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Travel Daily AU

First with the news

Thu 26 Aug 10

Page 1

EDITORS: Bruce Piper and Guy Dundas
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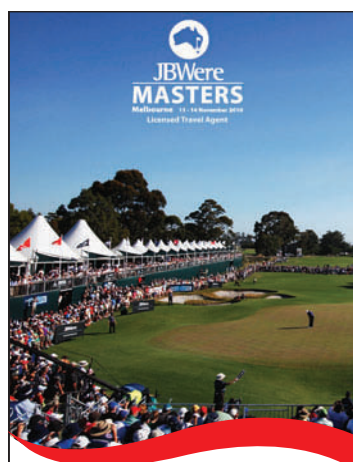


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1m cruiser target

CARNIVAL Australia ceo Ann Sherry today reiterated a shared goal for the Australian cruise industry of carrying one million passengers annually by 2022.

Speaking at the Cruise Down Under conference in Brisbane, Sherry urged the sector to focus on long term planning and the economic benefits of cruising - more details in *TD* tomorrow.



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Virgin aligns with Etihad

VIRGIN Blue and Etihad will tomorrow make a formal submission to the Australian Competition and Consumer Commission asking for authorisation of an extensive pact which will see them cooperate on their domestic and international routes (*TD* breaking news).

The move will see V Australia operate three weekly services between Sydney and Abu Dhabi from Feb 2011, and codeshare on the other 11 weekly EY flights on the route.

Etihad will place its EY code on the VA services, bringing its Sydney offering to double daily, and there are also plans for V Australia to ramp up operations between Brisbane and Abu Dhabi by Feb 2012.

DJ ceo John Borghetti described

Snow is falling

THE Australian Alps have experienced a further welcome dump of snow, with a cold front delivering more than 30cm of the white stuff overnight.

NSW's Perisher Valley this morning said it had received 89cm of snow in the last week and a total of 2.2 metres this month, meaning guests are experiencing "some of the best conditions in years over all areas of the resort".

A bumper issue!

Travel Daily today has seven pages packed with the latest news and photos, plus full pages from: (*click*)

- TMS Asia Pacific
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the deal as a "real game changer [which] positions us as a truly global player.

"We expect the strategic alliance to have significant revenue and profit upside for both carriers," he said, with the pact also including reciprocal points and redemption arrangements between the EY/DJ respective loyalty programs.

EY ceo James Hogan said he was pleased Etihad would be able to provide more Australian capacity on the routes, and emphasised the benefits of the combined networks which will give Australian passengers access to EY's 65 global destinations, as well as bringing overseas visitors to points across the DJ network.

Hogan said the deal "improves our suitability for both business and leisure travel and puts us right in the race for major corporate travel accounts".

More from DJ on page 2.

JTG jobs today

JETSET Travelworld is today advertising a range of new job opportunities - see page 11.

Webjet's eclipse

WEBJET says the take up for its new free Apple iPhone application (*TD* 18 Aug) has "eclipsed all airlines and competitors".

Since its launch Webjet has ranked as the number one transaction App in the Travel category on iTunes, with md David Clarke saying "we consider this a clear demonstration of Webjet's leading technology and market footprint."

He said the search activity and bookings via the App were already excellent, even before full promotion has commenced.

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First with the news

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الإتجاه ETIHAD
AIRWAYS

Click for Etihad Interactive Tour

EY Australia Skypass

ETIHAD today launched a new fare product for inbound tourists as part of its new agreement with Virgin Blue (see p1).

Dubbed the 'Australia Skypass', it allows inbound tourists to travel across the DJ domestic and trans-Tasman network on up to six sectors from US\$55 per sector.

EY also launched special sale fares to mark the partnership, with return fares from DJ ports across Australia to Europe and the Middle East leading in at \$1834, and specials from across its 65 international ports to the destinations on the DJ network.



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DJ to add domestic A330s

VIRGIN Blue says the addition of two A330-200s to its domestic fleet will give it "additional flexibility, capacity and product opportunities to better penetrate both the leisure, corporate and government markets".

The move is part of the network review initiated by new ceo John Borghetti, which has also seen the plan for Abu Dhabi flights (see p1) and the decision to drop V Australia's routes to South Africa and Thailand.

Borghetti didn't detail the fitout of the proposed A330s but said business travellers would be "very comfortable," with the wide body aircraft initially planned to operate services between Perth and the east coast.

He said the international network would be consolidated from Feb 2011 to "two strategic hubs" in Los Angeles and Abu Dhabi which will give Virgin Blue "a gateway to a truly international network through partnerships" - with the proposed Delta JV to open up more than 200 new US destinations.

He said that the Johannesburg and Phuket routes were

continuing to lose money, adding that "as a minor player on the African route the prospects of achieving a return are remote".

Ironically the JNB pullout comes just days after the ACCC re-authorised the continuing codeshare pact between Qantas and SAA, partly on the basis of the additional competition that V Australia had introduced.

MEANWHILE the major announcements today somewhat overshadowed Virgin Blue's annual profit result, which were a pre-tax statutory figure of \$34.3m.

Total revenue increased 13.1% to almost \$3 billion, and the languishing international operations were highlighted with a \$127.6m "underlying EBIT" for the short haul network.

Borghetti said the result was in line with expectations and was "influenced by the deterioration in the operating environment for all carriers during the fourth quarter".

He also confirmed that the NZ domestic operation which will cease flying from 18 Oct (TD 16 Aug) had "generated significant losses since inception".



GET set to start selling FIFA World Cup 2018 soccer packages to the United Kingdom.

Paul, the "oracle octopus" of the South African tournament just completed, has become an official ambassador of England's bid to host the event.

The sea creature correctly predicted the outcome of seven Germany games and the final in the 2010 World Cup, and having been born at the Weymouth Sea Life Centre in southern England has reportedly "chosen to support his homeland".

TRAVELLERS to Japan are used to seeing gadgets everywhere - and Apple iPads look to be no exception, after a move by the Japanese sumo wrestling association.

The group has announced plans to distribute iPads to all 51 official 'sumo stables', as part of a plan to help the champions communicate better.

A spokesman said the move was important because the players often have trouble using mobile phones and computers due to their massive fingers.

A NUMBER of US hotels are striking back against airline baggage fees, by offering to pay the levies on behalf of clients.

A number of InterContinental brands including Holiday Inn, as well as the Kimpton Hotels group, have introduced the move to boost leisure business.

InterContinental said it will pay the baggage fees on any airline to any destination for two-night weekend stays between 01 Sep and 30 Dec (with a limit of US\$50 per stay), while guests who show a baggage fee receipt when checking in at a Kimpton hotel will get an instant US\$25 credit.



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Travel Daily AU
First with the news on location in Vanuatu

Today's issue of *Travel Daily* is coming from Espiritu Santo, Vanuatu, courtesy of the Vanuatu Tourism Office.

TRAVEL Daily is on location today at the Warwick Le Lagon in Port Vila, the destination for the second leg of the 2010 Tok Tok tradeshow. Buyers and some sellers at the event in Espiritu Santo flew with Air Vanuatu on its relatively new ATR 72-500 turbo prop aircraft last night into Port Vila, on the 45 min trip. The host hotel is positioned in an ideal location on Erakor Lagoon in Port Vila, and has recently completed renovating 85% of its 140 hotel rooms, with only 15 to be refurbished before Christmas this year. Warwick Le Lagon is also adding a Wedding Bure and will expand its conference facilities (which handle groups of around 600) in the future. Another 50-60 rooms are also earmarked to be added to the hotel in the next 24 months, which will boost numbers to around 200. The property's latest addition is a new Oasis Spa which features five treatment rooms and a dipping pool and there's also a 12-hole golf course on site. For more information on Warwick Le Lagon see lelagonvanuatu.vu.

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Vanuatu stats flat

AUSTRALIAN visitor arrivals to Vanuatu have remained fairly flat for the month of Jun, sitting at around 5,100, down about 200 people on last year, but up 700 on the 2008 figure.

The drop in arrivals compared to 2009 hasn't come as a surprise to the Vanuatu Tourism Office, which suggested last year's figure was an abnormal result, given tourists were avoiding Thailand due to political violence, and Fiji because of the Jan floods.

Arrivals from Jan through to Jun were up 4,400 on the same time in 2008, to 28,300 people.

Ramada in Vanuatu

THE popular Breakas Resort in Vanuatu will be rebadged as Ramada Resort at Breakas Beach, effective 01 Sep.

Speaking with *TD* at Tok Tok this morning, owner George Winslett said the hotel "required a professional outfit to assist with managing" it into the future, and Ramada was the best fit.

Winslett said Breakas had been in negotiations with Ramada for around three years, and said the move would ensure quality control standards are met and surpassed, from the hotel's restaurant food and service, to towels and sheets.

He said wholesalers and agents would notice a rate drop "as Ramada knows how to give value to the people."

Winslett also told *TD* Ramada was planning to build a 300-room property at Rentapow in Vanuatu, next to the White Sands project.

Air Van correction

THANKS to the *TD* readers who picked up our typo in yesterday's Air Vanuatu story regarding flights between Melbourne and Port Vila.

Although the title of the article correctly stated it was related to Air Vanuatu, we mistakenly stated Air Pacific within the story. Apologies to both airlines.

Tok Tok to Tanna in 2011?

THE head of the Espiritu Santo Tourism Association has called on organisers of the Vanuatu Tok Tok trade-show to consider hosting next year's event on the island of Tanna, to give suppliers there a chance to promote their wares.

Dave Cross said he was "very happy" to have had the backing of the govt and industry leaders in hosting two days in Santo, and their acknowledgement of the need to boost the outer islands.

Cross said this year's show had heralded a new age for some suppliers who have been unable to participate at the event as its always been hosted in Port Vila.

He said tourist facilities are steadily increasing on Santo, even describing the destination as once being "as boring as hell" if you weren't into diving.

But the largest island in Vanuatu now offers an array of soft adventure and nature-based activities, and has 11 accommodation options - five mainstream resorts in Santo itself, three east coast resorts and three outer island resorts.

But, Cross, who operates The Beachfront Resort on Santo, also said it wouldn't be right to have the event hosted in Santo in 2011.

No SYD Warwick

WARWICK International Hotels has scrapped plans to add a Sydney property to its portfolio, according to vp of marketing and sales, G. Paul LeBlanc.

A possible hotel addition in the NSW capital was flagged nearly a year ago (*TD* 31 Aug 09), but LeBlanc told *TD* today at the Tok Tok tradeshow in Vanuatu that talks with the "iconic" hotel had broken down.

LeBlanc was unable to disclose the name of the property Warwick was in negotiations with, but he said the group would continue to keep its eyes open for landmark harbourside locations.

"Next year should be held in Tanna. We are a fairly laid back island, and not a lot will happen within a year here." Cross said.

Cross suggests buyers should be flown into Tanna for 24 hours, and given the chance to see its tourism products first-hand

MEANWHILE, Vanuatu Tourism Office gm, Annie Niatu, told *TD* yesterday she believed the 2011 event is likely to be held back in Port Vila, possibly at Warwick International's Le Lagon or IHG's Palms Resort & Casino, which will be rebranded as the Holiday Inn Resort Vanuatu later this year.

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IATA urges Australia to lead

THE ceo of the International Air Transport Association, Giovanni Bisignani (right) yesterday said that Australia could play a key role in leading the aviation industry in the Asia Pacific.

Speaking at a Sydney function, Bisignani outlined a series of "key policies for the next government" in Australia, highlighting the huge contribution that aviation makes to the domestic economy.

"It is critical that the next Australian government has a solid aviation policy to reap the broad economic benefits that aviation can generate," he said.

In his speech Bisignani slammed Sydney Airport, which last year was the ninth most costly airport in the world.

"Of course airports need to be profitable but so do airlines," he said, saying that the Productivity Commission review of charges at Sydney Airport is "an opportunity to re-balance the situation to deliver higher quality with greater cost efficiency".

He also said that the long overdue decision on a second airport for Sydney is now urgent, with capacity likely to run out.



"Even 20 years is a tight timeline to build a new airport and the infrastructure to connect it to the central business district," he said.

Bisignani also encouraged Australian authorities to remove 'outdated ownership restrictions' for international carriers, saying "future consolidation is a must" to ensure the industry is sustainable.

MEANWHILE the IATA ceo also insisted that the strict financial criteria applied to travel agents was important to ensure the stability of the BSP system.

"We are strict with airlines too," he claimed, saying that when IATA is forced to suspend a carrier from BSP it goes out of business within 12-24 hours.

"We have a great partnership with travel agents," he said, saying the \$1.8 trillion in annual transactions happen with a 99.98% success rate "because we are tough with airlines and agents"

ACP Forum to Vila

VANUATU'S capital, Port Vila, will soon begin construction of a major new conference centre funded by the Chinese govt.

The move was confirmed by Justice Minister Bakoa Kaltonga at Tok Tok, saying the conference centre was needed to host the 104 nations to be represented at the African, Caribbean and Pacific Forum (ACP) announced this month and which is scheduled to be held in Vanuatu in 2012.

The event is expected to draw hundreds of delegates to Port Vila and the surrounding islands of Vanuatu in two year's time, delivering a massive boost in tourism to suppliers - as well as helping Vanuatu develop the business events tourism sector.

Air New Zealand well in the black

AIR NZ today reported a pre-tax profit of NZ\$123m, up \$116m on last year's almost break-even result (*TD* breaking news).

Chairman John Palmer said the result reaffirmed the carrier's status as "one of the world's top performing airlines" with the board even declaring a dividend - unlike its trans-Tasman rival QF.

CEO Rob Fyfe said the carrier was also awaiting regulatory approval for its proposed alliance with Virgin Blue "to enable us to compete more effectively against the Qantas Group".

He said both demand and yields were continuing to improve, with plans for increased capacity in 2011 across the network,

Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm features stories including:

- Queenstown, New Zealand
- Iceland's volcano
- Tea Gardens, NSW
- Oarsmans Bay Lodge, Fiji
- Cabo San Lucas, Mexico
- Ben Boyd N/P, NSW
- Lorne, Victoria
- Hard Rock Climbing, Melbourne

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Toy Story in Paris

DISNEYLAND Paris has opened its all-new Toy Story Playland in which guests will "feel as they've been shrunk to the size of toys".

The extension to the existing Toon Studios includes a simulated parachute drop, a "zany coaster" and guests can even ride through a 25m half-pipe Hot Wheels track on a remote control car.

See disneyparks.com.au.

BNE taxi area

BRISBANE Airport today officially opened a new "taxi call forward area" which offers 350 bays for taxis to wait before driving to the terminals to collect passengers.

The facility offers shaded spots, a cafe, prayer rooms and flight info monitors as well as toilet and shower facilities.

UA Mammoth flights

UNITED Airlines has announced a new seasonal ski service between San Fransico and Mammoth Lake in California.

The flights will operate daily between 16 Dec and 24 Apr 2011 utilising a United Express CRJ700 aircraft, departing SFO 3.50pm each day and MMH at about 5.30pm.

Dot-Travel changes

THE operators of the "dot-travel" internet registry have announced a number of changes to expand eligibility for companies wanting to trade online under a .travel domain name.

In particular, a new policy amends the existing requirement that dot-travel websites must be used for "displaying travel content relevant to the domain name," with this clause replaced by a new policy which will permit "incentives" for the use of dot-travel domain names.

Other changes add an extra sector for "creators and providers of travel and tourism products, services and content."

And procedures will also change to allow for authentication of dot-travel users either before or after registration of a domain name - in contrast to existing requirements that see authorities in each country (for example, AFTA in Australia) officially verify that applicants for .travel domain names are in fact bona fide industry participants, before domain names can be registered.

The company said it has also had approval for the release of "all one and two-character domain names" - meaning that "valuable names such as AA.travel, 1.travel and A1.travel will be available for the first time".

Currently domain names must have at least three letters.

The registry operator said that details of the changes would roll out during Sep this year.



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.

The Globus Family has named **Leah Doble** as its new Area Sales Manager NSW West. Doble joins Globus after five years at Explore Holidays. Globus has also appointed **Chris le Roux** as Area Sales Manager NSW North, moving from his previous role at On the Go Tours as well as previous positions with Emirates and Contiki Hols.

Trafalgar Tours has appointed **Rachael Harding** as its new director of sales for Australia. She returns to Australia after three years as sales and marketing director UK/Europe for Contiki Holidays, and was also previously national sales manager for Bill Peach Journeys.

Serenity Resort and Residences Phuket has announced the appointment of **Urs Aebi** as its new General Manager. Aebi has moved across from his position as Director of Operations and Development for Akaryn Hospitality Management Services.

Aspire Apartments and Resorts has announced that **Chris Ingram** has taken up the role of General Manager for Aspire in New Zealand and the Cook Islands. Ingram has previously worked for Cook Islands Tourism, AAT Kings and IHG.

The Kapalua Villas in Hawaii managed by Outrigger has announced **Anthony Freda** as its resort manager.

Kumuka Worldwide has appointed **Lisa Pagotto** as its Tailor Made and Groups Consultant. The company also today announced the appointment of **Tomas Malmberg** to the role of Qld business development manager, following the departure of **Rebecca Wilcox**.

Eurostar has appointed **James Cheesewright** as Chief Financial Officer. Cheesewright's last role was with Misys Plc where he was the Group Vice President and head of Corporate Finance.

Reginald Archambault has been appointed general manager of the Luxe Sunset Boulevard Hotel in Bel Air.

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Congratulations to **Garry Green** from **FCm Travel Solutions**, who was yesterday's lucky winner of "The Delta" book. The correct answer was: The Pula.

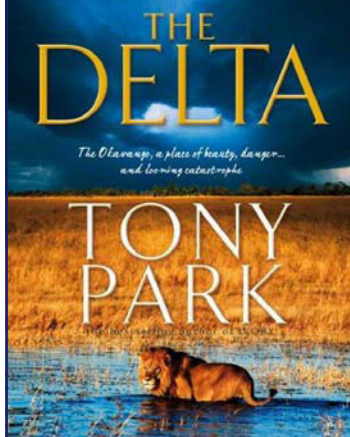
Each day this week, the **Africa Safari Co**, **Tony Park** and **TD** are giving readers the chance to win a copy of Tony's book "The Delta". Tony Park travelled with his wife to Africa, where he found time, place and inspiration for his books. His latest title - "The Delta" pictures ex-soldier turned mercenary Sonja Kurtz, who after a failed assassination attempt on the president of Zimbabwe, is on the run and heads for her only place of refuge, the Okavango Delta in the heart of Botswana.

To win this great book, simply be the first reader to email the correct answer to the question below to: delatabook@traveldaily.com.au

What is the name of the Africa Safari Co destination training?

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Wotif profit surges 22% to \$53m

ONLINE accommodation provider Wotif.com sold 7.12 million room nights in the last year, leading to a \$9.5m increase in after tax profit to \$53m (TD breaking news yesterday).

The company said room night sales were up 12.4%, while there was also a 23% increase in revenues from the sale of flights to \$6.4 million.

Total transaction value grew 10% to \$1.09 billion, and Wotif also increased its range of hotel and accommodation venues by 10% to 17,500 properties working directly with the company in 57 countries across the globe.

MD Robbie Cooke said the result was particularly impressive given that profit also grew 26% in 2008/09, "a year in which we were riding on the tail winds of an

WORLDHOTELS Brazil expansion

HOTEL marketing group WORLDHOTELS has signed an agreement with Brazil's Othon Hotels for five new affiliate properties in Rio de Janeiro, Salvador and Belo Horizonte.

The growth is part of WORLDHOTELS strategy to expand in the region, with plans to double the number of South American affiliates by the end of 2011.

The group's Asia-Pacific vice president, Roland Jegge, is in Australia at present making plans for next year, and told TD that Australia is a key part of the group's strategy for growth.

He didn't reveal any further details, but it's believed the group is likely to expand its presence in the Australian market.

ESTA site alert

ANTI-VIRUS software maker McAfee has issued an alert about the proliferation of fake websites claiming to offer registration for the US Electronic System for Travel Authorization.

McAfee said the sites "prey on foreigners' lack of familiarity with official US government sites and registration processes," with a number of the phony sites set up to steal identify information or install computer viruses.

The company said there had been an escalation of the fake sites since the US govt announced its new US\$14 fee for ESTA registrations (TD 06 Aug), with scammers now also asking for credit card numbers.

The only way to obtain a legitimate ESTA is via the official Department of Homeland Security site at the unfortunately very confusing and complicated URL <https://esta.cbp.dhs.gov>.

exceptional combination of events that really played in Wotif's favour".

The company quoted Australian Bureau of Statistics data which it said showed that Wotif transacted more than 10% of all Australian accommodation sales in calendar year 2009 - up from roughly 8% in the prior year.

MEANWHILE Wotif's new Wotflight venture has now added a range of trans-Tasman carriers, the company confirmed, along with plans for "a full international offering coming soon".

Cooke said that flights from travel.com.au, lastminute.com and wotflight contributed close to 5% of Wotif's total revenues.

The company announced a final dividend of 12.5%, taking the full year payout to 21.5 cents.

Fiji industry deal

THE Radisson Resort Fiji on Denarau Island is offering travel industry rates at 50% off, starting at \$200 per night valid when quoting INDUSTRY for travel 01 Nov-31 Mar (some block outs) - details www.radisson.com/fiji.

Travel Daily AU
First with the news

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EDITORS: Bruce Piper and Guy Dundas
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AC just the ticket to Toronto



ABOVE: Liz Kreiwaladt from Corporate Travel Management in Brisbane was the winner of the recent Air Canada "Pronto to Toronto" travel agent incentive.

Liz has won a trip to Canada including return economy flights to Toronto along with two night's accom in each of Toronto, Niagara Falls and Ottawa courtesy of Ontario Tourism.

She's pictured above centre being presented with the prize by Air Canada Australia gm Jeannie Foster (left) and AC national sales mgr Melanie Passman.

SYD stops increases

THE ACCC says Sydney Airport has confirmed it will not increase charges for airport parking for regional carriers unless they are notified to the commission.

ACCC chairman Graeme Samuel said he had reminded the airport that the Trade Practices Act requires it to notify of any planned increase in parking charges.

Rex has been vigorously fighting against a SYD parking cost boost which would see its costs increase by about \$3.1m per annum.

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- A positive, fun attitude and the ability to inspire this in others

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business development manager VIC

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- Strong communication skills
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'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

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



Aquarium exhibition

SYDNEY Aquarium will host *The Future is Wild* from 25 Sep - described as a "multimedia project of immense scale" which takes visitors into the future.

The exhibition combines the marine life of Sydney Aquarium with 'virtual animals' which may one day roam the earth - see sydneyaquarium.myfun.com.au.

India brochures out

BOTH Adventure World and Tempo Holidays have released their new India brochures.

Tempo is offering 10 tours as well as a bigger range of lead in hotels in Indian cities, while AW has also included Nepal, Bhutan and Sri Lanka - details in *TD* Mon.

New golf operator

SOUTH African golfing holiday specialist easyGolf is extending its operations to Australia, offering local wholesalers a range of golf holidays around the world.

The company has been in operation for ten years, with ceo Leon Plutsick in Sydney this week to promote easyGolf's range of packages at golf courses throughout southern Africa as well as across the globe.

See www.easysgolf.co.za.

Personal pat-downs

THE US Transportation Security Administration has reignited the debate about passenger privacy versus safety, with the introduction of so-called "enhanced patdowns" at airports in Boston and Las Vegas.

The new technique is described as a "palms-first, slide-down body search technique" and has attracted attention from the American Civil Liberties Union because of its "invasive" nature.

The TSA says the procedures will be rolled out nationally, with the move part of its constantly evolving efforts to enhance "our many layers of security".

Training partnership

TWO Australian aerospace businesses have today announced a new agreement which they say will reduce pilot training costs and improve competency.

Airline Academy of Australia (AAA) has signed the deal with Brisbane-based SimJet, which will give AAA access to a Boeing 737-800 simulator and an Airbus A320 procedural training device - both developed in Australia with new satellite-based imaging systems.

AAA says it will expand its pilot training to target markets in Asia, the Middle East and NZ/Pacific.

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EDITORS: Bruce Piper & Guy Dundas
E-mail: info@traveldaily.com.au

Travel Daily AU
First with the news



Discover what matters

ABOVE: You saw it here first! Here is the first look at the new Vanuatu tagline 'Discover what Matters' (pictured on the bags), which has been soft launched this week at Tok Tok and will be rolled out soon (*TD* yesterday).

More details on the new logo are expected to be announced in coming days as Tok Tok begins to

wind down for 2010.

Pictured here at the Warwick Le Lagoon stall on the Efate leg of the tradeshow (which is also being held at Warick Le Lagoon), *from left* are Jackie Lau, Vanuatu Tourism Office Australia; Ali Sherhan, Warwick Le Lagoon Resort & Spa and Vanuatu Tourism Office general manager, Annie Niatu.

**Chief Minister's Department
Australian Capital Tourism
Marketing
Public Relations and Media Services Unit
Public Relations and
Media Services Manager**

Senior Officer Grade C

Salary Range: \$81,772-\$88,168 (PN: 56008)

Australian Capital Tourism is seeking a suitable candidate to manage its Public Relations and Media Services Unit who will positively influence international, national and local media to present and profile the ACT and region attractions, experiences and tourism related events to domestic and international target markets. The successful candidate will have the following attributes: Proven ability to develop, manage and measure a targeted national public relations and media strategy; Exceptional project management skills and proven results in delivering positive publicity in a public relations role including the delivery of media launches and promotions; Demonstrated experience and strong skills in writing feature stories, short articles, speeches and media releases for a variety of audiences and achieving positive media coverage; Demonstrated experience in managing human and financial resources; Demonstrated experience in building and maintaining productive working relationships including strong communication, influencing and negotiation skills.

Eligibility/Other Requirements: Tertiary qualifications in journalism, communications or public relations. A minimum of five years of relevant work experience in the media/public relations sector. National network of media contacts.

Contact Officer: Ian Hill (02) 6205 0347 ian.hill@act.gov.au

Applications Close: 09 September 2010

Canberra, a great place for a fresh start, visit

www.liveincanberra.com.au and www.act.gov.au today!



Take a closer look at your future.....

Is it getting brighter?



Hot Jobs (Australia) - August 2010

Sydney – 02 9231 6444 – nswjobs@tmsap.com
Melbourne – 03 9602 1809 – vicjobs@tmsap.com
Brisbane – 07 3221 9916 – qldjobs@tmsap.com

Adelaide & Perth
– 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 0411 421 465 – wendy@tmsap.com

Temp or Contract Executive – Alex and Sharon
– Wendy and Sally

JOB OF THE WEEK!

STATE SALES MANAGER - SYDNEY

- Leading a NSW Sales Team
- Six Figure Package

This well known travel company and respected provider to the travel industry is urgently needing a strong team leader to motive, drive and strategically manage a team of 'on the road' business developers and account managers. You will be rewarded with an attractive salary package along with state of the art working environment. You will have a proven track record in recently driving a large sales team from within the travel, tourism or hospitality industry. This role requires a dynamic, confident individual with clear management skills.

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

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



Recruitment Consultant - Sydney

- *Travel Industry experience essential*
- *Great salary package incorporating fantastic commission*

TMS Asia Pacific is the leading Travel, Tourism and Hospitality Recruitment company in the Asia Pacific region. With offices across Australia and Asia we provide recruitment solutions to leading travel providers and Hotels, ranging from Temporary staff to Senior Executives. To continue to maximise our potential in the market we are seeking a new Recruitment Consultant to join our team.

Contact Michelle Williams T: **0433108642** E: michelle.williams@tmsap.com or **apply online now!**

Leisure Travel Consultant - Sydney CBD

- *Brilliant team & office environment*
- *Well respected and valued organisation*

Are you an experienced travel consultant looking to make a positive career move? This well established organisation are looking for a leisure consultant to assist in their premium retail division. In this role you will be booking all aspects of travel, including flights, exclusive accommodation, car hire and tours.

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

Branch Manager - Melbourne

- *Rare Opportunity*
- *Good team environment*

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!**

High End Leisure Consultant – Upper North Shore

- *Loyal repeat clientele*
- *Great team environment*

Join this amazing team located on the Upper North Shore and enjoy not only working close to home but feeling like a valued member of the team. Selling a number of amazing destinations and located in beautiful offices this is one opportunity you will not want to miss. To be considered for this role you will have minimum 5 years experience, Sabre/Tramada preferred with great destination knowledge and the ability to build rapport quickly with existing clients.

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

Cruise Consultant - Sydney

- *CBD location*
- *Sell what you love!*

Are you crazy about cruising? Do you offer the kind of customer service that has clients coming back time and time again. If so you may have just found your dream job! Our client, a boutique cruise company is looking for an experienced consultant to join their expanding team. This is an all round role where you will not only be selling worldwide cruises but offer the complete package including flights, accommodation & day tours. If this sounds like your next move apply today as this opportunity will not last long.

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

Calling all Sabre Leisure Temps - North Ryde

- *Temp to perm opportunity*
- *Free on site parking or close to transport*

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

Corporate Travel Consultants Required - Melbourne

- *Global organisation*
- *CBD location*

Due to growing accounts this fantastic corporate travel company are looking for experienced consultants from all areas of the travel industry to join expanding teams within their company. International and domestic roles are available. The ideal candidate will have worked with KPIs in their past roles and have a high level of accuracy and customer service. You will be proactive, positive and be able to work within a team.

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

Retail Consultant - Brisbane

- *CBD location*
- *Exotic & Unique destinations*

This well established agency located in the city CBD is looking for a dynamic new member to join their team. Selling a number of unique destinations including Africa & South America your destination knowledge will be second to none. With beautiful offices, a supportive team environment and attractive incentives in place this really is the place to work. To be considered for this role you will need minimum 3 years solid consulting experience, great destination knowledge and customer service orientated.

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



Awarded
Best Practice
Accreditation
2010

Quality recruitment for the travel and
hospitality industries in Asia Pacific





NEW POSITIONS AVAILABLE NOW FOR TALENTED EXECUTIVES

THE STATE OF THE NATION IS RELYING ON YOU

STATE MANAGER X 2

SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$100K

If you're a proven leader capable of driving a team to achieve retention & growth targets and engage with an industry client base, these positions will allow you to play a critical part in the ongoing success of these high profile organizations. Leading by example, you'll enjoy a hands-on role managing a key account while driving the importance of customer engagement with your team. Join a dynamic organization and great team.

HIT THE ROAD RUNNING WITH GREAT PRODUCT

BUSINESS DEVELOPMENT MANAGERS

SYDNEY, PERTH & BRISBANE – SALARY PACKAGES TO \$75K+

These sales roles all require experienced BDM's capable of driving sales through tactical initiatives and great relationships in the travel industry. You'll be proactive and self motivated with a personality that shines and the proven ability to achieve sales targets and grow revenue. Experience on the road managing a territory is essential. Work with leading international products and with professional, motivated teams.

THIS MIGHT ADD UP TO YOUR NEW ROLE

SENIOR ACCOUNTS ASSISTANT

MELBOURNE – SALARY PACKAGE DOE TO \$65k

Working in the accounts department of this well known wholesaler you will be responsible for assisting across all areas 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.

OPERATOR PLEASE – HUGE OPPORTUNITY

CORPORATE TRAVEL TEAM OPERATIONS MANAGER

MELBOURNE – SALARY PACKAGE TO \$75K

Manage this large travel operation using your proven leadership skills and knowledge of corporate travel. You will be able to confidently slot straight in to this high profile operation creating a cohesive working environment and one which delivers outstanding service to the clients. Your development, training and guidance will be required to develop your team and enhance their skills further.

WHEN BRAND MATTERS

BUSINESS DEVELOPMENT MANAGER x 2 – CORPORATE

BRISBANE – SALARY PACKAGE \$90K++

We are looking for true sales professionals, competitive "hunters" 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 this much fun.

DRIVE GROWTH – GET BUSY & EARN A BUNDLE

BUSINESS DEVELOPMENT MANAGER – CORPORATE

SYDNEY – SALARY PACKAGE OTE \$90K + benefits

If you have experience in cold calling, making new friends and building a network, then apply that experience in a Sales role that will see you working with a dynamic travel company and with a highly motivated team of people. Your energy and success will keep this corporate agency growing and your rewards will increase through commissions & bonuses. Control your own destiny and prove your selling skills.

MICE MARKET SALES – USE YOUR NETWORK

SALES EXECUTIVE – MICE & LEISURE MARKETS

MELBOURNE – SALARY PACKAGE TO \$53k + bonus

This exciting sales position has just hit the Melbourne market but you'll need to be quick as interviews are taking place 26th AUG. You will need to have experience dealing with PCO's selling this beautiful product to the C&I market and corporate clients. Part of this role also involves retail travel network sales. You'll be self motivated, results driven and be able to show demonstrated experience in a similar sales role.

PEOPLE, PAYROLL, PERFECTION

HR & PAYROLL SUPERVISOR

SYDNEY – GREAT SALARY PACKAGE AVAILABLE

Here's a new role for an experienced, multi-talented individual with both an HR and payroll background. You'll be joining a dynamic and fun organization which provides a modern work environment, great processes, and professional management team. You'll be a good HR generalist, have skills in micropay, be proficient in excel, and have great attention to detail. A multi-faceted role for a career-focused person.

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



Consolidated Travel & Malaysia Sales Incentive!

**Simply issue your MH tickets through Consolidated Travel or via Quikticket
between 23 August - 13 September 2010;**

The first 300 return Economy class tickets will be awarded a \$30 voucher*

The first 75 return Business/First class tickets will be awarded a \$50 voucher*

PLUS!!!

BE A TOP ACHIEVER AND REAP THE REWARDS

First Prize: 2 Business Class tickets to Kuala Lumpur

Second Prize: 2 Economy Class tickets to Kuala Lumpur

Third Prize: \$500 Shopping Voucher



- **IMPORTANT:** This offer is valid for MH ticketed bookings from Australia to all MH destinations. Codeshare bookings not applicable.
- All tickets must be issued by Consolidated Travel or via Quikticket on Consolidated Travel IATA only.
- Tickets must be issued between **23 August - 13 September 2010** for travel anytime.
- Child, Infant, Group Sales, Reissued and Cancelled or Refunded tickets are not eligible.
- * 300 vouchers will be allocated to MH return Economy class tickets ex Aust.
- * 75 vouchers will be allocated to MH return Business/First class tickets ex Aust.
- Prize winner tickets do not include taxes & subject to terms and conditions.
- Consolidated Travel and Malaysia Airlines reserve the right to alter or cancel the promotion anytime.
- Vouchers will be distributed at the completion of the promotion on a first come, first serve basis and the prize pool is capped at \$13,250 nation wide.

To receive your vouchers, please complete the details below & fax OR email to the Consolidated Travel Sales Team in your state by Monday 20 September, 2010.

Agency Name: _____ Consultant: _____

Ticket Numbers: _____

Date: _____



The Jetset Travelworld Group which consists of QBT, Qantas Holidays and the Jetset and Travelworld franchise networks operates as one of Australia's leading integrated travel businesses, providing specialist government and corporate business travel, wholesale products and retail services across Australia.

Below are opportunities for you to join our group!

Business Integration Manager

Exciting opportunity

This role is critical to the development and implementation of core online systems and projects. Managing all aspects of a project from scoping to testing and implementation, you will deliver outcomes successfully within budget and deadlines. Proven leadership experience is essential as this role will manage a team of business analysts.

Contact Centre Manager - NSW

Lead a vibrant team!

Manage the NSW Wholesale Contact Centre to deliver outstanding customer service. This challenging role will see you lead an enthusiastic team of individuals who create perfect holidays for customers and travel agents over the phone. Proven leadership experience in a customer service environment and operations management is essential.

Product Assistant

Join our Wholesale Product team!

This role will see you input supplier information into the Wholesale system in a timely and accurate manner. You will be responsible for data analysis, problem solving and customer service. If you have proven administration and customer service experience coupled with a passion for travel products, then this is the role for you.

International Business Travel Consultants

Join our team in the ACT

Progress your career supporting our clients with their travel management requirements. You will provide corporate customers with information on airline products, accommodation and loyalty programs. Your experience in the travel industry combined with your completion of Fares and Ticketing I & II will put you a step above the rest.

Product Co-ordinator

Co-ordinate a destination portfolio

In this role you will utilise your initiative, innovation and organisational skills to co-ordinate the processing and distribution of supplier contracts. This position will support the Contract Manager to co-ordinate destination portfolio maintenance in the Wholesale Product department.

Sales Support Adviser

Located in Perth. great exposure to Sales!

This role will assist and provide administrative support to field sales staff in QBT. You will utilise your strong organisational and time management skills along with your exceptional communication skills to enhance the performance of the team.

Account Manager – Reseller

Manage key relationships!

Manage and implement the delivery of the Reseller Sales Plan. Your strong relationship management experience coupled with your ability in successful implementation of strategies will drive Reseller business initiatives. People Management experience is essential as this role will manage the Reseller team.

Co-ordinator – Reseller

Opportunity to enhance your career!

This diverse role will see you co-ordinate reselling account management to support the Account Manager. The role will focus on processing product, data analysis and contract administration. Your success in managing internal and external relationships coupled with time management and organisation skills are fundamental.

Assistant - Reseller

Develop your career supporting the Reseller team and customers

This role is critical to the delivery of expert knowledge in booking queries, product sales and service recovery for Reseller. Your experience in a customer service role is essential. You will have a positive, 'can-do' and collaborative approach.

Support Analyst

Proven systems support to the business

Your new position will see you work across various departments to gain an understanding of system requirements, operations and enhancements. Your strong PC and analytical skills will make you an asset to our high performing team.

To apply for these positions visit SEEK or email your resume & cover letter (using the title of the vacancy as the subject) to jtqpeople@jtq.com.au. Any queries should be directed to this email address
Applicants must be Australian Citizens or Permanent Residents of Australia