Travel Indochina is seeking motivated and self-driven individuals with the desire to be successful and achieve, enabling them to excel in the role. Most importantly, you will be looking for your next career – not just another job.

In return for your hard work and dedication you will enjoy a competitive salary package, motor vehicle allowance, laptop, phone and Asia travel.

If you are ready for the opportunity to play an integral role in the growth of the business, consider Travel Indochina for your next career move.

Application closes Thursday 19th August 2010

Please apply by email with a covering letter to
Maxine.wiggs@travelindochina.com.au

Accor runs with a Plan



ABOVE: Accor had 80 people from its Hotels team run the City to Surf earlier this month, in a bid to raise money for the international aid organisation, Plan International Australia.

"Thanks to the Accor's efforts vital funds have been raised that will help give children in the Philippines the opportunity to access education," said Meg Hamilton, Plan International Australia, who also joined the team from Melbourne for the race.

The Fundraising champion was Timothy Chek, from Novotel Sydney Olympic Park who raised \$965 for the cause.

Justin Guadagnin from Novotel Manly Pacific was the fastest Accor runner of the day with a time of 1.00.05.

Pictured *from left* are: Angela Romano, Gem Kerrigan, Betty Tang, Christina Mayne and Robyn Taylor.

FCM Beijing GM

FCM Travel Solutions Beijing has announced the appointment of Eva Ye as its new General Manager of operations for corporate travel management consultancy.

Ye previously worked as the gm of a Beijing agency specialising in VIP travel, and has 12 years experience in the travel industry with other roles.



Customer Sales Supervisor Sydney

Cathay Pacific Airways is looking for a highly motivated and skilled Customer Sales Supervisor to join the Sydney reservations & ticketing team.

The candidate is responsible for a variety of key responsibilities, including:

- Achieving department sales and operational targets
- Supervising staff – monthly performance reviews
- Supervising the day-to-day operational requirements for a very busy team.

The candidate **must** possess and demonstrate the following criteria:

- At least 5 years experience in an operational environment within airline operations or related industry.
- Proven experience in effectively supervising a team of people
- Excellent communications and interpersonal skills
- Proficiency in computer understanding and use
- Proven ability to solve problems including evaluation, analysis, information gathering, interpretation
- Requires patience and ability to manage stress in difficult circumstances
- Displays willingness to make decisions.
- Excellent negotiation and personal presentation skills

An attractive salary package will be offered to the successful candidate.

If you have the above skills and are confident of achieving complete success, please send your resume to:

Customer Sales Manager, tricia_goodwin@cathaypacific.com

Tricia Goodwin

Customer Sales Manager

Cathay Pacific Airways

GPO Box 4996, SYDNEY NSW 2001

Closing date for applications: Thursday 19 August 2010.

Please note, only those applicants who are successful in gaining an interview will be notified.

PacificFlier update

MICRONESIAN news services are reporting that PacificFlier flights from Palau to the Philippines have been suspended "until further notice".

The move follows the cessation of bookings being taken in Australia by the carrier (*TD Fri*) as it revamps its operation.

Last week, Hong Kong's World Aviation said it would be investing in a Fly Guam airline brand.

HA direct to Seoul

HAWAIIAN Airlines will launch its new four times weekly service between Honolulu-Seoul Incheon from 15 Jan, according to GDSs.

'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
- All land transfers on Tahiti and Manihi



Photo: Vincent Audet

For your chance to win this incredible holiday...

Tell us in 50 words or less why you deserve to win a seven-night sensational escape to one of the most beautiful places on the planet – Tahiti

Feel free to support your case with 1 image only. Entries must be accompanied by the agent's full name, agency name, phone contact and email contact.

Email your entries to: tahiticomp@traveldaily.com.au

Note: Only one entry per agent/consultant.

Click here for competition terms & conditions



easyJet's trouble

FRENCH Authorities have said budget carrier easyJet may be sanctioned "with the greatest severity" for barring unaccompanied disabled pax.

The Transport Ministry said the issue was raised after easyJet refused three unaccompanied passengers with pre-paid tickets from flying on the grounds of flight safety.

"EasyJet cannot hide behind safety regulations for refusing to board passengers who have difficulty moving around," the French authority said.

The airline has said it is already in discussion with the French govt to find a solution that is suitable to any future passengers without compromising their security.

RCC ME demand up

ROYAL Caribbean Cruises has announced a 63% rise in Middle East (ME) bookings in the first seven months of the year.

The most popular cruises for Arab guests are the nine-night trips to the Mediterranean, and Caribbean.

IHG 30% discounts

INTERCONTINENTAL, Crowne Plaza and Holiday Inn Hotels and Resorts in Australia, NZ, Fiji and French Polynesia are offering up to 30% off accommodation when booked by 30 Sep.

The offer is valid for travel 01 Sep to 30 Nov and available on the best available B&B rate.

The deal can be purchased via IHG's site www.priotityclub.com.



NEW POSITIONS AVAILABLE NOW FOR TALENTED EXECUTIVES

BUSINESS ANALYST ROLES ARE NEVER THIS HOT!

MARKET PLANNING MANAGER
SYDNEY – SALARY PACKAGE TO \$130K

If your experience lies within a commercially focused analytical role working with data, pricing & revenue management, competitor trends, and contributing to a marketing plan, this unique role offers an interesting challenge working with beautiful international product and in modern office surrounds. Advanced Excel and strong leadership skills are essential. This is an exciting management role with a luxurious Brand.

PLACE YOUR CAREER ON THE WORLD STAGE
CORPORATE TRAVEL OPERATIONS / TEAM LEADER
HONG KONG BASED – ATTRACTIVE SALARY NEGOTIABLE

How motivated are you about your career development? If you're looking for an opportunity to be noticed on a regional level and working with a global leader, this position is available now. You'll be ready to pack up your skills, experience and ambitions and jump on that plane leading to career advancement. This client really is offering you the world – your chance to work on the world stage.

MORE THAN COFFEE & DONUTS – DRIVE SALES

BUSINESS DEVELOPMENT MANAGERS
SYDNEY / PERTH / BRISBANE – SALARY PACKAGES TO \$75K ++

This tasty selection of sales roles all require experienced BDM's capable of driving sales through tactical initiatives and great relationship skills. You'll be proactive and self motivated with a personality that will shine and the proven ability to achieve sales targets and grow revenue. Previous experience on the road managing a sales territory is essential. These clients all have international product and leading Brands.

TREAD THE HALLS OF POWER

CORPORATE / GOVT ACCOUNT MANAGER
CANBERRA – SALARY PACKAGE \$80k + benefits

This new role requires a supremely professional Corporate Account Manager who is dynamic, flexible, innovative, and not afraid of making themselves known within a high profile corporate market. You will represent this company as a professional and knowledgeable person with strong analytical skills and proven background in the travel industry. Perfect for a results driven and career focused individual.

IT'S A NUMBERS GAME, AND YOU'RE THE WINNER

SENIOR ACCOUNTS ASSISTANT
MELBOURNE – SALARY PACKAGE TO \$65k

Working in the accounts department of this well known wholesaler you will be responsible for assisting across all accounting functions including payroll, reconciliations, processing payments, Monthly and Quarterly ATO BAS reporting and other financial matters. This role is suited to a senior accounts person ready for a new and exciting challenge and has great potential for further advancement internally.

MANAGE THIS GROWING DEPARTMENT

TICKET CENTRE RECONCILIATION MANAGER
MELBOURNE – SALARY PACKAGE TO \$75k + \$20k Bonus

This large accounts team is expanding and a new role has now been created for an Accounts Supervisor. Leading the team you will be responsible for managing balance sheets, following up Debtors, clearing & reconciling ACM's /ADM's, and allocation of the daily workflow. You need a high level understanding of all ticketing functions, refunds, and reconciliations, plus proven leadership skills.

THIS LARGE OPERATION NEEDS A LEADER

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!

NEVER HAS SALES BEEN THIS MUCH FUN

BUSINESS DEVELOPMENT MANAGER – CORPORATE
BRISBANE – SALARY PACKAGE \$90K++

We are looking for a true sales professional, a competitive "hunter" with demonstrated experience in corporate sales ideally within the travel industry. A fantastic remuneration package is on offer with considerable bonuses for your achievements. Work within a vibrant team and with the confidence of having a leading travel operation behind you. Being successful should be fun, and this company agrees.

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

Trip

Travel rewards & incentive program



EARN Trip POINTS ON AIR WITH QANTAS INTERNATIONAL BOOKINGS

Between 16 August – 31 October 2010 Trip members can earn Trip points on the airfare component of all Qantas international air and land bookings made with



Points on air are in addition to the usual 1 point per \$1 land product awarded.

Offer valid for bookings made and deposited between 16 August – 31 October 2010 for departures 01 October 2010 – 31 March 2011. Trip points are not awarded on air taxes. All points including bonus points will be credited towards your Trip account the month following the departure of your booking.

Start earning points on air with these fantastic Qantas Holidays packages!

Not a member? Join Trip now and start earning points!
www.accumulate.com.au/trip

"I love my job because it gives me a challenge to do the best that I can. Also it allows me to work with a lot of good people."



Inspiring People. Inspiring Journeys.

Account Manager – Queensland Account Manager – New South Wales

Brisbane and Sydney Locations

We are looking for two Account Managers that will make a difference with our customers, as we believe that working in partnership with our customers delivers the best results.

This is an opportunity to join the Air New Zealand Australian Sales Team on a permanent basis as a Queensland or New South Wales based Account Manager. You will be responsible for maximising Air New Zealand's return from its key business relationships within the 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 Queensland or New South Wales 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 market.

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

In return we offer an innovative, nimble environment where new ideas are encouraged in a performance driven culture.

If you've got proven account management skills and the enthusiasm to be part of the team, we want to talk to you. We expect a lot from our people and our people expect a lot from us. After all it's our people who make us what we are.

Visit us online at www.airnewzealand.co.nz/careers and start your journey today. Alternatively, call Mereula Nacewa on +64 9 336 2031.

For Account Manager Queensland, apply against reference 100370.

For Account Manager New South Wales, apply against reference 100365.

Applications close: Monday, 23 August 2010.

