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Travel Daily AU

First with the news

Thu 08 Jul 10

Page 1

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

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ISSN 1834-3058

Lest We Forget

(Sandakan - Ranau Death March)

Sandakan Memorial Day

15th August

www.sabahtourism.com



EU crisis to hit Australia

THE United Nations World Tourism Organisation this week warned that ongoing financial problems in Europe are likely to impact travel to Australia.

Venture incentive

VENTURE Holidays and Tourism Malaysia are offering agents a chance to win a Twinmate x10 laptop for new Malaysia air and land packages booked by 31 Jul.

Sabre appointment

SABRE Pacific has appointed Andrew Best as national business development manager for Aus/NZ.

For more of the latest industry appointments see page five.

JTG recruiting

THE Jetset Travelworld Group has today launched a major recruitment drive, with a number of roles ranging from marketing and business development through to management, training and reservations roles - see p10.

Bumper issue today

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

- TMS Asia Pacific
- AA Appointments
- Etihad Airways
- Jetset Travelworld Group

UNWTO Secretary-General Taleb Rifai, briefed tourism officials in Brisbane on Mon, and said that taxes introduced to help balance teetering budgets - such as the reviled UK APD - had significantly increased the cost of travel.

He also said massive unemployment in places such as Spain represented a "significant reduction in the potential numbers of travelling public".

However Australia is ideally positioned to take advantage of a swift Asia-Pacific recovery, he said.

AKL-ZQN alliance

AUCKLAND International Airport has taken a 25% stake in Queenstown Airport in New Zealand, as part of a major new strategic alliance predicted to lift ZQN annual passenger movements by 176,000 within five years.

AKL chairman Tony Frankham said the pact would see NZ's "number one travel gateway and our premier tourist destination... work closer together to grow New Zealand tourism".

The golden tickets

CONGRATULATIONS to Andrew Kelly of AK Consulting and Helen Roehnel of Trendsetter Travel & Cruise who will be attending the National Travel Industry Awards this weekend with TD after being named the lucky winners of the two remaining tickets to the hotly anticipated event.

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Page 2

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CLICK HERE

TO WIN A DREAM HOLIDAY
IN PARIS AND LONDON

RAIL EUROPE



Lion Air prowls PER, SYD

INDONESIAN low-cost carrier Lion Air has confirmed that it plans to fly to Perth and Sydney "in the near future".

The carrier is Indonesia's largest privately owned airline and already operates low-cost services between Jakarta and 42 destinations including an extensive Indonesian domestic network as well as international flights to Malaysia, Saudi Arabia, Vietnam and Singapore.

Speaking in Jakarta earlier this week, the airline's general director Edward Sirait confirmed that Lion Air was "preparing the licensing procedures to be able to fly to Australia".

This apparently includes a visit by officials from Australia's Civil Aviation Safety Authority to audit the carrier.

"Our plan will be to fly to Australia from Denpasar, Bali, which is attractive to tourists

Bread, milk, travel insurance?

TRAVEL agents may soon have yet another competitor for travel insurance, with Australia's retailing giants Woolworths, Myer and Coles set to move into the insurance market.

Reports this week have confirmed that the supermarkets have issued documents seeking partnerships with insurance companies which could see them offering travel insurance, along with car and household insurance products.

The move mirrors successful forays into travel and other insurance by UK retailers such as Tesco and Marks and Spencer which are now major players in the travel insurance sector.

A Woolworths spokesman didn't comment on the move except to say that insurance is an "everyday need, and Woolworths is in the business of everyday needs".

from there," Sirait said.

"We hope the end of this year could be realised, but it all depends on the other side".

Lion Air has a fleet of about 50 aircraft including almost 40 Boeing 737-900ERs, for which it was the launch customer.

The airline has further orders for more than 140 737-900ERs.

Sirait was responding to the latest European Union airline blacklist (*TD* yesterday) which has seen a number of Indonesian carriers once again allowed to fly to Europe - but not Lion Air.

"We are not interested to fly there [Europe] yet," he said.

Lion Air initially voiced its aspirations for Australian services early in 2008 (*TD* 20 Feb 2008) when it announced plans for Lion Air Australia which at the time was planned to operate both domestic and international services.

These operations haven't as yet eventuated.

Surfers hotel deal

THE Courtyard by Marriott Hotel on the Gold Coast has been sold to Singapore-based Hotel Grand Central for \$47 million.

The 405-room property sits above the Centro Surfers Paradise Shopping Centre and also offers conference facilities and a pool.

The purchaser said it was likely to be renamed as Hotel Grand Chancellor, Surfers Paradise once the deal is finalised.

TA goes mobile

TOURISM Australia has this week launched a mobile website, with concise and accessible content available in four languages - English, Traditional and Simplified Chinese, Japanese and Korean.

See <http://m.australia.com>.

MEANWHILE, the *Australia.com* website has been updated to now be viewed in Portuguese, Bahasa Indonesian and Vietnamese, for a total of 17 languages.



Window Seat

A TEAM-BUILDING incentive day organised by an Italian real estate company backfired recently, because nine staff were hospitalised after walking over hot coals.

The organiser of the motivational event, Alessandro Di Priamo, said he had run similar activities for more than 12 years and "never had a problem," blaming the injuries on the use of incorrect wood which had burned too hotly.

He said that firewalking "helps people overcome their fears, seek new challenges and understand that most of what they see as their limits are self-inflicted".

AN UNFORTUNATE case of lost luggage was experienced by some special travellers on an American Airlines flight this week.

A bag belonging to security guards accompanying Israeli Prime Minister Benjamin Netanyahu has gone missing - containing four Glock 9-millimeter pistols.

The carrier has admitted that the bag was placed onto the wrong flight at New York JFK - and although it's since been tracked down at least one of the handguns is still missing.

AN ADVERTISING complaint against Jetstar has been upheld in New Zealand, after a nit-picker took exception to a claim in one of the carrier's ads which celebrated the "one millionth" domestic JQ NZ passenger.

The Advertising Standards Authority ruled that the ad was likely to "mislead or deceive" because it implied that a million individual New Zealanders had bought tickets - rather than a total of one million passengers.

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First with the news

Thu 08 Jul 10 Page 3

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QATAR AIRWAYS
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CCC Cruise Viva

CAPTAIN Cook Cruises will offer a new Tapas and Cocktail cruise, dubbed Cruise Viva, on Sat nights during Aug priced from \$82pp.

The voyage aboard *MV Sydney 2000* sails from King Street Wharf Darling Harbour at 7:30pm, and includes Spanish cuisine, a Mojito cocktail, house beer, wine, sangria and DJ rumba dance music.

EVA BNE reduction

TAIWAN'S EVA Airways has extended its reduced frequencies (from 3 to 2 weekly) between Taipei and Brisbane until 19 Nov, according to travel agent GDSs.

Last month, EVA cut back its number of Brisbane services for a three week period in Jun (TD 14 May), dropping its Sun flight.

Spicers Tamarind

SPICERS Retreats Hotels & Lodges is adding another retreat to its portfolio, with Spicers Tamarind to launch on 02 Aug.

The property is located in the Queensland Sunshine Coast hinterland and features one- and two-bedroom pavillions.

Opening rates are priced from \$279/room incl brekkie for two.

SOH dine/stay deals

THE Sydney Opera House has teamed up with four city hotels and eight restaurants to introduce Platinum Show Plus packages.

The packages include one night's accom, a two-course pre theatre meal, interval drinks and a tour priced at \$198 per person.

Gold Show Plus and Silver Show Plus options are also available for \$98pp and \$78pp respectively.

Accom is based at either the Radisson Plaza Hotel Sydney, Four Seasons, Sir Stamford at Circular Quay and Amora Hotel Jamison, while dining is at Aria, Bilson's Number One, Cafe Sydney, Guillaume at Bennelong, Wildfire and others - phone (02) 9250 7777.

AirAsia res upgrade

AIRASIA will temporarily shut down its booking services for two days from 1:00pm (Malaysian local time) tomorrow as the low cost carrier switches over to a Navitaire reservation system.

Passengers are being advised to make urgent bookings before the change-over as reservations will be out of action online, at AirAsia sales offices, counters and call centres until after 6pm on Sun.

TMS gets with the i-generation

TRAVEL recruitment firm TMS yesterday launched a new iPhone and iPad application which it says will allow candidates to easily search for jobs when they're out and about.

The company's Singapore-based ceo Andrew Chan, who is visiting Australia this week to present at the 10th annual Australia, NZ and Pacific Hotel Industry Conference, said the new App was part of TMS' "continuous strategy of incorporating technology into our business".

He said TMS was the first amongst its local competitors to offer the mobile technology which would keep TMS "at the front of mind with candidates".

At a function yesterday Chan (pictured right) said that after last year's downturn "clients are coming back in droves".

Temporary workers with "good ethics and customer service skills" are in high demand, because a lot of these people have either been poached by "banks and HSBC's" or "left the industry, gone travelling or returned to study," he said.

"We are having to build from grass roots again, and Generation

Y is the future for the company."

This focus is also reflected in TMS' use of social networking sites such as Facebook to create connections with potential customers and candidates.

Chan also said increasing demand in the industry meant that the pre-GFC 'war for talent' had already returned.

"The market has rebounded at a pace that has caught many off guard and they now find themselves heavily talent-short as we enter the second half of 2010."

He urged employers to implement "progressive HR strategies" to both retain staff and attract candidates in the emerging environment.



Fråga.

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Blue Holidays on Hamilton



ABOVE: Six Blue Holidays team members were lucky enough to be part of a famil to Hamilton Island in the Whatsundays recently.

The itinerary included two nights at the Reef View Hotel, a trip to stunning Whitehaven Beach and a game of golf on the new 18 hole Championship Golf Club on Dent Island, as well as a 'Chip and

Chase' lesson.

Pictured above on the golf course from left are: Hayley Mundle, Guest Contact Centre agent; Jill Humphrey, GCC agent; David Behrens, GCC team leader; Cherie Byrnes, resident golf pro & host; Melesa Cooley, product co-ord; Sarah Mutch, GCC agent and Codey Dickson, GCC agent.

HRA adds Andaman

HOTEL Representation Australia has re-signed the Andaman Club, Thahtay-Kyun Island in Myanmar.

The property has 205 rooms and is easily accessible by air or sea from Ranong, Thailand.

Another Outrigger

OUTRIGGER Hotels & Resorts Asia is planning to open a 210-room Outrigger Vinh Hoi Bay Resort & Spa in Vietnam by 2013.

Sabre acquisition

SABRE Holdings in the USA has acquired Flightline Data Services Inc to enhance its Sabre AirCentre Enterprise suite of airline operations products and services.

Hurtigruten special

BENTOURS is offering up to a 20% early bird discount on select 2011 Hurtigruten Norwegian Coastal Voyages, when booking before 30 Sep - 1800 221 712.

There's nothing like Aus winner

CHANNEL Seven's *There's nothing like Australia: holiday hot spots revealed* TV program, which aired on Sat night (TD 01 Jul), lured close to 1.9 million metro and regional viewers across the country, making it the second most popular show to air that evening.

The program featured the eight finalists in Tourism Australia's 'There's nothing like Australia' photo competition, which saw more than 29,000 people submit iconic Australian images along with a caption.

Rookie Alvarez of Condell Park,



NSW was awarded the winner after sending in the above image and caption - *There's nothing like going on the back of a camel at dawn to see the sunrise in the heart of my beloved Australia.*

Alvarez won a \$25,000 Australian holiday experience.

See nothinglikeaustralia.com.

Getaway tonight

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

- Hoi An, Vietnam
- Gold Coast, Queensland
- Tea Gardens Marine Drive, NSW
- An Antarctic adventure
- Moorish Kingdom of Spain
- The Great Bunya Drive, Qld
- Circus Oz School, Melbourne

MAS A380 payout

MALAYSIA Airlines is reported to have received RM329 million (AU\$118m) in compensation from Airbus as a result of delivery delays for its Airbus A380 fleet.

According to Malaysia's *Bernama* news paper, the one-off payment was made due to the aircraft manufacturer pushing back the delivery date of MAS's first A380 from 2007 until Apr 2012.

TAT tourist target

THE Tourism Authority of Thailand has set a target of 15.5m international tourists during 2011, as the country prepares itself for a rebound in foreign visitors following political demonstrations earlier this year.

"The federation raised its projection for the number of foreign tourists because it considers the political turmoil has eased," the Authority said.

CNS arts centre

THE Gillard Govt has pledged up to \$40 million over two years to assist with funding the construction of a new performing arts centre in Cairns.

Anthony Albanese, Federal Minister for Infrastructure and Transport said the centre would "deliver a shot in the arm of the local tourism industry and reinvigorate" Cairns' cultural life.

The proposed performing arts centre is part of Cairns Regional Council's long vision for a Cultural Precinct in the city, which would also be home to a museum, regional arts centre, public plaza and cruise ship terminal.

Tiger's Mix & Match

TIGER Airways has launched a 'Mix & Match' sale which combines reduced fares on nine domestic routes and accommodation package savings of up to 45%.

The deal is valid for travel from 12 Oct to 09 Dec on most of the applicable routes.

See www.tigerairways.com.



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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.

Daydream Island Resort and Spa has appointed **Sabina Cummins** as its new spa manager. Cummins has moved across from Aveda as the national retail manager.

Christine Prince has resigned as chief executive of **Christchurch and Canterbury Tourism** effective 31 Aug. Board Member **Ian Hay** will take on the role of acting chief executive on a part time basis for a smooth transition from 01 Sep, until a new ce starts.

Neil Lethlean has been appointed as economic development manager with **Capricorn Tourism and Economic Development Ltd.**

Conrad Bali has announced **Lauren Hudson** as the new **Jiwa Spa** and **Wellness Manager**. She has five years experience in the industry.

Sabre Airline Solutions has announced a number of senior management appointments. **Sanjay Nanda** has joined as senior vp of Consulting and Solutions Delivery. **Mark Silagy** has been appointed to the Airline Solutions team as senior vp of Customer Care and Support. **Peter Morowski** is the new senior vp of Airline Products Development. **Jim Barlow** will take up the role of Senior Consulting Partner for Airline Solutions, and **Ellen Ehrlich** will assume Barlows previous role of senior vp of SabreSonic CSS. **Chris Serafin** has been appointed to senior vp of Program Executive.

Sally de Swart has been appointed by **Reed Travel Exhibitions** as the acting event director for the Asia-Pacific Incentives and Meetings Expo (AIME). Swart will assume the role while Rosemarie Sama is on maternity leave.

Paradise Centre Apartments in **Surfers Paradise** has appointed **Michael King** as general manager. King was previously GM of **Crystal Bay Resort** and at **Magic Mountain Resort**.

Meritus Hotels and Resorts has announced the appointment of **Jane Suporn** as vice president of Revenue and Strategy. Suporn has moved across from **Marco Polo Hotels** in Hong Kong where she was the group director of Revenue Management since 2007.



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It pays to insure

COVER-MORE Travel Insurance has released the costs involved in helping four injured Australians in a Koh Samui speedboat accident late last month (TD 28 Jun).

The women all purchased a \$124 insurance policy prior to departure, and luckily they did, as the cost of air ambulances, medical treatment, accom for next of kin and other associated expenses tallied to \$145,331.

Cover-More Australia general manager **Kerry Fussell** said the girl's travel agent had to convince them to take out the insurance policy because they "expressed that they didn't think they would need it."

The girls decided to proceed with a policy just three days prior to travelling to Thailand.

Chinatown promo

THE City of Sydney, Haymarket Chamber of Commerce and Tourism NSW have launched a new campaign called 'Asia on your Doorstep' to assist with promoting Sydney's Chinatown.

Running until 25 Sep, the promo is targeted at regional and interstate tourists and includes extended accommodation stay incentives, food and beverage vouchers for dining in Haymarket and a food lovers pocket guide.

Agents hit the Snowy Mtns



ABOVE: Three top selling New South Wales Holidays agents were recently hosted on a fam and agent reward trip to Quality Resort Horizons Jindabyne and the Snowy Mountain Region.

The group had the opportunity to enjoy the early season snow at

Jindabyne, Perisher and Thredbo.

Pictured *from left* are: **Ryan Carter**, Harvey World Travel Warners Bay; **Tim Yeates**, Harvey World Travel Winston Hills; **Chloe Mann**, Flight Centre Nepean; and **Daniel Toby**, AOT Holidays NSW business development manager.

Beyond price drop

BEYOND Travel has reacted to the drop in the value of the Euro, reducing prices on FIT content on its Croatia and Eastern Europe programs.

It's the second time this year that the firm has cut prices on the product (TD 08 Apr).

"Beyond Travel is committed to the partnership we have with our agents and understand that competitive pricing is crucial to both parties," marketing manager **Bryce Crampton** said.

OAG reports growth

OAG FACTS reports that seat scheduled capacity in Asia Pacific rose by 10% to 8.5m seats during Jul, the region with the highest year-to-date and monthly growth.

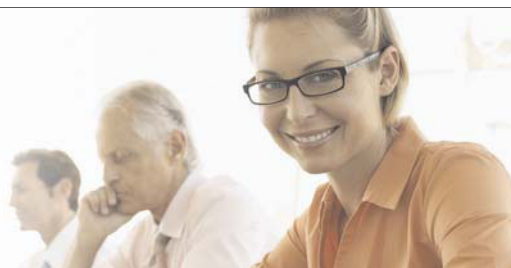
EK India fares

EMIRATES is offering airfares to 10 destinations in India priced from \$1,412 return all inclusive, valid for travel between 13 Sep - 30 Nov, when booked by 30 Jul.

Destinations include Delhi, Mumbai, Chennai and others.

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Abu Dhabi stays up

ABU Dhabi Tourism Authority has reported a 27% year-on-year increase in Australian hotel guests for the month of May, supported by a 26% rise in guests from Jan to May 2010, compared to the same period last year.



THE Africa Safari Co were hosts recently to a group of very lucky agents on a famil to South Africa to see the FIFA World Cup.

The group flew from Australia on South African Airlines and spent a week in the country discovering Mpumalanga and watching the Australia vs. Slovenia soccer match, in the luxury of a corporate hospitality suite.

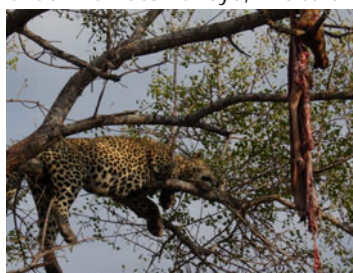
The second part of the trip included the Safari Lodges of Hoyo Hoyo and Kirkmans Kamp in and around Kruger National Park, where the agents caught a rare glimpse of puff adder snakes mating, 50 sable antelope, a black rhino and a leopard kill.

TASC marketing manager Wayne Hamilton told *TD* the trip also had its share of drama when the group's Land Rover got wedged on a log directly beneath the leopard and his kill (pictured right).

Hamilton said the 4WD became

so stuck that its two front wheels were left spinning in the air.

"After much growling and hissing by the leopard and a swift reverse accelerator in the vehicle the group made their escape, under his watchful eye," he said.



Pictured above at the Nelspruit Stadium before the Socceroos' match back row *from left* are: Cassie Perry-Travelworld Karratha; Rashida Przystek, Jetset Geelong West; Helen Georgas and George Georgas, Jetset Marrickville; and Craig Thomas, MTA.

Front Row: Kelly Goldfinch,

Travel Experience.com and Wayne Hamilton, The Africa Safari Co.

LEFT: The group are pictured here, back in one piece after the Kirkman's Kamp safari.



WIN A HOLIDAY TO VANUATU

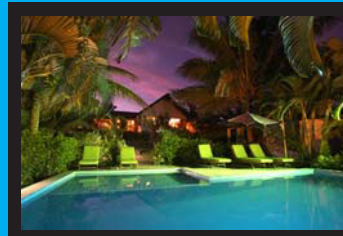


During July, *Travel Daily* subscribers can enter to win a fabulous Vanuatu holiday package for two, courtesy of **Air Vanuatu, Mangoes Resort, The Havannah and White Grass Ocean Resort.**

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila and Tanna; two nights accommodation at Mangoes Resort, Port Vila; two nights at The Havannah on the island of Efate; two nights at White Grass Ocean Resort Vanuatu on the island of Tanna; daily breakfast and airport transfers.

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

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Vanuatu holiday.



How many pools does Mangoes Resort (pictured left) have?

Hint! Visit www.mangoesresort.com

Email your daily answer to: vanuatucomp@traveldaily.com.au

For further information on Vanuatu please see: www.vanuatu.travel

Click here for competition terms & conditions



HA fares on sale

HAWAIIAN Airlines is offering airfares priced from \$1,043pp to Honolulu (ex SYD) for travel from 16 Oct - 18 Dec, and 08 Jan - 30 Mar, when booked by 16 Jul.

Fares to Maui, Kauai and the Big Island are priced from \$1,200.

NSW events grants

TOURISM NSW is now taking applications for its *Regional Flagship Events Program* for 2011, offering one off grants of \$10,000 or \$60,000 over three years for events that have the capacity of drawing large numbers of visitors.

For more info visit - corporate.tourism.nsw.gov.au/regionalflagshipevents_p703.aspx.

New HRG partner

GLOBAL TMC Hogg Robinson Group has announced a new partner in Sudan, Africa.

Henceforth the Dar Alkhartoum Air Booking Agency will trade as HRG Sudan, with the deal seeing HRG expand to nearly 120 nations incl 44 in Africa & the Middle East.

EU ferry move

AUTHORITIES in Europe are set to extend the continent's passenger rights scheme to also cover ferry travellers across the English Channel and on internal European waterways, with the move set to give compensation for ferry passengers who are denied boarding or delayed.

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TEMP OF THE MONTH (June)



Sharon Moss, TMS Recruitment Executive, seen here with David Beasley, temp of the month for June and the flight centre global product team.

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- Sydney or Melbourne Based
- Global TMC's

Two newly created positions within a worldwide companies have arisen based in Melbourne and Sydney. You will be managing up to 10 accounts from the mid to large size markets. Autonomous roles with opportunities to work from home in the future if required in Melbourne. Experience in managing Corporate Accounts/Clients is essential. There are urgent positions to fill.

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

Recruitment Executive

- Work for TMS Asia Pacific
- Base plus commission OTE \$60 - \$100k

Due to demand from our clients our team in the Sydney office is expanding. Helping a candidate find their dream role and developing their career is a rewarding role. You will need to be currently working in the travel, tourism or hospitality industry in a sales position as this role requires a driven individual. This role is strongly suited to Travel Consultants/Sales Reps/BDM's who are looking for a change.....

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

Regional Client Value Manager - Corporate Travel

- Melbourne Based
- Attractive Salary

A well known and respected Travel Management Company is seeking a Regional Client Value Manager. They are offering an attractive salary package for the ideal candidate. This is a crucial role for the company as it requires management of their top clients. This position needs to be filled immediately. It is crucial that you have extensive experience in Account Management from a TMC or Airline or you are a Business Development Manager from a TMC looking to move into Account Management.

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

Corporate Travel Consultants Required - Melbourne

Are you an experienced consultant looking to take on your next challenge?

- Base depending on experience
- 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.

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

Retail Travel Consultant - North Shore - No face to face

- Up to 45k plus super
- Transport at door

This well known and groovy travel company on the North Shore are looking for an experienced retail consultant to join their fun team. This is a busy role where all enquiry is over the phone and via email - so you must have excellent customer service and phone manner.

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

Training Manager

- Syd CBD location with a great package
- 2 direct report

You are responsible for leading the training team to ensure the training program is developed and maintained. A hands on role focusing on modern forms of training delivery. You must have Min. 2 years practical experience in a similar environment, have completed Cert 4 in workplace training and assessment (TAA) and be extremely IT savvy and experience in the delivery of self paced and trainer led training in an online and classroom environment.

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

Corporate Consultant - Sydney, Melbourne, Canberra, Perth

- CBD locations
- Career Progression

Are you an experienced Corporate Consultant or a Retail Consultant ready to take the plunge into Corporate travel. Various positions are currently available in Sydney, Melbourne & Perth for switched on professionals who believe their greatest asset is their customer service skills and ability to work to tight timeframes. If you have excellent CRS skills and minimum 2 years travel experience apply today.

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com

Reservations Consultant - Lower North Shore

- North Shore location
- Long established company

Our client is looking for an experienced Reservations Consultant to join their north shore team. Booking a range of products including car hire and accommodation your days will fly by as you offer exceptional customer service whilst working to achievable sales targets. With a fantastic location, great team and no weekend work required what more could you ask for. To be considered for the role you need to have previous Reservations experience, a mature attitude and be sales focussed.

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

Online Travel Consultant - Perth

- Unlimited earning potential
- Career progression

This leading online Travel Agency is looking for a new member to join their growing team. Working in a fast paced environment you will be making domestic & international travel arrangements. This is a call centre environment and a great step away from face-to-face consulting for experienced Travel Consultants. An attractive salary is offered based on experience and with a generous commission structure in place. The sky is the limit.

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

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BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

VIP LEISURE – THERE'S NOTHING BETTER VIP LEISURE CONSULTANT

SYDNEY CITY – SALARY PACKAGE \$45K-\$60K AVAILABLE

Do you love your high end products, first class tickets, 5 star hotels, luxury cruises? Why not sell this every day?

Our client requires consultants with at least 2-3 years travel experience to join their prestigious team based in the CBD. You must have exceptional customer service skills, have sold high end product and have used Sabre or Galileo. You will be rewarded with a fantastic salary, great benefits and definite career progression for those wanting to move up!

HOT HELP DESK ROLE SERVICE CENTRE SPECIALIST

SYDNEY CITY – SALARY PACKAGE TO \$45K

This leading CRS company based in the CBD requires a qualified travel professional to join their team. You will be assisting travel agents with any queries they have in relation to the CRS, ticketing queries or airfare enquiries.

If you would like a break from consulting then this is the perfect role for you. All you need is at least 3 years consulting experience including ticketing and Cross Check travel.

LEADERSHIP OPPORTUNITY TO WARM THE HEART TEAM LEADER CORPORATE – (HANDS OFF) PERTH CBD – SALARY PACKAGE TO \$75k

Lead from the top and watch the career opportunity door open further for you. Managing up to 20 staff you will be responsible for the full operations of the team including service delivery, implementing company procedures, staff training and guidance and the ability to create an enjoyable working environment which will keep your team engaged. This is a key leadership role within a fantastic organization.

BE A PART OF THE SUCCESS STORY CORPORATE TRAVEL CONSULTANT

MELBOURNE (CITY FRINGE) – SALARY PACKAGE TO \$64K

A highly experienced corporate travel consultant is required for this fantastic company giving you the opportunity to join one of Australia's fastest growing TMC's. Working on a busy academic account, a solid knowledge of corporate travel at a VIP level is essential. In return, you will be rewarded with a great salary package and support from management to progress your career with them.

TURN YOUR PASSION INTO A CAREER WHOLESALE CONSULTANT – AFRICA SPECIALIST MELBOURNE (CITY FRINGE) – SALARY PACKAGE TO \$50K

This successful travel wholesaler is searching for a passionate and well travelled travel consultant to sell what they know most about – Africa! With a friendly office environment and a product you will be excited to sell, this role is truly a rare catch.

Monday to Friday working hours and educationalists to this captivating part of the world is on offer. Professional consultants need only apply. Live your passion – apply today!

GALILEO TEMPS REQUIRED URGENTLY TEMP TRAVEL CONSULTANT

PERTH (VARIOUS LOCATIONS) – HOURLY RATE TO \$25

Currently there is a high demand for temps in all areas of the travel industry and the requests are flowing in for travel consultants with Galileo knowledge in Perth. Along with your knowledge of Galileo, you will also require Omnis skills, a motivated attitude and strong customer service skills. Short & long term positions are available so there is sure to be a role that suits you. Top hourly rates apply.

CHOICES GALORE FOR TALENTED CONSULTANTS INTERMEDIATE RETAILERS

BRISBANE EAST AND SOUTH – SALARY PACKAGE \$50K OTE

Like the finer things in life? Looking for clientele that are more discerning and enjoy spending time with their travel consultant? We have a great opportunity where you can choose to work close to home with a great company looking for intermediate consultants to join their fun and professional team. You must have a minimum six months international consulting experience, strong CRS skills and great product knowledge. If this sounds like you, call today!

CHOOO CHOOOSE THIS GREAT ROLE! RAIL CONSULTANTS

BRISBANE CBD – SALARY PACKAGE \$45K OTE

Indian Pacific, Rocky Mountaineer, Shinkansen, Eurostar - If you believe these are amongst some the best travel experiences in the world this role is for you! This global company is looking for a consultant to join their wholesale rail department. Not only will you have the opportunity to earn uncapped commission but enjoy top industry training, career development and discounted holidays. The ability to reach and exceed sales targets is a must along with travel consulting experience.

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Join one of the fastest growing airlines in the world.



Do you love new challenges? Are you excited by the possibility of working for one of the world's fastest growing airlines? As the World's Leading Airline*, we've spread our wings from our home Abu Dhabi to more than 60 destinations around the world. And as we continue our rise to the top, we're looking for the following dynamic professionals who can match our pace.

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| • Corporate Sales Managers – Melbourne & Sydney | • Sales Support Executive – Sydney |
| • Manager Key Accounts | • Manager Specialist Sales |
| • National Sales Manager Corporate | • Finance Manager – Australia |
| • National Sales Manager Trade | • Reservations & Ticketing Agent – Melbourne |
| • National Sales Manager Specialist Markets | • Receptionist/ Office Coordinator – Melbourne |

For more details on the above and other financial roles, visit: careers.etihadairways.com
or you can also direct applications to AJackson@etihad.ae

*2009 World Travel Awards

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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!

Government Business Manager

Represent QBT at a senior level in the ACT market

This position, based in ACT, will manage key government & corporate accounts, developing & implementing strategic plans. You will be a proven Sales/Account Manager experienced in driving customer service, retention and business development strategies. In addition, you will have a passion for travel management, relationship management & sales.

Domestic Business Travel Consultants

Permanent opportunities in NSW, VIC & WA

Up to 9 month contract in QLD

A fabulous opportunity to commence your career in our exciting business! This position will see you provide corporate customers with information on airline products, accommodation & loyalty programs. This role will see you expand your skills, travel knowledge & professional customer service.

Business Development Executive

WA and NSW opportunities available

Drive sales & customer relationship management for the retail travel network. This is an exciting opportunity to grow the business and implement network initiatives. Your proven sales & negotiation experience coupled with high level customer service, will make you an asset to our high performing team.

Senior Support Analyst

Provide technical support to the business

Work across various departments providing technical support on business specific systems. The position will require flexibility to be 'on-call' on a rotating roster to respond to critical system issues. You will have proven experience in testing of new software & system modifications with exceptional interpersonal skills.

International Business Travel Consultants

Join our team in the ACT

Progress your career supporting our clients with their travel management. You will provide corporate customers with information on airline products, accommodation & 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.

Manager Business Travel – ACT

Lead a team in delivering business objectives

Manage the ACT Business Travel Centre in the delivery of outstanding customer service; providing expert knowledge & information on airline products, accommodation & auxiliary services. Proven leadership experience in a customer service environment & operational management exposure is essential.

Online Marketing Executive

Implement online Marketing Strategies

Located in the Sydney CBD, this role is responsible for online material, online advertising & for the development of competitive promotions and incentives. As an integral part of the marketing team, you will have proven experience in online campaigns, initiating & driving projects & cross functional team experience.

Network Services Coordinator

Diverse role in Sydney CBD

Do you enjoy liaising with various customers? In this role you will provide quality operational support on business products & systems for the Retail Network & customers. Certified training in Galileo / Sabre, proven customer service & problem solving skills are essential.

Training & Operations Executive

Develop Network Training Strategy

This role will focus on all facets of the training process. As an accredited trainer you will plan, develop & implement training strategies in the network managing all logistics within budget. You will have a positive, 'can-do' & collaborative approach.

Reservations Consultants

Opportunities in NSW, VIC & WA

Use your selling skills & proven customer service ability in this exciting position to create the perfect holiday for customers & travel agents over the phone. You will have strong customer service skills & be flexible in working a rotational roster between Monday & Saturday.

Apply for these positions through SEEK or email your resume & cover letter (using the title of the vacancy as the subject) to jtqpeople@jtq.com.au