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Travel Daily_{AU}
First with the news

Tue 25 May 10 Page 1

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Pac Blue cooking

PACIFIC Blue has today confirmed the permanent addition of a fourth weekly flight between Auckland and Rarotonga.

The service will commence in Jul, with the carrier's ceo Mark Pitt saying the expansion follows ongoing discussions with Cook Islands Tourism, and the trial of a fourth flight over the summer holiday season which attracted good loads.

As well as being ideal for Kiwi travellers, the Pacific Blue services are timed to provide easy access for Australians too.

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Australia key NZ focus

TOURISM New Zealand this morning announced plans to double spending by the country's regional tourism organisations in the Australian market.

Newly appointed ceo of TNZ, Kevin Bowler, told attendees at the Tourism Rendezvous New Zealand (TRENZ) expo in Auckland that the move will see NZ\$10m spent by the bodies in Australia, as part of the NZ\$30m boost to funding announced earlier this month by PM John Key (TD 13 May) - which takes total Tourism NZ funding to \$100 million.

However much of the boost will also be spent on increased investment by TNZ in North America and China.

Bowler said the US market is underperforming, with NZ only getting 0.6% of outbound US travellers "so there is plenty of scope for growth," with plans for increased spending in cooperation with Air New Zealand.

China also shows strong potential, and TNZ is targeting an increase from 100,000 to 140,000 Chinese visitors in the next three years - while also encouraging

Chinese to stay longer and enjoy an improved visitor experience.

The overall strategy will also be increasingly internet-based, with Bowler saying TNZ hopes to increase its contact with visitors directly through digital marketing and social media.

Currently about a third of TNZ's media budget is spent on digital, with plans to do this "a bit smarter," Bowler said, with a proposed upgrade of the nz.com website, more search engine marketing and an increased focus on social media marketing.

See the rest of today's TD for lots more news from TRENZ.

Pacific Flier launch

PALAU-BASED start up carrier PacificFlier.com has launched its once weekly service between Brisbane and Koror, with links to Clark Field Airport in Manila, according to travel agent GDSs.

The airline operates a two class Airbus A310-300 aircraft and has operational bases in MEL and SYD.

What an issue!

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

- TMS Asia Pacific
- AA Appointments
- Club Med

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Travel Daily AU
First with the news

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Drive for Success

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Travel Daily AU
First with the news
on location in
Auckland, NZ

Today's issue of TD is coming to you from Tourism Rendezvous New Zealand in Auckland, courtesy of Tourism New Zealand.

AUCKLAND is the host city for this year's Tourism Rendezvous New Zealand (TRENZ), which is the annual major showcase of NZ tourism product.

In 2010 there are 270 exhibitors highlighting accommodation, transport, activities, attractions and destinations for NZ's markets.

There are 40 buyers attending from Australia who will have the opportunity to meet with existing suppliers as well as see more than 60 new products which have launched this year on the international market.

While in Auckland some of the delegates will take part in a Maori guided walking tour with Tamaki Hikoi, in which guides from the local Ngati Whatua tribe retell ancient stories and explain the city's Maori culture and heritage.

There are two tours on offer - a one hour walk focused on Mt Eden (Maungawhau) with expert guides giving a historical interpretation, while the three hour tour begins at Mt Eden and concludes at the Auckland Domain taking in places of significance to the Ngati Whatua, with guides bringing the unique landscape to life through song and story telling.

See pictures from TRENZ last night on **page seven**.

Air NZ starting to climb

AIR New Zealand will increase its international capacity by almost 5% in the Northern Winter 2010 scheduling period, reflecting the ongoing improvement in travel demand.

Speaking at TRENZ in Auckland today, deputy ceo Norm Thompson said some routes were

AFTA planner

AFTA has announced the reintroduction of its Wall Planner in 2011 as part of its new comms strategy, which will also see the revamp of its Yearbook and Member Directory this year.

The new publication will be known as the AFTA Travel Pages and will include a new "international destination showcase," to be distributed to agents across Australia in Nov.

More Smartgates

PLANS are under way to smooth the trans-Tasman travel experience with the expansion of the 'Smartgate' system which makes immigration clearance easier for Australian and NZ travellers.

Officials at TRENZ today confirmed the system will be fully operational in Auckland from Dec, and then rolled out in Wellington and Christchurch, with proposals to further "domesticise" the experience as much as possible - such as screening luggage at Australian ports before flights depart.

showing "very positive signs" - such as trans-Tasman flights from Sydney, Melbourne and Brisbane to Queenstown which are up 88% capacity-wise compared to this time last year.

Thompson said overall Tasman seat capacity was being increased by 10.2% on last year - "although this is still down by 6.6% on the same period in 2008".

NZ cycle trail plan

THE New Zealand government is making a significant investment in a national network of bike trails, with NZ Associate Tourism Minister Jonathan Coleman confirming today at TRENZ that three are already under construction, with a further 12 in the feasibility stage.

He said the government hoped to have 20 official tourist cycle trails completed by 2012, with the projects also providing economic opportunities for rural communities across the country.

Coleman said plans are to have the trails linked by common branding, with an example being the Otago Rail Trail - details at www.otagorailtrail.co.nz.

New Italy promo

THE Italian Government Tourist Office has launched a new international TV advertising campaign on the RAI International channel which covers the Australian, American, Asian and African markets.

The 10 second and 30 second commercials will aim to encourage people of Italian heritage to return to the mother country for their holidays.

Window Seat

OFFICIALS at a US airport are very annoyed at the antics of some local 'frequent flyers'.

A number of birds are apparently trapped inside the massive terminal at Wayne County International Airport in Detroit, Michigan.

Part of the problem appears to be that the terminal houses lots of fake trees and fountains - not to mention a distinct lack of predators, and lots of crumbs.

A spokesperson for the airport admitted that a number of measures had been attempted to remove the intruders such as machines broadcasting scary bird calls, but "the darn birds keep outsmarting us".

THE iconic Champs Elysee in Paris has gone green, after French farmers transformed the famous avenue into a gigantic strip of farmland (below).

The Jeunes Agriculteurs (Young Farmers) union created small fields along a 1km stretch of the street to showcase farm animals, and agricultural products.

Thousands of visitors have flocked to the two day event, which has enjoyed spectacular spring weather.



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Airline of
the Year 2009
TTG Travel Awards 2009

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Stay Connected in Broome



ABOVE: A group of Travelscene American Express WA members participated in a whirlwind 'Stay Connected' Educational to Broome in conjunction with Skywest and The Cable Beach Club Resort & Spa recently.

Pictured above spending some time familiarising themselves with the destination over the weekend, *from left* are: Louise Curry, Motive Travel; Valerie

Burman, Bicton Travel; Joanna Crook, The Travel Authority; Olga Shrewsbury, Exclusive Tours & Travel; Maxine Jordan, Sandi Royce Travel; Sara, Skywest Airlines; Nicole Hopkins, Travelscene American Express; Judy Gurney, Skywest Airlines; Michele Fraser, Total Travel WA; Tamara Figliomeni, Champagne Travel; and Sophie Gartner, Integrated Tourism Services.

FC predicts \$200m pre-tax profit

FLIGHT Centre Limited has today provided a revised pre-tax profit guidance for the 2009/2010 fiscal year of between \$190m and \$200m, up at its maximum by \$40m, to its previously estimated minimum target of \$160m (*TD* breaking news).

Last fiscal year Flight Centre's pre-tax profit was \$40.8 million, with managing director Graham Turner saying the anticipated profit will represent a 90%-100% jump in growth from the \$99.8m normalised pre-tax result for 2008/2009.

Turner said losses in the USA have decreased substantially year-on-year, with its corporate business trading profitably and Liberty retail network expected to make a healthy profit in the peak May-Jun booking period.

Flight Centre says its Australia, New Zealand and Canada businesses have recorded year-on-year growth and the group says it doesn't "anticipate any material impacts" from the civil unrest in Bangkok, the temporary closure of UK airspace due to volcanic ash,

or fluctuations in the AUD\$.

The firm said factors adversely affecting results this year include cheaper intl airfares, a slower recovery in corporate travel, reduced interest earnings, the full acquisition of FCm India and the relaunch of Corporate Traveller.

Jamaica warning

THE Dept of Foreign Affairs & Trade has reissued a travel advice for people heading to Jamaica after a 'state of emergency' was declared by the government there for the districts of West Kingston and St Andrews, last night.

Yesterday DFAT advised of "domestic tensions" following the extradition of an alleged drug ring leader, causing civil unrest in the Jamaican capital of Kingston (*TD* yesterday).

Australia's Smarttraveller site has not yet heightened its travel advice for Jamaica from the "High degree of caution" status, but it is advising travellers to "exercise extreme caution and avoid the West Kingston and St Andrews districts."

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Switzerland set to soar



YESTERDAY a function was held in Sydney to celebrate the long-awaited opening of Switzerland Tourism's new Australian office.

The move reflects the significance of Australia to Switzerland, which has a number of its major companies as important investors in Australian operations - such as Xstrata and Lindt, which debuted its cafe concept globally in Australia.

The office will be headed up by Evelyn Lafore, who moves from her previous role as the organisation's UK/Ireland chief.

She told *TD* the new office will be shared with Rail Europe and the Swiss Australia Chamber of Commerce, and will mainly focus on boosting awareness of Switzerland through the Australian travel trade.

Initiatives will include an expansion of the main tourism online portal switzerland.com to have a dedicated page for Australia and an online training tool for Aussie travel agents, along with promotions to encourage year-round visitation.

The ski market from Australia shows potential, Lafore said, while a major focus will promote the country's 60,000km of scenic hiking trails, giving access to spectacular scenic attractions.

Pictured above at the event from left: Federico Sommaruga and Evelyn Lafore of Switzerland Tourism; Markus Meli, Swiss Consulate; Ambassador of Switzerland to Australia, Daniel Woker; Richard Leonard of Rail Europe; and Anil Rodrick, SWISS International Air Lines.

Heathrow drops third runway plan

THERE'S a significant shift in the UK airport policy with the new coalition government, which has overnight seen London Heathrow Airport stop working on plans for a third runway.

Airport owner BAA said the company recognises that govt policy is a significant factor, and a plan under which it was purchasing local properties to make room for the runway will now also be suspended.

London Stansted Airport, which is also owned by BAA, has formally withdraw its application to build a second runway too.

"The move follows a clear indication that the Government's airports policy will change, following the recent General Election," said a BAA spokesman.

Homeowners who have already indicated their intention to sell to the airports will be able to complete the contracts.

BAA said it "continues to believe that new airport capacity is needed in the South East of England, to strengthen the UK's international trading links".

e-Cigarettes allowed

THE US Transportation Security Administration has announced that travellers can now pass through airport checkpoints with so-called "electronic cigarettes" - battery powered devices which provide inhaled doses of nicotine.

The TSA said passengers should still check with airlines to see if they can smoke on a flight.

Fiji homo-friendly

FIJI has replaced its Penal Code by the Crimes Decree 2009, which as a result has decriminalised homosexual acts, according to the Dept of Foreign Affairs & Trade.

Previously, homosexual acts between men were illegal in Fiji and those convicted could be imprisoned.

Smarttraveller advises gay and lesbian travellers that there may still be "local sensitivities to open displays of affection."

NSW Business Development Manager

Australian Pacific Touring is Australia's premier touring company with offices and operations in all states of Australia, and overseas in Europe, UK and US. We have a wide product range in both domestic and international markets including luxury and experiential tours and a diversity of brands focussed in providing exceptional customer service.

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Tom is heading over to Brazil for a wedding. He has more than enough money in his bank account to cover spending while he is away. He wants to enjoy the spontaneous activities on offer in the country, but is worried about the security of carrying a lot of cash. Tom is planning on doing some additional sight-seeing while he is over there so he will need to think about the best way to safeguard and access his money at lots of different locations around the country.

more people go overseas with Visa.



US Visa overhaul

THE United States Visa Waiver arrival/departure I-94W form will no longer be required to be filled out by pax flying to the US by the end of the American Summer said the Dept. of Homeland Security.

Currently, pax travelling to the US need to go online and complete the Electronic System of Authorisation (ESTA) at least 72 hrs prior to departure, to gain entry into the country.

The United States Travel Association has applauded the decision, with US Travel chief exec. officer Roger Dow saying the elimination of the form will "help reduce confusion and increase the speed of processing for millions of travellers."

Morocco stand alone

VENTURE Holidays is taking advantage of Etihad and Emirates services direct to Casablanca from the Arabian Gulf, with a new dedicated brochure for Morocco.

The program offers traditional hotel accom and unique riad stays in Casablanca, Fex, Marrakech and Essaouira.

RJ add to fleet

ROYAL Jordanian has taken delivery of two new Airbus A330-200 aircraft in a move to modernise its fleet while it waits for 11 Boeing 787 Dreamliners.

The Airbus A330s join RJ's 31 strong fleet and will serve the carrier's growing number of Far East destinations and London.

afkl.biz: Grand Prize Winner



AIR FRANCE KLM has launched www.afkl.biz, a new website for closer cooperation with Australian travel consultants. The launch of afkl.biz was wildly successful: in the first two weeks after the launch – 750 Australian agents enrolled in the new tool.

To mark this occasion, AIR FRANCE KLM gave the consultants the opportunity to win 2 confirmed tickets to Europe by correctly answering questions on the quiz and contributing suggestions to improve afkl.biz.

CONGRATULATION to our Grand Prize Winner: Sacha Russel from Travelscene Bright has won 2 return tickets on AIR FRANCE KLM to Europe!

Enroll now on : www.afkl.biz

TIME sponsors

THE Travel Industry Mentor Experience (TIME) has announced its launch day and evening for the program's first intake of Mentors & Mentees will be held on 10 Jun.

TIME chair Penny Spencer thanked the industry's sponsors who have recognised the need and acknowledge the importance of the program, saying without their support "none of this would have been possible."

The Primary sponsors of the inaugural Mentor Experience include Sabre Pacific, Creative Holidays and Royal Caribbean Cruise (all of whom will have one of their staff being mentored in the program), along with Silver sponsor Avis.

The winner of the 2010 Avis Scholarship will also receive a place in next year's program.

Blu Taj Sydney is also sponsoring the event, providing accom for interstate participants and hosting networking events, along with being the location for the launch of TIME next month.

Trivia world champ

STA Travel has launched a Round the World game for consumers that can be played online at statravel.com.au/rtwgame.

The game asks questions that put users worldly knowledge to the test, following a different route each week for four weeks, starting with the 'Classic Cut,' week two 'Wild Child,' week three 'Party Hardy' and the fourth week 'Seven Wonders'.

The major winner in the comp will receive the Travel trivia's inaugural crown along with a Round the World trip for two.

Canyon preservers

THE Travel Corporation has confirmed its partnership with Tourism Cares for a new project that aims to help preserve the Grand Canyon, as flagged by TD earlier this year (TD 04 Mar).

The pact saw 20 staff from the Travel Corp's US offices take part in the Grand Canyon Conservation Day earlier this month.

This is the sixth sustainable tourism project that the Travel Corp. has funded and its first step with Tourism Cares in protecting North America's National parks for all visitors including guests on Trafalgar Tours, Insight Vacations and Contiki Holidays itineraries.

Centara Phuket

CENTARA Hotels & Resorts has announced it will open the newly-built five-star 262 guestroom and villa Centara Grand Beach Resort Phuket from Oct, located on the beachfront at Karon.



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GUESS where they shopped?



ABOVE: Hunter Travel Group's incentive winners took advantage of the great exchange rates recently (before the Aussie Dollar's slide last week), visiting the Waikale Premium Outlets in Honolulu during the 'Magnificent Seven' educational.

Hosted by Hawaiian Airlines and Viva! Holidays, the HTG agents hopped over to the Big Island of Hawaii, taking advantage of the

carriers generous two piece, 32 kgs luggage allowance.

Pictured here after a hard days shopping, from left, are the stocked up: Adam Joseph from Viva! Holidays; with Kim Anderson, Courtney Steele, Sherilyn Robinson (Hawaiian Airlines), Renee Butterworth, Allirra Moore, Kyrin Francis, Nicole Adams and Lauren Gilroy - all from the Hunter Travel Group.

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- A tenacious and resilient outlook
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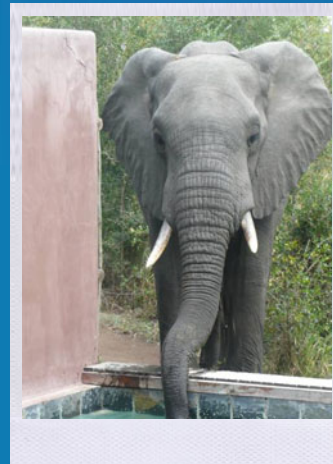
Please register your interest by emailing your resume and remuneration expectations to: employment@scenictours.com by COB Friday 28th May 2010.

For further information on the company please visit our website www.scenictours.com.

WIN A TRIP FOR TWO TO SOUTH AFRICA

During May, *Travel Daily* is giving travel consultant readers the chance to win an incredible seven-day holiday to South Africa for two people, courtesy of our friends at **South African Tourism** and **V Australia**.

This sensational prize includes return International Premium Economy airfares to Johannesburg flying V Australia, two night's accommodation in Johannesburg, a four night stay in luxury accommodation at Kruger National Park, a city tour, all transfers and breakfast daily.



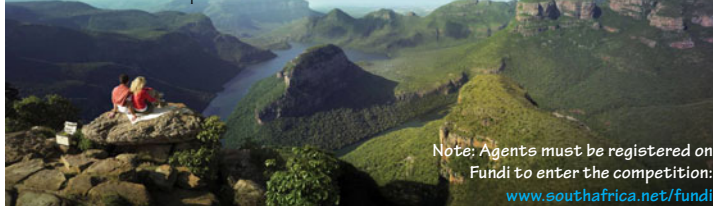
Expect to be spoilt in International Premium Economy with V Australia, including priority check-in and boarding, all leather seats with 38" seat pitch and adjustable foot rests, all inclusive food and beverage, mood lighting and much more!

To enter, simply send in a caption that represents the adventure photo featured above. You can enter as many times as you want.

Get creative & email your captions to satcomp@traveldaily.com.au

Plus, a weekly prize of two bottles of South African wine will be up for grabs for the cleverest caption received each week...so keep an eye out in *Travel Daily* each Monday to see if it's you!

[Click here for competition terms & conditions.](#)



Note: Agents must be registered on Fundi to enter the competition:
www.southafrica.net/fundi



New Florida airport

THE latest US international commercial airport in more than 15 years has opened in Florida.

Northwest Florida Beaches Intl Airport (ECP) began operations on Sun, with Southwest Airlines and Delta Air Lines offering services to Houston, Nashville, Orlando, Baltimore-Washington DC, Atlanta and Memphis.

The new airport is a relocation of the Panama City Intl Airport.

Irish Ash Charter

OVER 1,000 hotels, B&B's and tourism operators have signed up to a new Irish Visitor Charter which offers assurance from the Irish hospitality industry to cover visitors in the result of another volcanic ash incident.

Commitments of the charter include no cancellation fees, contracted rates will be adhered to and special services for guests, such as updated travel info.



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All applicants fitting the above criteria will be considered so please send your resume to jobs@maxims-travel.com

Frogs line up for Ski France



YESTERDAY, a group of agents were invited to meet with the representatives of France Montagnes and the French Ski Resorts, Chamonix and Val d'Isere who were in Sydney.

Acclaimed as the world's largest ski area covering 2,500sq/km and offering 6,000 slopes & 357 resorts and fields, catering to 8 million customers per year - 2 million of which are international travellers.

Michael Bayart of France Montagnes said the French ski resorts offer excellent slopes and conditions for all levels and sports and are a heaven for non skiers with other activities including dog sledding and ice skating.

There are four main ski resort categories - 'Top of the French Alps' has 17 resorts, offering easy access, cultural and sports events, diverse entertainment and commercial amenities to meet non skier expectations.

'Traditional Village' is a resort with protected natural areas and no modern buildings and has a whole range of activities.

'Families Welcome' features tailor-made activities to cater for all ages, and 'Large Domain' resorts allow access to a linked ski area with the same ski pass.

Chamonix Mont Blanc offers the largest off piste skiing areas in the world, according to Antonine Burnet.

Located an hour from Geneva, Chamoix Mont Blanc is home to The Freeride World Tour 2011, Kandahar Skiing World Cup and Freeride Days, and is open year round outside the ski season.

Another popular French ski location, Val d'Isere resort, is renowned for its off piste routes and 300kms of slopes, says the resorts rep Serge Tchenki.

Val d'Isere also caters for the beginners market, with easier to handle slopes at the base, providing free lift access.

Other ski attractions include an Igloo Evening Experience on the mountain that includes supper in an ice dome, with guests then given the option to ski down the descent by torchlight or return to the base by helicopter.

The ski option is priced from at €60pp (AU\$90) and the helicopter starts from €300 (\$450) per head.

Tour operators or consultants can become accredited experts on the French mountains and earn a diploma certificate by successfully completing an online training program, at e-montagne.fr.

For more info on the French ski resorts see france-montagnes.com.

Pictured above from left are: Serge Tchenki, Val d'Isere; Antonine Burnet, Destination Chamonix promotion marketing and sales manager and Michael Bayart, France Montagnes.

Unique Travelpoint

TRAVELPOINT Holidays has released its first ever Unique Australian Experience brochure that's packed full of a selection of distinctive places to stay across the country.

The program features varying price options to suit all tastes and budgets, says CEO Andrew Burnes, from luxury wilderness camps to outback stations, hiking tours, outback safaris, nature, wildlife & indigenous culture experiences - visit www.tifs.com.au.

Marriott China move

MARRIOTT International has signed deals to manage seven new properties in China, with plans to double its presence in the country in around five years.

Chairman and ceo of the hotel group, J.W. Marriott Jr said: "China is expected to be the world's single largest source of international tourism and its number one travel destination," and is currently Marriott's largest market outside of the USA.

The new hotels include the JW Marriott Hotel Dalian (2013), the Renaissance Sanya Resort & Spa (2011), the Renaissance Zhuhai Hotel (2013), Hangzhou Marriott (2014), the Courtyard by Marriott Fuzhou (2013), the Courtyard by Marriott Kunshan (2011) and the Shanghai Marriott Minhang (2015).



RESERVATION CONSULTANTS

ABOUT THIS EXCITING OPPORTUNITY...

APT is experiencing growth and is now seeking applications from Travel Professionals to join our Hampton based Reservations team. These roles involve providing excellent customer service to our valued APT direct clients and travel agents. These roles are busy and varied so expect to provide product expertise, initiate sales, make bookings, and perform general administration tasks. Roles include part time (2 days per week), after hours roles (4pm-8.30 and 5pm-5am) and full time.

ABOUT YOUR REWARD FOR HARD WORK...

In this exciting role you will have the opportunity join a leading tour provider and advance your career, work in a great team with a supportive management, as well as participate in ongoing training and development. We will also provide you with a competitive salary and discounted travel.

ABOUT OUR RESERVATIONS TEAM... (what do we look for)

Our team members are passionate about travel & sales and thrive on providing exceptional customer service. They have past travel and sales experience with a track record of increasing sales in a competitive environment and work effectively under pressure managing to juggle multiple tasks. Computer literacy, a professional phone manner, good attention to detail, efficient organisation, and the ability to work successfully within a team are all essential skills required for this role.

ABOUT APT...

A family-owned company since its auspicious conception in Melbourne the 1920s, Australian Pacific Touring (APT) now has a third generation of the McGeary family contributing to the APT Group's success.

As the number one tour operator in Australia and New Zealand, the company is committed to the continuation of its role as a fully integrated travel business by owning and operating its touring and cruising operations.

The APT Group recently embarked on a program of international growth, with the objective of positioning the company as a truly global tour and cruise operator and one of the world's leading travel companies. In doing so, the company has embraced an efficient, goal-oriented business that nurtures and develops a culture of exceptional performance. APT will continue to expand on present commitments to touring in regions that include Europe, Scandinavia, the Americas and Asia.

If this sounds like the exciting opportunity you have been waiting for then apply today and you could be part of our winning team!!

Applications of interest to: employment@aptouring.com.au

or call Melissa on 03 9277 8516 for more information.

Please include a cover letter and resume.

INTERNATIONAL CORPORATE CONSULTANT MINIMUM -5+ YEARS EXPERIENCE

Walking distance from Bondi Junction train station

Requirements: proficient Galileo, good knowledge of fare constructions and automated ticketing.

Preference - knowledge of Travelog (not essential)

Will consider suitable candidate for part time employment (minimum 4 days)

Send resume to sales@travelblitz.net

Fax: (02) 9388 0226

Travel Blitz Pty Ltd

Suite 101, 35 Spring Street,

Bondi Junction 2022

www.travelblitz.net



Welcome to TRENZ 2010!

LAST night delegates from around the world were welcomed to Tourism Rendezvous New Zealand with a cocktail party giving buyers and exhibitors the opportunity to mingle before getting down to business.

These exclusive photos including some of the Aussie attendees were taken by *Travel Daily* at the event.

THE delightful trio pictured below from left are: Elizabeth Bezzina, Grand Pacific Tours product manager; Melanie Rubinstein, Evergreen Tours; and Louise Hill, Scenic Tours product manager.



ABOVE: Wotif we go to New Zealand? Pictured with Edwin Saldanha from the Stamford Plaza Auckland (let) are Donna Rodios from Wotif Group, and Emma Kemp, Marketing Manager - Wotif Brands.



Canada

Learn from the experts...

Join representatives from Vancouver, Victoria, Whistler and Air Canada for this training session... including a full breakie!

At The Medina Grand
(189 Queen Street, Melbourne)

7:45-9:00am on June 7

RSVP essential by 31 May to brown.kate@ctc-cct.ca (places are limited)

TRENZ is managed by NZ's Tourism Industry Association, in partnership with Tourism New Zealand, Air NZ and Qantas, and is NZ's key annual destination marketing showcase.

Tourism is a vital part of the New Zealand economy and attracts significant government funding, and delegates will this week be keen to hear about plans for an extra NZ\$30m in Tourism NZ funding announced earlier this month by New Zealand Prime Minister John Key (*TD* 13 May).

ABOVE: Tane Evans, Ngai Tahu Tourism NZ; Kellie White, Product & Marketing Manager Asia, NZ & Ski Wholesale, Stella Travel Services; Melissa Rottura, Stella Travel Services; and David Hurst, Heritage Hotels NZ.

RIGHT: Jason Baker, Tourism Results New Zealand with Matt Owers, Product Manager Value Tours.



Air Tickets Fares Manager Melbourne

Air Tickets provides Australian travel agents with an extensive range of international airfares and ticketing services. With more than 50 years experience, Air Tickets is the Australian market leader in the wholesale distribution of international airfares and ticketing services to some 3,500 travel agents internationally on behalf of 105 international airlines.

We currently have an exciting opportunity available in our Melbourne office for an Air Tickets Fares Manager who will be responsible for improving Air Tickets competitive position in Fare distribution within Australia and New Zealand. The successful applicant will provide the working tools and environment that support efficient data maintenance, improved workflow and streamline the distribution of fares to ensure speed to market is industry best.

To be successful in this role you will have a thorough knowledge of fares and fare structure practices, including, IATA procedures, filing fares and coding rules. Understand and implement the complete tariff process and be aware of industry changes and distribution enhancements for the airline, travel agency and GDS. You will also possess proven leadership skills and vision and be a highly motivated self starter with ability to think strategically and have a practical hands on and results focused approach.

To apply for this role please send your CV to careers@stellatravel.com.au by 27 May 2010



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Count on TMS to get you the right job!

Hot Jobs (Australia) - May 2010

JOB OF THE WEEK! Business Relationship Director – Sydney CBD

- Team Management
- Global Organisation

Major Travel Organisation is seeking to fill a management position within their company. You will be strategically directing the team of Account Managers. It is essential that you have strong proven leadership skills as you will be managing a competent developed team. In addition this role requires that your immediate background includes extensive experience in business relationship management and have a strong understanding of corporate travel complexities from previous employment.

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

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

Helpdesk Executive – Sydney CBD

- Global Travel Technology company
- Salary \$40k + super

Our client is a Global Travel Technology company based in the CBD seeking a Helpdesk Executive who will provide daily support to travel agencies in Australia and New Zealand. You will achieve a high level of customer service while finding fault resolutions for customers. The role will suit a travel consultant who is looking at entering the world of travel technology, or somebody working in a similar role. You will need at least 2 years travel agency experience in using a CRS, have fares and automated ticketing skills and a working knowledge of mid to back office travel accounting packages. The company you will be working for has an excellent management team, who knows how to look after their staff.

Contact Emma MacPherson T: **02 9231 6444**
E: emma@tmsap.com or **apply online now!**

Always Wanted To Step Up into Corporate Travel - Melbourne

- Base depending on experience
- Global organisation
- CBD location

Are you an experienced travel consultant looking to take on your next challenge? This is your opportunity to finally get into corporate travel. Due to growing accounts this fantastic corporate travel company are looking for experienced travel consultants from all areas of the travel industry to join expanding teams within their company. 2 years travel industry experience in either retail or wholesale required.

Contact Emma MacPherson T: **02 9231 6444**
E: emma@tmsap.com or **apply online now!**

Domestic Corporate Travel Consultant Required - CBD

- Up to \$45k plus super
- Ultra modern offices in the CBD

Due to growing accounts this fantastic corporate travel company in the city are looking for an experienced domestic corporate travel consultant to come on board. The ideal candidate will have a minimum of 2 yrs experience in corporate travel consulting, but it does not matter what CRS you can use as you will be cross-trained.

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

Cruising consultant! - Brisbane

- Create unique itineraries to exotic destinations
- You will be in demand – market is hot right now!

The culture of this agency is based on fun, friendship and supporting each other. Families are offered on a rotated basis and regular training is provided. You will work to realistic sales targets and you will be rewarded according to your passion and success in creating travel dreams for your clients. Immediate start required – Interviewing now....don't miss this opportunity!

Contact Anna Mayze T: **0430 434 362**
E: anna@tmsap.com or **apply online now!**

After Hours Consultant - Melbourne

- CBD location
- Perfect life/ work balance

Are you looking for flexible hours? Do you want a better life/ work balance? Enjoy having your days free? This could be the role for you. Work for this well known Corporate Management Company and you will be kept on your toes booking last minute travel, rerouting passengers and problem solving. Great team and company benefits.

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

Online Travel Consultant – Perth

- No face-to-face selling
- Great earning potential

This online agency is looking for a dynamic personality to join their team. Assisting clients with their online bookings and selling fantastic packages the sky will be the limit with your earning potential. If you want to join one of the fastest growing areas of the travel industry do not hesitate in applying today!

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

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NEW CHALLENGES AVAILABLE FOR TALENTED EXECUTIVES! REGISTER WITH AA AND GO INTO THE DRAW TO WIN A SEX AND THE CITY \$500 SHOPPING SPREE VOUCHER

SET SAIL FOR A UNIQUE NEW PRODUCT ROLE

**CRUISE PRODUCT EXECUTIVE
SYDNEY – SALARY PACKAGE TO \$60K**

This position is available NOW for someone with previous experience in packaging up product for distribution through retail agencies with a particular knowledge of cruise. You'll be proactive in competitor analysis and have great relationships with suppliers allowing you to stay ahead of the game when it comes to putting together the best deals. Top team & salary!

MAKE YOUR MARK ON THE BIG STAGE

**STRATEGIC SALES MANAGER
SYDNEY – SALARY PACKAGE OTE \$100K++**

If you prefer to play at the pointy end of the corporate market here's a role that will allow you to exercise all of your skills in big business acquisition. You'll be an energetic hunter experienced in writing detailed tender documents and making compelling presentations. A leading global name and top salary package with benefits awaits the chosen one!

SHARE YOUR KNOWLEDGE, DEVELOP THE TEAM

**TRAINING MANAGER
SYDNEY – SALARY PACKAGE TO \$75K**

This is a fantastic role for a qualified Trainer who loves seeing organizations benefit from your knowledge & skills. This management role plays an integral part in the ongoing improvement & development of the company's training activities and you'll be conversant in training leadership & soft skills ideally from a Travel environment. Top salary & great team.

MOVE UP TO THE UPPER CLASSES

**CORPORATE CLIENT RELATIONSHIP MANAGER
SYDNEY – SALARY PACKAGE TO \$90K OTE**

If you're an experienced CRM who has a talent & passion for fostering strong professional relationships, retaining & growing accounts, and delivering above-average account management services this up-market Agency has a place for you. Bring your extensive experience and understanding of corporate travel to this beautiful office and enjoy the rewards.

MOVE IN INDUSTRY CIRCLES

**BUSINESS DEVELOPMENT MANAGER
MELBOURNE – SALARY PACKAGE OTE \$80K+**

Drive the sales for this leading global product and reap the rewards from your strong industry relationships and understanding of the travel business. You will be a self-motivated sales professional who can stay on top of market intelligence, pursue new opportunities, and convert new business. A high profile role with a leading organization.

DRIVE CORPORATE SALES

**CORPORATE BDM
MELBOURNE – SALARY PACKAGE OTE**

This exciting new position is available now for someone who can clearly articulate their passion for sales, their process in developing opportunities, and their success in winning new business. A true "hunter" role, this prestigious Agency will offer you a lucrative salary package, great benefits, and ongoing career opportunities. One for the best of the best.

PROVEN CORPORATE RELATIONSHIP BUILDERS

**CORPORATE ACCOUNT MANAGER
BRISBANE – SALARY PACKAGE \$80K OTE**

Are you experienced in Account Management, maintaining & growing key accounts for a TMC? If you have a background in a corporate travel this analytical and commercially focused role will allow you to work with an award-winning company and manage a prestigious portfolio of corporate accounts. An above-average remuneration package is available.

AMAZING AUSTRALIAN SPECIALISTS

**INBOUND TRAVEL OPERATIONS SUPERVISOR
SYDNEY – SALARY PACKAGE TO \$65K NEG**

If you have experience in designing luxurious, up-market itineraries all around Australia & NZ and dealing with knowledgeable, discerning clientele this beautiful inbound travel operation is yours to lead. Supervisory experience is essential, as is the highest level of product knowledge and a true belief in the highest levels of customer service.

CONTACT YOUR DEDICATED 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 NEW LOOK WEBSITE @ www.aaappointments.com

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Nusa Dua, Bali



Club Med is a dream solution for your next corporate event. With a corporate track record that dates back 60 years and a choice of some of the world's most stunning locations, we offer you so much more than any ordinary resort or venue for group sizes of 20 and above.

Over the past 60 years Club Med, has become famous, worldwide, for its unique ability to bring people together of all ages, race and culture. Club Med's special expertise in forging strong and lasting relationships through team building is the backbone of its conferences and incentive meetings.

What makes us Unique?

- ✓ Personalized Service from your very own Account Executive
- ✓ Dedicated Conference Manager on site
- ✓ Onsite Team Building staff
- ✓ Complimentary group registration desk
- ✓ Exclusive Cocktail Parties
- ✓ Exclusive Dinners
- ✓ Partner Programs
- ✓ Optional Tours
- ✓ All-Inclusive packages



Cherating Beach, Malaysia

Rent-A-Resort

Only at Club Med can you Rent-A-Resort and have the entire resort exclusively for your organisation.

The Rent-A-Resort concept is the perfect solution for staff incentives, conferences, product launches and events. An all-inclusive fully customized package will be created to meet and exceed your every requirement.

For more information visit www.clubmed-business.com.au