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Travel Daily AU

First with the news

Thu 16 Dec 10 Page 1

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

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EK major winners

EMIRATES has announced the major prize winners of its annual 'Emirates to Europe' trade incentive, with the lucky agents off to any of EK's 26 European destinations, flying Business Class.

Winners for 2010 are: James Evers, Assistance Travel Sydney; Peter Polichronis, Atlas Travel West End; Loretta Kisani, Mirabella Travel, Brunswick East; and Toni Chambers, Broadway Travel & Cruise Centre, Nedlands.

The airline said more than 2,400 agents applied for the incentive, a 50% year-on-year increase.

2 down, 1 to go for Virgin

THE Virgin Blue Group will be hoping that good news comes in threes, after this morning being given the green light from the ACCC for its Alliances with Air New Zealand and Etihad Airways (*TD* breaking news).

The Brisbane-based airline is still waiting on a final decision on its proposed third joint venture with US carrier, Delta Air Lines.

In Sep, DJ was granted interim approval for its tie-up with Etihad Airways (*TD* 23 Sep), enabling it to coordinate joint pricing and flight schedules, in anticipation of today's announcement.

Part of the DJ/EY Alliance will see V Australia begin a thrice weekly service to Abu Dhabi from SYD in Feb next year, and from BNE, via SIN a year later.

The Australian Competition & Consumer Commission's ceo Graeme Samuel said the Virgin/Etihad Alliance was "likely (to) promote competition", and provide travellers with more int'l flight options and connections.

The regulator said it was of the opinion that the deal wouldn't result in any public detriment, given DJ and EY do not currently compete on any routes.

The EY Alliance enables DJ to offer travellers "a one-stop alternative" to destinations in Europe, the Middle East and Africa, "without having to back-track or fly via Heathrow", DJ ceo John Borghetti said.

The regulator's draft decision on the EY alliance is subject to a final determination, with the ACCC seeking further submissions from the applicants or opponents.

MEANWHILE, the competition watchdog also today issued a draft determination in favour of a 'conditional' authorisation for Virgin Blue's alliance with Air New Zealand, on transTasman flights.

Samuel said DJ and Air NZ had proven to the ACCC that, based

on maintaining and increasing seat capacity on routes serviced, the public benefits of the Alliance would outweigh any detriment.

Of concern to the ACCC was the impact the alliance would have on services to regional cities, in particular routes to Wellington.

The favourable decision comes after the ACCC initially signalled it was going to deny the Alliance (*TD* 10 Sep) because it felt it would reduce competition.

Virgin Blue and Air NZ have since provided a "substantial" amount of information from the applicants about the alliance and interested parties (mostly in favour of the JV), the ACCC said, and the carrier's also supported a 'pre-decision conference' that was held in Sydney recently.

NZ ceo Rob Fyfe said capacity growth guarantees (*TD* 07 Dec) "will see the Tasman market continue to grow."

The DJ/NZ alliance covers a free sale codeshare deal on all Tasman routes, revenue allocation, reciprocal frequent flyer and lounge agreements.

DJ ceo John Borghetti said the decisions have "cleared for us to create a truly global airline" and are key to DJ's strategy to build an international network through airline partnerships.

Etihad recruiting

ETIHAD Airways is ramping up its operation in Australia, with a range of positions currently up for grabs in Sydney, Melbourne, Brisbane and Canberra.

Roles include Account Managers, Reservations & Ticketing agents, a Human Resource Manager, a Sales Support Executive and a Personal Assistant to the General Manager.

Applications for the positions are required by 24 Dec - for info see details on the page 3 ad.

Today's Travel Daily

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- TMS
- AA Appointments

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Travel Daily AU

First with the news

Thu 16 Dec 10

Page 2

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

Fly with the
The World's Leading Airline*,
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*2009 and 2010 World Travel Awards

Oprah heads to Fiji

FOLLOWING her eight day working holiday to Australia, US talk show queen Oprah Winfrey has touched down in Fiji this afternoon for a personal holiday.

"This is great for Fiji and the fact that someone as popular and powerful as Oprah will be here for a holiday shows that Fiji is on the celebrity list as a place to go," Tourism Minister, Aiyaz Sayed-Khaiyum told *The Fiji Times*.

It's believed that Winfrey will join her partner, Stedman Graham, on the luxurious Laucala Island resort.

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Jetstar Melbourne growth

JETSTAR has today launched two new international routes from Melbourne airport, including a daily operation to Singapore.

The new Pan-Asia route will operate on an A330-200 aircraft providing direct access to 22 Asian destinations in China, Malaysia, Indonesia, Thailand and the Philippines, through its network.

"Jetstar will offer even greater scale to its Asian operations and achieve new passenger growth through its commercial partnerships, including Qantas, from its major Asian hub," said JQ chief commercial officer David

Splendor cans five

CARNIVAL Cruise Lines in the US has been forced to cancel five more sailings aboard *Carnival Splendor* early next year, throwing the holiday plans of thousands of cruisers into chaos.

The Mexican Riviera voyages were set to for departure on 16, 23 and 30 Jan, and 06 and 13 Feb from Long Beach, but have been aborted as the cruise line continues to carry out repairs from an engine fire last month.

Carnival said travel agent commissions for cancelled sailings will be protected.

See today's issue of *Cruise Weekly* for further details.

Koczar.

The airline has also today launched a twice weekly Melbourne to Queenstown route, which will be operated on an Airbus A320 plane.

Today's launch follows the introduction of daily A320 flights from MEL - AKL earlier this week.

Launch fares of \$199 one way are being offered on the Melbourne to Queenstown route, \$249 *Jetsaver Light* fares to Singapore, or \$699 one way in *Star Class* when booked online.

New HQ for APT

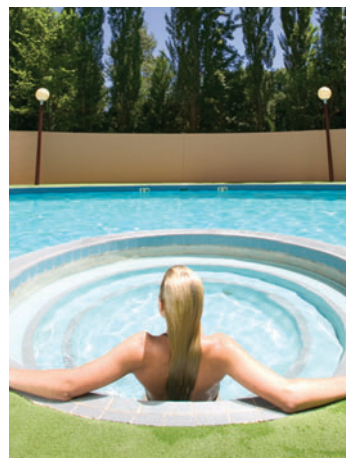
APT is moving its headquarters from Hampton to Cheltenham in Victoria, due to business growth.

The change of address will see APT Group's management, reservations, product, accounts and marketing personnel all located in the one office.

The tour operator's new address is 201 Hampton Street, Hampton - phone and fax numbers remain the same.

QF's seventh A380

QANTAS is believed to have taken delivery of its 7th Airbus A380 from the plane manufacturer this week, with the superjumbo expected to arrive at Sydney sometime today.



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First with the news

Thu 16 Dec 10 **Page 3**

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Airline of the Year 2009
TTG Travel Awards 2009

QATAR AIRWAYS القطرية

NW Oprah endorsed

NORTH West Tourism says the endorsement by Oprah Winfrey during the filming of her shows in Sydney (*TD* yesterday) for the Argle Diamond Mine and Western Australia NW Coast, will have an impact on tourism to the region.

Winfrey gave audience members pearl necklaces, derived from the waters off the North West of WA, and diamond encrusted necklaces, sourced from Rio Tinto's mine in the East Kimberley.

Positive product endorsement by the US talk-show queen is proven to be extremely beneficial, says North West Tourism ceo Glen Chidlow.

"The media frenzy... cannot be underestimated, and should certainly have a spin-off for domestic tourism (to the region)," he added.

Skywest Nov stats

SKYWEST Airlines has reported lifting 31,000 passengers in Nov 2010, a 3.51% increase on the same time last year.

The WA-based carrier also saw a 8.89% growth in charter traffic for the month, up to 245 flights.

Tourism Australia: "Job not done yet"

THE head of Tourism Australia says the project to get the Oprah Winfrey Show to Australia has been an incredible week for the local tourism industry, "but the job is not done."

In a letter to the industry, ceo Andrew McEvoy said Tourism Australia, along with State and Territory partners will need to campaign of the back of the show to "capitalise on the global exposure."

BA strikes back on?

BRITISH Airways has pledged to continue to operate long-haul services, including those to/from Australia over the New Year period, despite Unite deciding to open a ballot for further industrial action.

"Should any industrial action take place, we are confident that our well-established contingency plans will allow us to operate normal timetables," said BA's regional commercial manager Nicole Backo.

BA says its committed to resolving the dispute.

They're Notr-all Dames



ABOVE: This group of travel professionals from Sydney and Melbourne enjoyed a Travelscene Corporate famil to London and Paris recently.

The agents flew Thai Airways International and spent a night at the five-star Cheval property, Gloucester Park Apartments in London, and four-star deluxe Victoria Palace Hotel in Paris.

Pictured here on a walking tour of the Left Bank in front of Notre Dame, back row *from left* are: Christie Robinson, Atlantic Pacific; Jess Ornsby, Travelcall; Tina Killeen, Spencer Travel; and Peter Dick, Gilpin Travel.

Front row: Katherine Heath, The Hotel Connection; Lorelle Taylor, etm Group; and Paul Millan, Travelscene Corporate.

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Deadline for applications is 24 December 2010.

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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.

The Australian Tourism Export Council (ATEC) has appointed six new board members. The members include Aileen Cobern, General Manager, Sales and Marketing of Choice Hotels Australasia; and Neale Herridge, Director of Global Sales, Pacific of Accor; will take on the role of Supplier Member Rep. New Inbound Tour Operator Member Rep is Peter Lloyd, Executive Director of Quadrant Aust. While Anthony Hayes, CEO of Tourism QLD is the new State Tourism Organisation Rep.

Norwegian Cruise Line has welcomed Francis Riley to the firm as its Director of Sales Asia Pacific, Latin America and the Caribbean.

Dan Hart has joined Viator.com as its new General Manager, Europe and Asia, based in the companies San Francisco office.

Discover the World Marketing has announced the appointment of Roger Condon as its new Sales Manager - Cruise. Mary Thapa has been promoted as the firms new Sales Manager - Air and Hospitality, with Leonida Mebini taking on Thapa's previous role of Manager of Operations and Development.

Travel Counsellors has appointed Samantha Hutton as its new General Manager of Travel Counsellors Australia.

Pan Pacific has named Chris Lawford as its Director of Human Capital and Development, Oceania, based in Sydney.

Tourism New Zealand is making some changes to its Sydney office following the retirement of Barry Eddington. Tim Burgess is the Regional Manager, Australia and Tony Sanders will be the Regional Marketing Communications Manager Australia.

Shamrock saving

SHAMROCKER Adventures is offering savings of up to \$159pp on a range of St Patrick's Day trips when booked by 16 Jan 2011.

The seven-day Celtic Combo ex Dublin on 14 Mar is now priced from \$640pp; and the four-day St Pat's Party ex London on 16 Mar, incl return coach transfers from London to Dublin, starts at \$392pp.

See shamrockadventures.com.

Airbus forecasts

AIRCRAFT manufacturer Airbus says around 25,000 new passenger and 1,000 new freighter planes, valued at US\$3.2 trillion, are likely to be needed over the next two decades to satisfy demand.

Demand for replacement newer eco-friendly models in mature markets, dynamic growth in new emerging markets and low-cost carriers in Asia will drive demand, Airbus says.

Airbus chief operating officer Customers, John Leahy said: "The recovery is stronger than predicted and reinforces both the resilience of the sector to downturns and that people want and need to fly."

To cater for growth, Airbus says its single aisle A320neo will be the preferred aircraft of choice for airlines.

According to Airbus head of product strategy and market forecast, by 2029, carriers in Asia Pacific (including China and India) will account for the lion's share of passenger traffic, at 33%.

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SAS Internet offer

SCANDINAVIAN Airlines has announced it will offer inflight connectivity onboard select Boeing 737 long and short haul services.

The service is being offered free of charge to Business class and Economy Extra customers and for a fee to Economy class pax.

Domestic effect

DOMESTIC overnight travel saw a 2.7% year-on-year increase during the month of Sep, with Australian's pre-empting the 'Oprah effect', according to the Tourism and Transport Forum.

Visitor nights were also up by 3.5% and spending rose by 1.0% reaching \$11.5 billion for the quarter.

"Oprah has already generated millions of dollars in additional promotion of Australia - and that's before the show are even aired," said TTF national policy director Evan Hall.

Heated runways?

AIRPORTS in regions across the United States that are susceptible to heavy snow coverings in winter could get heated tarmacs to speed up the clearing process.

The US Federal Aviation Administration's plan involves laying pipes beneath the tarmac of some airports, and circulating warm liquids which could melt the accumulated snow, said *USA Today*.

CO adds Hilo routes

CONTINENTAL Airlines is adding a new daily Los Angeles-Hilo, Hawaii route and a once weekly San Francisco- Hilo route, from 09 Jun 2011, using B737-800 aircraft.

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andrew_goold@travelctm.com (Recruitment Coordinator)



An Expedia party with TD

Today's entry for our Christmas Party photo competition have been submitted by Selina Nasir on behalf of the teams at Expedia, Hotels.com and Egencia who celebrated the year of 2010 cruising on Sydney Harbour last Friday - and, we're loving these pics as they're holding copies of Travel Daily!

Our good friends at Fraser Suites Sydney will choose the best photo at the end of the month to win an overnight's stay in a luxury Penthouse Apartment, sparkling wine & a fruit bowl upon arrival and complimentary car parking.

Remember! Bonus points will be awarded for party snaps that include a copy of the Travel Daily newsletter.



ABOVE: All smiles reading the TD issue!

Pictured from left is Katherine Birch, Drew Bowering, Ruth Spitzer, Astri Harahap, Selina Nasir, Cristina Cuesta, Gladys Dally and Demi Kavaratzis.



ABOVE: Looking good with Travel Daily in front of the Sydney Harbour Bridge.

Pictured above is Julien Perreard, Jeremy Reitman, Selina Nasir and Dale Harris.

Keep those Chrissy photos coming in and you too could be in the running to win this sensational Fraser Suites Sydney accommodation prize, just like Selina, who has sent in these photo entries.

You have until the end of the month to send in your party snaps.

Email your office festive photos (including names of the people pictured) and where your party was held at to:

xmasphotos@traveldaily.com.au

Q400s back to Horn

QANTASLINK has announced it will recommence Bombardier Q400 services from Cairns to Horn Island and offer more seats on flights between Cairns and Weipa, effective 01 Feb.

Middle East figures set to double

AMADEUS says the number of tourists to the Middle East are likely to double to 136 million by 2020, with the region gearing up to spend US\$4 trillion on airport development, hotel projects and other travel and tourism improvements.

In the Amadeus commissioned report 'Securing the Prize for the Middle East' the study found the Middle East is on the brink of becoming the world's dominant global hub by 2025 and outlines the areas that should be looked at to reach this esteemed title.

"The Middle East already connects more major global

destinations via a single flight than any other hub, said Antoine Medawar Amadeus vice president, Middle East and North Africa.

"This approach to strategic planning, ambitious investment and early technology adaption continues and the region is now poised to take an even greater competitive leap forward enabling it to lead the next wave of globalisation," Medawar said.

Innovation and new technology is expected to underpin future growth according to the report with religious tourism expected to increase tenfold in Saudi Arabia, and tourists are forecast to spend \$15 million in 2013, \$8m more than in 2009.

Other factors for growth outlined was the emergence of a new range of Low Cost Carriers.

MP thanks Batam Is

THE Minister for Transportation, Anthony Albanese, has thanked the Indonesian Government and people of Batam Island for their assistance with the Qantas A380 engine explosion incident last month (TD 05 Nov).

In Jakarta this week to sign a new \$14.5m extension to joint transport projects with Indonesia, Albanese said he "deeply appreciated" the assistance locals provided Australian safety authorities with in the collection of missing Rolls Royce engine parts that fell off the Qantas jet.

Escape rewards

CONSTELLATION Hotels is giving member of its loyalty program, Escape Club, the option to burn points to purchase treatments and gift vouchers from Endota spa, at seven properties in NSW.

New members joining the program before 28 Feb will also go in the draw to win one of 10 Endota spa gift packs, for info see - escapeclub.com.au/endotasp.



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The following skills are required:

- Excellent knowledge of Microsoft Excel
- Outstanding attention to detail
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- Previous experience in Self Drive Products ideal but not necessary
- Experience within the travel industry is ideal

To apply for this exciting role, please email your application to michellec@driveaway.com.au

Applications close 23 December 2010

Meet SAT's new ambassador



SOUTH African Tourism (SAT) wined and dined industry partners at The Mint in Sydney on Tue night to help celebrate what has been an incredibly successful year for the country which played host to the World Cup.

Acting country manager, Tommy Lindblad announced Ms Nobulali 'Lalie' Ngozi as the new country manager for Australia/NZ (*TD* yesterday), and also introduced Ms Rachael Scobie, pictured *above* with SAT trade relations manager, Rob Gurr, as SAT's Australian Adventure Ambassador (*TD* 15 Jul).

Ms Scobie was one of six competition entrants from around the world that was chosen earlier this year to embark on a seven-day trip-of-a-lifetime to South Africa, courtesy of SAT and the

NASA master plan

NASA's Kennedy Space Centre Visitor Complex in Florida has started design work to transform the station into an engaging experience for visitors.

The new 'master plan' is hoped to find a connection between NASA and guests everyday lives with the use of immersive thematic zones and live presentations by astronauts and workers.

More than 1.5 million people visit the complex annually.

OOL hits 10 million

QUEENSLAND's Gold Coast is showing signs of a recovery following the GFC with the region reaching the 10 million visitor mark for the first time in 12 months since 2008, according to Tourism Research Australia.

National Geographic Channel.

Scobie has recently returned from her trip, telling *TD* the action-packed itinerary included activities such as hot air ballooning, mountain and quad biking, a safari, bungee jumping, surfing and shark cage diving.

As part of her role as Australian Adventure Ambassador, Scobie has uploaded her experiences via a video diary and blog posts at adventuresouthafrica.net/au, and will continue to work closely with SAT on this campaign.

"Rachael's passion for adventure has inspired our team to highlight these and other unique South African experiences on offer to the Australian traveller in 2011," said Lindblad.

HRA addition

HOTEL Representation Australia has today announced signing the five-star Imperial Hotel Vietnam to its portfolio of hotels.

TAM/US codeshare

BRAZILIAN airline TAM Airlines and US Airways have increased their routes to and from South and North America.

The new codeshare agreement will incorporate domestic flights from Miami, New York and Orlando to Philadelphia, Phoenix and Washington DC.

Gap's new trips

GAP Adventures has introduced a range of new tours to its newly released 2011 brochure range.

Trips include the Colombia Coffee Trails; Ghana Untouched; and Exploring West Africa; as well as the Zanzibar Int'l Music Festival.

MEANWHILE, Founder Bruce Poon Tip will be speaking at the Adventure Travel & Responsible Tourism Conference in Feb 2011 with his speech called 'Social Give Back: Doing Well by Doing Good'.

Southwest orders

SOUTHWEST Airlines has firmed its order of 20 Boeing 737-800's substituting its fleet of 737-700 aircraft, with the first delivery expected in Mar 2012.

MEANWHILE the carrier has announced 10 new daily direct flights from Newark Liberty Int'l Airport with three daily to Baltimore/Washington Int'l, three daily to Denver, two daily from Houston Hobby and two daily to Phoenix, effective 05 Jun 2011.



Business Development Manager - NSW

APT is the premier touring company in Australia with operations and offices in all States and overseas in New Zealand, USA, Canada, UK and Europe. Our products are global and vary from river cruising to coach touring with the common objective of exceeding customer expectations as we "Discover the World in Style".

Applications are invited for the position of New South Wales BDM. The position will be responsible for sales in New South Wales. The successful applicant will be responsible for:

- Developing sales strategies to target distribution network of travel agents
- Growing sales revenue of all the products in the portfolio
- Representing the company at trade and consumer events
- Managing specific sales and marketing projects as required
- Contributing to a close knit, supportive Sales and Marketing team
- Creating and maintaining relationships with industry and trade partners

The role will suit an applicant who has a passion for travel and likes to work autonomously, managing his/her own "Territory" and who enjoys working in a fluid and highly competitive sector of the industry.

The successful applicant will possess:

- A successful track record of achieving sales targets within the travel industry in the role of a BDM
- A strong understanding of the APT market and product
- Demonstrated experience in providing professional and credible support to customers
- Excellent relationship management skills
- An analytical and creative approach
- Confidence in presentations and training customers in product features and benefits
- A passion for pursuing excellence in results
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Applications close: COB on Wednesday 22nd December 2010



"We wish all of our industry partners...

a Brighter Bolder Better New Year!"

TIME graduation

THE Travel Industry Mentor Experience (TIME) has announced its first Graduation Ceremony will be held at the Blue Hotel Sydney on 09 Feb 2011.

The Ceremony and Induction of the 2011 Intake of new Mentors and Mentees will take place from 6pm, with DJ ceo John Borghetti the special guest speaker.

SIA ups flights

SINGAPORE Airlines has announced it will increase its services across parts of its global network for the Northern summer to meet the demand.

Los Angeles will see extended Airbus A380 services from the Singapore-Tokyo Narita-Los Angeles route (*TD* yesterday), replacing a Boeing 747-700 aircraft, effective 27 Mar 2011

SQ says plans are still in place for the new Sao Paulo via Barcelona route, making it the carrier's first South American destination, although it's still subject to regulatory approval.

Four flights are to be added to the Singapore-Taipei route and Male in the Maldives will also increase to 10 times weekly, as will Japan, Osaka operating twice daily services up from 10 weekly.

Flights to Athens and Rome will be lifted to thrice weekly, from the end of Jun to Oct 2011.

MEANWHILE, SQ has released its Nov operation results, which show a drop in passenger load factor, down by 3.0 points from 81.9 in 2009, to 78.9 last month.

APTT/AFTA college clarification

AUSTRALIAN Pacific Travel and Tourism says it's chosen to use its legal entity after altering its name recently (*TD* yesterday), with Manager Pam Segal saying that the college has not dropped AFTA content from its courses.

"We still have a good relationship with AFTA" and the college continues to use the ATEP course material, Segal said.

The college has also been offering students a job guarantee since Dec 2009 as the industry knows that the quality of graduates is good, she added.

Ashes rate rise

HOTELS.COM has reported that hotel prices in Melbourne and Sydney during the Ashes cricket Tests have shown significant price hikes, with nightly rates going up by around \$100/room per night.

The Christmas/NY period is also seen as a cause for price rises.

New Drifters e-brox

ADVENTURE World has launched its Drifters Africa brochure in online format for 2011, featuring 11 itineraries, varying in length from five to 30 days duration.

Adventure World says the e-brochure will be the only format the program will be made available to view in, "as part of its commitment to sustainability."

Outrigger Samui

OUTRIGGER Hotels & Resorts Asia have announced they will take over management of Koh Samui's Destination Beach Resort & Spa from 01 Feb, rebranding the hotel as the Outrigger Koh Samui Resort & Spa.

The five star property features 81 luxury villas and suites, and is positioned at Bhoput Beach.



ROSIE Holiday's hosted its 2010 Fiji Mega Famil recently, with some of the group pictured above at pre dinner cocktails at the Westin Hotel in Denarau.

The formal dinner was a perfect ending to a long day at the trade show and helped to bring together both the travel agents and the Fijian tourism industry.

The trade day was based on the Amazing Race theme with the agents and suppliers teaming up to perform challenges throughout the day.

Pictured above are the Queensland travel agents dressed to impress and enjoying a tropical beverage *from left* are: Gail Argent, Ocean Spirit Travel Gold Coast; Belinda Brackenridge, Stars United Travel Gold Coast; Darren Scholtz, Our Vacation Centre Gold Coast; Jodie McGrath, Ucango Maroochyodore; Sheridan Evans, BYO Kids; Sue Langdon, Rosie Holidays representative Queensland; Vyvyen Wong, BLT Cairns; and Vasemaca Driso, Tourism Fiji.

WIN A FIJI HOLIDAY FOR TWO



Treasure Island Fiji and Air Pacific are giving *Travel Daily* readers the chance to win the perfect Christmas present.

One lucky reader will this month unwrap an envelope with two return 'Pacific Voyager' (economy) tickets flying *Air Pacific* from either BNE, SYD or MEL to Fiji and a voucher for five nights of relaxation at the beautiful **Treasure Island Resort**.

To be in the running, simply help to compose a Fijian version of the "Twelve Days of Christmas".

Every two days we will be asking you to complete (and email in) one of the 12 lines from the song.

Give us your best creative entry and make sure they encompass the treasures that Fiji has to offer.

Email your full entries by **COB 31 December 2010** to fijicomp@traveldaily.com.au.

Click here for competition terms and conditions.

"On the sixth day of Christmas my true love gave to me _____, _____, _____, _____, _____ and _____ in a palm tree."

TREASURE ISLAND FIJI

AIR PACIFIC
FIJI'S INTERNATIONAL AIRLINE
The friendliest people. The world's friendliest airline.



MICE Sales Executive

JTB Australia – Well established international travel company

We are now looking for new Sales Executives based in Sydney and Melbourne to expand and grow our MICE business. To be successful in this role you will be highly self motivated, passionate about sales and ready to step up to this very exciting career opportunity.

This challenging role will see you sourcing new clients, performing sales calls and tendering for high end corporate MICE business and being able to close the deal. If you understand what it is to win through teamwork, embrace diversity, share in collective success and above all have a passion for quality and can-do attitude, we would like to hear from you.

ATTRACTIVE \$\$\$, BENEFITS & TRAVEL OPPORTUNITIES!!!

Apply now! Please send your cover letter and resume to hr.au@jtbap.com

TMS Will Put You Ahead Of The Rest!

Top Jobs To Achieve Career Success



Hot Jobs (Australia) - December 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 - 02 9231 6444 - sally@tmsap.com

Temp or Contract Executive - **Alex and Sharon**
- **Sally Frape**

JOB OF THE WEEK!

TRAVEL MANAGER / GENERAL MANAGER

- Leading adventure travel specialist
- Sydney CBD location

Our client, a travel adventure specialist is currently seeking a Travel Manager / General Manager to manage their boutique Sydney CBD travel office. You will primarily be responsible for managing and driving the business and bringing it to further growth and profitability. This will include team management, company marketing, driving sales and managing your own portfolio of adventure travel clients. You will be responsible for strengthening and diversifying the company's core business, developing bespoke tours and corporate travel, liaising with Product Manager and identify and promote high margin products. Our client is looking for a dynamic leader. They are looking for a commercially savvy travel manager, who is looking for a hands on exciting and rare opportunity.

Contact **Sally Frape** at TMS Asia Pacific T: **0422 621 029** E: sally@tmsap.com or **apply online now!**



Junior Account Manager - Sydney

- Do you have solid experience with the hotel industry?
- Are you a successful account manager?

Our client is the market leading online hotel reservation service. They are currently looking for a Junior Account Manager to work in collaboration with the Account Manager in developing and managing his/her region to maximise revenues. Main responsibilities include monitoring the rate parity and locate the best rates and availabilities within your region, creating and ensuring the follow-up of commercial mailings to further develop the region, preparing and going on market visits, following up on cancellations, evaluations and complaints. You will also manage some of the hotel partners in the same region. To be successful in this role you will have previous experience in Sales or Account Management, you will be fluent in English, you will be pro-active, have sense of responsibility, independent, customer friendly and target focused. You will have good communication and commercial selling skills. You will be a team player, motivated and enjoy the sector of e-commerce and hospitality. Hotel School or University background preferred. Driver's license required.

Contact **Anna Wachowiak** T: **02 9231 6444** E: annaw@tmsap.com or **apply online now!**

Domestic Corporate Travel Consultant - Perth CBD

- Excellent company benefits
- Salary up to \$45k - depending on experience
- Immediate start

Want to work in Corporate Travel? This renowned travel company requires a new Domestic Corporate Consultant. Ideally you will have previous retail or corporate travel experience, but they are willing to train a recent graduate of travel. You will have great customer service skills, an excellent phone manner and email communication skills, a professional presentation and an ability to work well both individually and in a team environment. The work is of a high volume so candidates must have excellent time management and attention to detail.

Contact **Lisa Dodd** T: **02 9231 6444** E: lisdad@tmsap.com or **apply online now!**

High End Leisure Travel Consultant - North Shore

With flexible working hours in a thriving agency in the leafy suburbs of the north shore. This role will give back what you put into it. This travel agency requires an experienced travel consultant who can juggle enquires from 5 star Africa holidays to family gold coast bookings. You will also be dealing with small corporate files and group bookings. Knowledge of Sabre and Tramada are preferred, but more importantly diverse destination knowledge and the ability to work within the team and with a range of clientele. Your personality and work ethos are what's important! No weekend or Thursday nights.

Contact **Lisa Dodd** T: **02 9231 6444** E: lisdad@tmsap.com or **apply online now!**

Senior Retail Travel Consultant - Inner West

- Excellent salary package
- Repeat and referral business
- Well established agency

Do you have 3-5 years travel sales experience and want to move to a business that offers stability and growth? This retail travel agency requires a senior staff member to join their team to have ownership of existing and new clientele.

Contact **Lisa Dodd** T: **02 9231 6444** E: lisdad@tmsap.com or **apply online now!**

Marketing Manager

- Salary to \$75K + super
- North Sydney location

Reporting to the General Manager, this newly created role will be responsible for driving the development of key online and offline channels. You will be responsible for developing and executing plans that will increase awareness, traffic, conversion and booking levels in line with overall commercial objectives. Ideal candidate must have previous marketing management experience (online/offline). This person will be highly motivated and analytical, have an interest in social media, be able to negotiate media spend and have strong communication and stakeholder management experience. The successful candidate will play a key role in shaping the success and future direction of this business within the Australian market. With some outstanding benefits on offer such as career development sessions, work/life balance and an excellent culture this is the opportunity that you have been looking for!

Contact **Sally Frape** or **Anna Wachowiak** T: **02 9231 6444** E: sally@tmsap.com, annaw@tmsap.com or **apply online now!**

Business Partnership Manager - NSW

- Experienced BDM within travel industry
- Strong understanding of the industry and travel consultants relationships in NSW

Due to continuous growth this largest mobile travel company is looking for an experienced BDM who is well networked within the industry. The main objective of the role is to assist travel professionals to make a positive change in both their professional and personal life. You will recruit and develop personal travel managers with focus on growth and retention. You will develop and foster strong relationships with industry partners and the network. To be considered for the role you must have strong sales and interpersonal skills. Experience in recruitment would be highly regarded. You will be able to make a difference in a highly successful and growing organisation. Competitive salary is on offer along with long term career opportunities.

Contact **Anna Wachowiak** T: **02 9231 6444** E: annaw@tmsap.com or **apply online now!**

Business Development Executive - Sydney

- A genuine market leader
- Get on board and take your career to the next level!

This is a role responsible for generating sales for this highly acclaimed travel company. You will have the ability to establish and maintain relationships with customers across multiple channels and you will be responsible for identifying new customers. This position plays a key role in achieving annual revenue targets by generating sales leads, developing proposals and closing deals. If you have a background in business development in travel technology or corporate travel this is the role for you.

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

Airfare Product Co-ordinator - Sydney

- Leading wholesaler
- Fantastic team environment

Our client, a leading wholesaler is looking for an Airfare Product Co-ordinator to take overall responsibility for the reporting and management of BSP and other airlines payment/reconciliation methods. The ideal candidate will have previous experience with BSP, fares and ticketing 1 & 2 and a knowledge of Calypso.

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



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SHOPPING FOR A NEW EXECUTIVE ROLE THIS CHRISTMAS?

ARE YOU A VISIONARY BUSINESS LEADER?

**MANAGING DIRECTOR
SYDNEY – EXECUTIVE SALARY PACKAGE**

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with strategic agility, strong negotiation & relationship skills, and the ability to tackle a leadership role with great energy. You will have great communication skills and the ability to inspire your team by being a visionary leader who sets clear objectives.

SEE YOUR CAREER IN A DIFFERENT LIGHT

**TRAVEL PROGRAM MANAGER
SYDNEY – EXCITING SALARY PACKAGE D.O.E.**

An extremely rare opportunity is now available for a highly experienced leader in the Corporate Travel sector. You will lead the entire travel program of a blue-chip organization, driving supplier negotiations and improvements in products & services. This role has global scope so experience within a large multi-national organization is a huge advantage. If you love driving program optimization this role is for you.

THE EARLY BIRD CATCHES THE WORM

**INDUSTRY SALES MANAGERS
SYDNEY / BRISBANE – SALARY PACKAGES TO \$80K+**

Register now for the best Sales roles and beat the New Year rush! If you want to sell beautiful products, receive great benefits and be part of a fun team it's all right here. You'll have an energetic approach to growing sales from your region and be driven by seeing your results grow. If you want to upgrade your current role and give yourself an early Christmas present, apply now and ensure you have a happy new year!

* NEW* LEADER OF THE PACK

**GROUPS TEAM LEADER
SYDNEY – SALARY PACKAGE TO \$75K**

This is an exciting new opportunity to bring your Groups experience in to a major organization in a leadership role. You'll have great hands-on experience in Group Travel and proven management skills leading a team of 10 consultants. By joining a large, professional organization which provides ongoing career development and training you'll be moving forward in your career and ensuring your future success.

LOVE THE THRILL OF THE CHASE

**CORPORATE BUSINESS DEVELOPMENT MANAGER
SYDNEY – SALARY PACKAGE OTE \$90K**

Bring your B2B Sales experience to a unique corporate Agency that is poised to go through exciting growth. Put yourself in the prime position to win new accounts and be rewarded with unparalleled incentives and a fantastic working environment. You'll be joining an up-market operation which strives for excellence and enjoys doing things just a little bit differently from the competition.

MAKE 2011 AN EVENTFUL YEAR !!

**EVENTS & CONFERENCE SALES MANAGER
SYDNEY / BRISBANE – SALARY PACKAGES OTE \$70k ++**

If you have played in the MICE space and understand how it ticks, plus you have runs on the board in a sales role developing new leads and winning new business, bring those talents to this market leader and watch your career flourish. If you enjoy leveraging your relationships to gain new business opportunities followed by huge rewards and job satisfaction, reward yourself with this new role.

WORK YOUR MAGIC ON THE INDUSTRY

**ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$80K + INCENTIVES**

If you love agency contact and providing vital products & services that help their business grow, you'll love this AM role that will have you out & about being proactive with your clients and working towards achieving revenue targets. From your strong relationships and contacts you'll develop new leads and convert new business, and from there you can watch your career grow with one of the best companies in the business.

ANALYSE YOUR CAREER POTENTIAL

**BUSINESS ANALYST
SYDNEY – SALARY PACKAGE TO \$75K**

Be the voice of your customer in determining that your products are delivering to their business needs. You will translate their requirements to your technical team and execute UAT to ensure overall success. Being a flexible worker you can work with minimal supervision in addition to leading project teams as required. If you enjoy a fun, modern environment and great people your career with thrive here.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

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