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Travel Daily AU

First with the news

Mon 14 Dec 09

Page 1

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

WIN \$200 SHOPPING VOUCHER
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Prize will be awarded the week of 7 December 2009, just in time for some Christmas shopping

AUSTRALIAN SALARY SURVEY 2009 - click here

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Win the Wiggles!

TRAVEL Daily is today offering an exclusive VIP family pass to see the Wiggles in concert at Acer Arena in Sydney this Saturday, courtesy of THAI International.

The prize includes entry for four people, access to the THAI VIP suite and drinks, snacks and ice-creams for all.

The concert starts at 10am Sat 20 Dec and entries must be in by close of business this Wed 16 Dec.

To enter, be the first person to tell us *How many classes and how many seats are there on THAI's new A340-600 aircraft now flying two of Sydney's three daily flights to Bangkok?* - and also name a popular Wiggles song.

Email your entries ASAP to thaicomp@traveldaily.com.au.

Oasis of the Seas

TODAY is the official launch of TDTV, a new video service which allows the industry to showcase product to travel agents.

The debut video is on Royal Caribbean's *Oasis of the Seas* - see www.traveldaily.com.au.

Amex recruits

AMERICAN Express is looking for a number of new staff in both leisure and corporate travel - p8.

Rex Qld Qantaslink attack

REGIONAL Express has accused QantasLink of predatory pricing on the Townsville to Mackay route, lodging a formal complaint with the Australian Competition and Consumer Commission.

Rex gm Network Strategy & Sales, Warrick Lodge, said that in mid-August when Rex announced its first ever Northern Qld passenger services on the route, "QantasLink immediately responded by dropping its entry fare level by 35% to \$99 and dumping an additional 40,000 annual seats on the route."

He contrasted this with Qantaslink fares on the monopoly Rockhampton-Mackay route which haven't changed.

"Rex is not afraid of fair competition and we have been competing successfully with QantasLink for the past 7 years.

"However we do not have the deep pockets of Qantas and we

cannot continue haemorrhaging on a route indefinitely," Lodge said, calling on the ACCC to investigate and take appropriate action over the matter.

Jetstar MEL-BNE

JETSTAR will begin services on another key domestic trunk route next year, with the 01 Jul debut of JQ flights between Melbourne Tullamarine and Brisbane (TD breaking news).

The move sees Jetstar enter a key Qantas mainline route, as well as competing head to head with Tiger Airways between the Vic and Qld capitals.

MEANWHILE Jetstar has also announced its first airport lounge in New Zealand at Auckland's domestic terminal.

The pay-by-use lounge will be available to from Feb next year for Jetstar and Qantas int'l pax travelling on the carrier's domestic network from Auckland, offering food, beverages, business facilities, computer terminals and free Wi-Fi access.

Access to the Akarana Lounge will be about \$NZ15-20, after an introductory offer of NZ\$10.

It's the low-cost airline's second such airport lounge venture and follows the *Gold Coast Lounge* that opened in May (TD 27 May).



Exclusively presents
Oasis of the Seas



Click here to view
Oasis of the Seas - Part 1
by Barry Matheson

Click here to listen to
Barry's interview with
2GB's Alan Jones

Look out for
Oasis of the Seas - Part 2
in Travel Daily tomorrow

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EXPERIENCE MACAU!

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Velocity expansion

VIRGIN Blue has today announced the expansion of its Velocity Rewards loyalty scheme to include seven new countries.

Residents of Fiji, Samoa, the Cook Islands, Tonga, Vanuatu, the Solomon Islands and Papua New Guinea are now able to join the program and earn points on Virgin Blue, Pacific Blue, Polynesian Blue and V Australia flights.

Until now Velocity has only been available to residents of Australia and New Zealand.

Rex Qld addition

REGIONAL Express has announced a new non-stop air service between Mount Isa and Townsville, to debut 31 Jan 2010.

The new operation further expands Rex's Qld presence and follows the recent decision by the Qld govt to award the carrier the Northern 2 route which links Mount Isa to Townsville via Julia Creek, Richmond and Hughenden.

Rex gm Network Strategy & Sales, Warrick Lodge, said "we are starting this service in response to the persistent and genuine pleas from the local community for an air service to Townsville that is affordable and which has a business friendly schedule".

The move will see the carrier base a 34-seat Saab 340 B-plus aircraft in Mount Isa each evening.

Cruise West for eCruising

SEATTLE-based small ship cruise specialist Cruise West has today announced the expansion of its distribution in Australia, with the appointment of CruiseAgents.travel as another local representative.

CruiseAgents is the wholesale division of the vertically integrated eCruising cruise specialist travel agency which has offices in Sydney and Hong Kong.

Cruise West is already sold here by Travel The World and Adventure World, and Cruise West is also a cruise line member of the International Cruise Council of Australasia.

CruiseAgents ceo Brett Dudley, who's now relocated back to Sydney after a year in Hong Kong,

Air Austral order

REUNION based Air Austral has placed an order with Boeing for two 737-800 New Generation aircraft, to be delivered in 2010.

The jets will be configured with a two class economy cabin and are planned to be used on regional services along with giving UU the option to consider other destinations.

Air Austral intend on using the new 737-800s to replace its B737-300 and B737-500 aircraft that were purchased at the carrier's inception in 1991.

told TD he was thrilled to be appointed to represent Cruise West, and is looking forward to building the line's business.

"This is a unique product, and we expect to expand Cruise West business in Australia by marketing and packaging the cruises for Australian travel agents and consumers," he said.

Awareness of Cruise West in the local market is set to soar in 2010, with the line visiting Australian and NZ ports for the first time ever as part of its inaugural world cruise itinerary.

Dudley said CruiseAgents would be paying agents 12% commission on all Cruise West products as part of its launch strategy, with the company also offering world cruise sectors which include a 15 night package from Fiji to Auckland from \$6999.

More info 1300 55 88 64.

Elite Resorts launch

THE new Elite Resorts of Asia Pacific group will officially launch its website tomorrow, with an initial membership of 22 resorts in ten Asia-Pacific countries.

The brainchild of former Leading Hotels of the World executive Mark Greedy, launch members include Hayman Island, Huka Lodge, the Trisara Phuket, Capella Singapore and even cruise lines Orion Expedition Cruises and Silversea.

Greedy said Elite Resorts will refer all enquiries to members, meaning they should "expect increased direct reservations and thereby reduce dependent on tour operators and their 30-40% margin impact."

"Elite Resorts will provide a tremendous marketing ally...and a unique channel through which to source reservations and brand influence in key markets," he said.

The site can be viewed at www.eliteresortsofasiapacific.com.

Window Seat

MOST people don't get terribly excited about an office move - but that wasn't the case for Reho Travel md Karsten Horne last weekend.

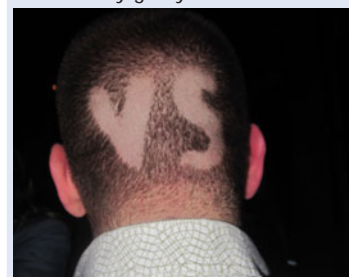
The corporate travel specialist relocated to the city after 27 years in North Sydney yesterday - and it must have been hot work because Karsten was snapped (below) in his birthday suit carrying the Reho sign to its new location at level 2, 34 Hunter St.



Karsten off to erect the Reho sign

AND while we're on the subject of dedication, it doesn't get much better than this example from the Virgin Atlantic Christmas party in Sydney earlier this month.

Dan Greenyer of FCm Travel (below) clearly showed his favourite carrier, by shaving the Virgin Atlantic VGS code into his head - very gutsy!



Very Stylish!

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a rewarding experience.

QATAR
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Sparkling on board Jewel



SIX hundred travel agents from across the country partied on the decks of P&O's new *Pacific Jewel* on her debut one-night cruise out of Sydney last Friday evening.

As the all-white superliner made her way under the Bridge and past the Opera House, her sirens constantly blaring, the agents sipped exotic cocktails and danced in what must have been one of the liveliest sail-away parties seen on the Harbour.

The ship, which can carry up to 2,000 passengers, will be based year-round in Australian waters and will offer frequent 8-10 night South Pacific itineraries in 2010.

She joins *Pacific Dawn* and *Pacific Sun* in the P&O fleet here.

"It's really exciting to have three P&O ships here as it gives travel agents more opportunities to grow their business," said Jenny Lourey, P&O senior vp.

"And with almost 200 balcony cabins, more than any other cruise ship operating out of Australia, it allows agents to sell high-yielding cabins which means an increase in their bottom line," she told *TD*.

Pacific Jewel offers a number of firsts, such as the first outdoor

circus rig on the pool deck; Luke Mangan, the first Celebrity Chef on an Aussie cruise ship who'll be creating special menus in the Salt Grill Restaurant; also new is a Chocolate Café and the lavish Aqua Health Spa and Fitness Centre, the biggest Spa in the Southern Hemisphere at sea.

TD noted staff sporting stylish new uniforms. Gone is the P&O "Rising Sun" logo to be replaced by a striking sea-blue logo.

As for forward bookings? "It's been phenomenal. Our maiden voyage which left yesterday (Sunday) went out full, in fact all of our cruises are proving so popular, we expect to be full 100% of the time," said Lourey.

"It'll be the leader of the pack," said Brett Jardine, ICCA gm, adding: "P&O have done a fantastic job in the multi-million dollar makeover of *Pacific Jewel* and this will only help further stimulate the cruise market."

Pictured above on board on Fri afternoon are, from left: Craig Chisholm, Oz Cruising; Jenny Lourey; Alastair Fernie, Harvey's Choice Holidays; and Catherine Allison, Jetset Travelworld.

QF jack up intl fares

LATE last week, Qantas announced it will be increasing international fares by up to 5% on select routes effective Fri 18 Dec (*TD* breaking news Fri).

The 5% increase will apply for tickets sold from Australia in economy class to North America, Japan, UK/Europe, Africa, South America, Hawaii, Thailand, Hong Kong and other routes.

Premium Economy cabin fares will rise up 5% on routes to North America, Singapore, Thailand, Hong Kong and the UK/Europe.

Business cabin fares are going up by 3% on services including the UK/Europe, Africa and China, while First will increase 3% on markets to the UK/Europe, Hong Kong, Singapore, Thailand and Africa.

Agents have until Thu 17 Dec to issue tickets to avoid the increase.

Wholesale (excluding Earlybird fares) and affected Group Fares will also be going up for tickets issued on/after 08 Jan 2010.

Mick strikes Fiji

BLUE Lagoon Cruises, Captain Cook Cruises and South Seas has ceased operations today in Fiji in the wake of the Category 1 'Cyclone Mick' which has resulted in high seas and rough conditions. International flights into Nadi currently remain on schedule.

DJ growth on hold

VIRGIN Blue is holding off on expansion to regional airports because of a \$20 per passenger security level imposed on its Embraer E-Jets.

According to *The Australian* DJ chief executive Brett Godfrey said Virgin Blue wants to expand its reach to further regional hubs but has delayed doing so as its at a disadvantage to Qantas' similar sized Q400 turboprops which avoid the security levy.

Godfrey said, "We pay up to \$20 at some regional ports and when you're looking at a \$70 fare, we just can't compete."

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If this sounds like it is for you please submit an application to sandra@asatours.com.au.

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We need you

Concierge Business Travel is enjoying continued success and growth and we are looking for like minded people to join our highly experienced Travel Advisory team from January, 2010.

The ideal candidates should have experience with Sabre GDS (plus self ticketing), Tramada and extensive airfare knowledge with a minimum of five years experience in dealing with complex international itineraries. The roles are multi-skilled and require the successful candidates to process both international and domestic booking requests.

If you possess the required skills and would like to work within a positive and growing business environment please send a copy of your up-to-date resume to Mary Gava at mgava@conciergebt.com.au

Garuda crash pilot gets out of jail

THE Garuda pilot who was at the controls of the ill-fated plane that crashed at Yogyakarta Airport on 07 Mar 2007 killing 21 pax (incl 5 Aussies) has escaped conviction.

On Fri, the Yogyakarta High Court overturned the two year jail sentence handed down to Marwoto Komar after prosecutors had failed to prove him "convincingly guilty."

Ticket Changer

TRAVEL technology solution Amadeus has rolled out a function in the UK which allows travel agents to change a customers ticket from anywhere in the world.

Amadeus says *Ticket Changer* only takes seconds to use, saves time for agents and leads to fewer Agency Debit Memos as the reissued ticket is part of the Amadeus fare guarantee.

Available with 56 airlines so far, Ticket Changer is said to save up to 25 mins per re-issued ticket.

Turner into NSW

FLIGHT Centre ceo Graham Turner has expanded his private luxury accommodation business Spicers Retreats, Hotels and Lodges into NSW, with the Vineyards Estate in the Hunter Valley rebranded as Spicers Vineyards Estate.

He's purchased the property in a joint venture with Belinda Grant and Mark Stapleton who will manage the luxury escape.

Sabre tkt security

TRAVEL agents will be able to enable and/or disable their ability to issue airline tickets outside business hours thanks to a new free optional security application from Sabre Pacific.

The 'Ticket Safe' application assists with fraud protection for agencies, with GM sales, marketing & product Richard Morgan saying it provides Sabre-connected agents a 'best practice' check to prevent unauthorised remote ticketing.

MMap acquire Bristol

THE European Commission has given the green light for Macquarie Group and the Ontario Teachers' Pension Plan Board to take joint control of Britain's Bristol Airport, saying the deal "would not significantly impede effective competition."

Alitalia to Hollywood

THE new Alitalia has revealed it plans to recommence services between Rome-Los Angeles.

AZ have loaded a five times weekly service between the cities from 05 Jun using a 777-200ER jet.

SYD evacuated

900 passengers were evacuated from Sydney Int'l Airport on Fri night after a reported gas leak left dozens of people feeling ill.

Emergency crews and NSW Fire Brigade were unable to locate the source of the outbreak, which left some people with the taste of metal in their mouths.

DL/SQ end FF pact

DELTA Air Lines and Singapore Airlines will terminate their frequent flyer partnership on 15 May 2010, ending their reciprocal earning and redemption programs on *SkyMiles* and *KrisFlyer*.



ABOVE: The first test flight of Boeing's long awaited 787 *Dreamliner* aircraft has been scheduled for 10am Tue morning US Pacific time.

The announcement comes after the plane registered as ZA001 was put through its paces over the weekend with high speed taxi testing taking including lifting the nose gear from the tarmac (pictured) for the very first time.

Vice president and chief project engineer Mike Delaney said, "Our pilots told me the airplane performed beautifully."

"We're going through and analyzing the data to ensure we're ready for the first

flight... from evaluations we've done so far, everything looks good," said Delaney.

Boeing expect to fly the revolutionary jet for about three hours from Paine Field to Boeing Field in Washington state, weather permitting.

The Qantas Group has placed an order with Boeing for 50 *Dreamliner* aircraft, 25 of which are planned to go to Jetstar (TD 26 Nov) to aid with its international expansion plans and the other half to operate domestically for QF.

Aviation buffs can watch the maiden flight live via the internet at www.boeing.com or at www.newairplane.com.

Operations Manager Au/Nz

STA Travel, the undisputed leader in youth and adventure travel has an exciting opening for an experienced operational travel manager. Become a valued member of our organization and enjoy not only a rewarding base wage but also 17.5% annual leave loading and relaxed attire not to mention a great company culture.

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- Effective workforce Management in a high volume and high paced changing environment
- Publish, monitor and manage service level agreements between Operational Departments and Point of Sale
- Provide auditable reporting to Operations Director on outputs, efficiency and QC measurements
- Lead and motivate the team through successful change management
- Liaise with Point of Sale Management for service improvement in the name of Best Practice

The appointed candidate will have:

- A minimum of 6 years Travel industry experience
- High level knowledge of GDS and Ticketing
- Proven experience in managing a high volume centre with SLA's /KPI's
- Ability to identify and implement process and procedural improvements that drive efficiency gains
- Developed reporting and analytical skills
- High Level communications skills that will enable you to present and negotiate with confidence
- A best practice initiative to develop improvements and manage change to the customer
- Change management skills
- Proven leadership skills

If you match the criteria detailed above and are looking for a role within an organization that values individuality please apply by submitting your application to Lisa Wheelhouse on lwheelhouse@statravel.com.au by the 18th December 2009. For a copy of the job description or to discuss further contact the HR department on 03 8417 6905



Japan/US sign Open Skies pact

THREE major US airlines have welcomed the bilateral agreement reached on Fri between the US and Japanese governments to ease restrictions on flights between the two countries (*TD Wed*).

United Airlines, Delta Air Lines and Continental Airlines all praised the decision makers for the pact which will permit guaranteed access to Tokyo's Haneda airport for the first time in 30-plus years.

This first full-scale open skies deal for Japan permits unlimited flights, carriers and destinations for airlines from both sides, except on Tokyo markets.

It means there will be about 40 new international services at Tokyo Haneda from Oct next year, half of which can be operated by foreign airlines.

But those flights must operate between 10pm and 7am, with

exceptions to some destinations within Asia.

UAL president, chairman and ceo Glenn Tilton said UA now plans on forming a joint venture with Star Alliance partners All Nippon Airways and Continental to add more destinations.

DL said the agreement "opens the door to antitrust immunity, which would enable Delta and Japan Air Lines to engage in deeper and more effective cooperation."

And CO chairman and ceo Larry Kellner referred to the decision as a "breakthrough which will re-define air travel between the US and Japan."

However JAL and ANA will still need to secure anti-trust approval for any joint ventures with the US carriers, similar to the process currently being undertaken by V Australia and Delta Air Lines.

Rewards for Xmas

WORLD Rewards is offering travel agents up to 1,000 bonus points as part of its *Celebrate Christmas* promotion.

To enter, agents need to visit the competition page on the World Rewards' website and correctly answer a daily question for a chance to win 100, 200, 500 or 1,000 bonus points.

The comp runs until 21 Dec, see www.worldrewards.com.au.

Croatian credits

BEYOND Travel is offering up to \$400 credit per couple on select tours from its just released 2010 Croatia & Beyond program.

The Beyond Travel credits apply to bookings paid in full by 31 Mar, for travel until 31 Dec 2010.

See www.beyondtravel.com.au.

New Berlin airport

THE Germany city of Berlin will have a new airport from Oct 2011 dubbed Berlin Brandenburg International Airport.

Currently under construction, the airport will have the airport code of BBI, replacing the city's three airports - Tempelhof, Tegel and Schonefeld Airports.

Gran Melia in Asia

SPANISH hotelier, Gran Melia Hotels and Resorts has expanded into Asia, opening its first property in China on Sat 12 Dec.

The 686-room hotel Gran Melia Shanghai is located in the Lujiazui Financial & Trade Zone and walking distance from the Oriental Pearl Tower and Shanghai Ocean Aquarium.

Save 30% in Austria

TEMPO Holidays is offering a 30% discount on two of its new Austria tours to coincide with the launch of its new France Germany 2010 brochure.

The deal is being offered on the five-day Imperial Journey through Austria, which is now \$1,340ppts, while the four-day Austria for Food and Wine Lovers had dropped to \$1,135ppts.

New bookings for 2010 travel dates need to be paid by 31 Jan.

UTracks on Mount Blanc



ABOVE: UTracks/World Expeditions industry manager Phil Wyndham recently took a group of agents to experience the breathtaking beauty of Mount Blanc Circuit in Europe.

The eight agents spent seven days discovering the soaring scenery of the Alps as they experienced first hand this new exciting trend of self-guided travel.

Pictured here *from left* are: Phil Wyndham, World Expeditions/Utracks; Brian Forster, Flight Centre Newtown; Jasmine Davies, Flight Centre Leichardt; Jackie Agosta, Travel With Kidz Roseville; Lindsay Greig, Sirocco Travel; Alysha White, Flight Centre Kirrabilli; Ayra Morgan, Thor Travel; Anna Powell, Australia Zoo Travel; and Melissa Guy, Flight Centre Mosman.

SALES SUPPORT EXECUTIVE



Hertz, the world's leader in car rental, has an excellent opportunity for a Sales Support Executive to join our sales team in Melbourne.

Reporting to the Regional Sales Manager your prime responsibility will be to provide internal sales support to the VIC, SA, WA Sales Team. You will be responsible for all sales and support processes as well as being a point of contact for corporate and travel industry clients.

The successful candidate will have experience working in a similar sales team environment, possess excellent customer service, organisational and time management skills and be able to work independently and as part of a larger team. Proficient use of the Microsoft suite, in particular Word, Excel and Powerpoint, is essential.

Interested applicants should apply to Martina Jennings, Regional Sales Manager VIC, SA NT WA at mjennings@hertz.com no later than Thursday 17 December 2009.

Send in your Christmas photos and win!

Entries are beginning to flow in from your Christmas celebrations as part of our popular annual Christmas photo competition, this year in conjunction with Fraser Suites Sydney.

Today's entry has been sent into us from the team at Sun Island Tours at their Christmas Party. Pictured *from left back row* are: Danny Reid, John Polyviou, John Costa, Lesley Hoffman, Larry Burrows, Paul Polyviou, Claire Ascione, Beris Everett and Lakis Polyviou.

Seated: Angelya Vassiliadis-Balaguer, Spiro Ellul, Eleesha Russell, Karen Bonanno, Roger Cesaro, Davina Took, Maryanne Ferreira and Samantha Galea.

At the end of the month, the judges will select their favourite photo and the person who submitted this will win one night's Fraser



Suites Sydney accommodation in a one bedroom deluxe suite, sparkling wine & a fruit bowl upon arrival and complimentary car parking - all valued at \$600.

So get into the spirit and start snapping, then email your festive photos (including names of the people pictured) to ymasphotos@traveldaily.com.au.



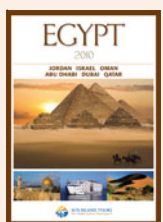
Brochures of the Week

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



Travel2 - Canada & Alaska

Travel2's first Canada & Alaska brochure offers a comprehensive selection of products for FIT clients. It features a wide range of hotels, lodges & resorts from the West & East coasts, sightseeing, self drive itineraries, wildlife tours, adventure packages, Alaska & Eastern Canada cruise options, rail tours escorted tours and more. Distributed by TIFS, the brochures will arrive in agencies soon. For info call 1300 361 221.

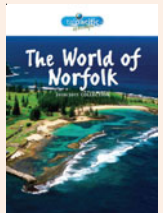


Sun Island Tours - Middle East 2010

New for Sun Island Tours in this program are the destinations of Israel and Qatar, along with more tours and packages including private tours in Egypt. A highlight trip is the 21-day 'From Pharaohs to Prophets' tour which travels through Egypt, Jordan and Israel, currently priced from \$4,732ppts.

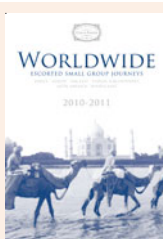
Sun Island Tours - Mediterranean 2010

This program features more packages which combine different cities such as Athens, Rome, Paris and Cairo. There's also a greater range of earlybird deals in Italy, France and Spain. The nine-day Dalmatian Sunshine tour is now priced at \$2,040ppts due to a 5% discount of Croatia tours. For more info phone 1300 665 673.



Talpacific Holidays - The World of Norfolk

Talpacific Holidays have just released their new 32 page brochure for The World of Norfolk. It offers a wide range of accom options incl hotels, lodges, apartments and cottages. There is an 'About the World of Norfolk' page with useful info as well as a 'What to do on the World of Norfolk' page, a comprehensive selection of tour information and details on group travel. For bookings, call Talpacific Holidays on 1300 137 727, brochures are being distributed by TIFS this week.

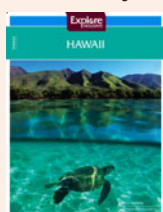


Cox & Kings - Worldwide Small Group Journeys 2010-2011

Cox & Kings first Australia/NZ brochure features a selection of 33 journeys travelling between Jan 2010 and Apr 2011 in Africa, Europe, the Far East, Indian subcontinent, Latin America and the Middle East. Tours cater for groups of 10-25 passengers and feature 4 or 5-star hotels, lodges or camps along with Luxury and Discovery trips. Go to coxandkings.com.au for tour details and pricing, or phone 1300 836 764.

Explore Holidays - Canada 2010

This brochure is packed with everything needed for planning the ultimate Canadian journey. New product includes new Rocky Mountaineer routes, many extended touring options and luxury 5 star lodges. Agents can book everything from Grizzly Bear tours, Zip Trek Eco Tours and Chateau accom in the Rocky Mountains.



Explore Holidays - Hawaii 2010

An extensive range of accom and touring is offered in this program, from budget to luxurious 5-star properties. There's also cruising, car hire, mini stays and double/multi destination short-breaks incorporating Honolulu, Maui, Kauai and the Big Island. Other options include Surf School Hawaii, Volcano Tours and Zipline Adventure Safari.

Phone Explore Hols on 1300 731 000 or see exploreholidays.com.au.

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

Fun in the Qld sun with AOT



ABOVE: The AOT Group took a group of lucky Harvey World Travel agents to the Whitsundays earlier this month.

The agents enjoyed four days of island hopping, visiting Daydream Island Resort & Spa, Peppers Palm Bay Long Island, Hamilton Island & Hayman.

They also spent a day aboard the winning Sydney to Hobart yacht where they were whisked

New route to ANC

US AIRWAYS will begin linking Alaska with the North Eastern US states for the first time from 01 Jun when it starts flying between Anchorage and Philadelphia.

The seasonal daily nonstop service will operate until 07 Sep.

Tara Hols ceases

CHINESE inbound tour operator Tara Holidays Australia (ABN 52 085 975 926) has ceased trading as a travel agent from its Sussex St, Sydney office, reports the TCF.

off to Blue Pearl Bay for snorkelling and diving.

Pictured here *from left* are: Samantha Gibbs, HWT Marketown; Lisa Carter, HWT Southland; Kate Higgins, HWT Rosebud; Natasha Haberfield, Holidays on Sale, Neutral Bay; Sharlene Cullen, HWT Kotara; Robert Kirk, HWT Chatswood; Jill Lance, AOT Hols; Marie Ratumu, HWT South Yarra; Jessy Walsh, HWT Ashburton; and Kylie Airs & Skye Cruden of AOT Holidays.

Stamford travel industry rates

STAMFORD Hotels and Resorts has released its travel industry rates for the summer school holiday period, 09 Dec - 31 Jan.

Options include: Sir Stamford at Circular Quay from \$195; Stamford Plaza Melbourne from \$160; or Stamford Plaza Adelaide for \$116.

Each rate includes brekkie for 2 - for info phone 1300 301 391.



HRG Australia - A leading global travel management company currently has several opportunities for the following roles:

Business Development Managers (Melbourne and Sydney)

We are looking for experienced, driven and focused Business Development Managers based in Melbourne and Sydney.

The successful applicants will have existing travel management experience with a thorough knowledge of sales principles, a proven track record and have a high drive to succeed.

Manager, Strategic Supplier Partnerships (Sydney)

This role will be suited to a person with extensive industry expertise, strong people management, analytical and communication skills. You will have demonstrated leadership experience, the ability to build strong commercial relationships and a proven track record in the development and execution of business plans.

If you believe you're suitable for either of these roles and would like to join our dynamic sales team or manage our Supplier Partnerships please send through your CV to: recruitment.au@hrgworldwide.com

Applications close Friday 18th December 2009

www.hrgworldwide.com
HRG Australia. A Hogg Robinson Group company



AA EXECUTIVE DIVISION IS GROWING...

Due to the demand from our clients and candidates, the AA Executive Division has expanded. We now have four Senior National Recruitment Managers exclusively dedicated to sourcing the best executive opportunities for our candidates both in Australia and abroad.

If you are serious about your career – it's time to meet with the experts!

TERRITORY MANAGEMENT

STATE SALES MANAGER – WA/SA (MATERNITY CONTRACT)
PERTH – PKG TO \$90K INC CAR

Do you have the ability to create an effective team while also being able to implement new sales strategies and grow sales across your region? This great opportunity is ready for you today. Managing a team of BDMs across WA and SA you will be responsible for ensuring targets are met and exceeded while using your resourcefulness to build the territory sales. This role requires international and domestic travel throughout the year along with 1 day per week at client visits. Great opportunity to expand your skills across the sales department.

INCREASE THE BUSINESS TODAY

BDM – CORPORATE TRAVEL
PERTH – PKG DEP ON EXPERIENCE

Make an impact on this company's growth with your experience when you join this National Company. As an experienced business development manager across TMCs you will be able to focus on getting the job done and closing the deal. Having sole responsibility for your region it is all up to you to gain the business contacts, make presentations and negotiate to win the business.

A SUPER SUPERVISORY POSITION

RESERVATIONS SUPERVISOR
SYDNEY – SALARY PACKAGE to \$70K

If you have experience leading a team, driving performance, training & developing, managing KPIs and implementing incentives this position is perfect for you. It's with a fantastic company that has beautiful international product and an inspirational leadership team that will help you become a stronger leader. Great office environment, a fun team, and a top salary & incentives are available for the successful person.

YOUR CLIENTS MEAN EVERYTHING TO YOU

CLIENT SERVICES MANAGER
SYDNEY – MATERNITY LEAVE CONTRACT

This is a position with fantastic variety. Most importantly, you'll have strong people management skills, essential in maintaining the high customer service levels this company is known for. Next, your own client relationship skills will be strong, allowing you to confidently meet with your key clients on a regular basis, manage SLAs, make recommendations or handle escalated issues. Finally, if you've got a knack for technology and have some experience in an implementation or IT environment you've ticked all the boxes.

CORPORATE SALES – GIVE YOUR CAREER WINGS

BUSINESS DEVELOPMENT MANAGER
SYDNEY – SALARY PACKAGE OTE \$100K+

This corporate agency is buzzing with excitement. They have broken all records even over the past year, and they have so many new business opportunities in Sydney that if you're the energetic BDM in this position to sign it up you'll hit the big time! What's more, this team is amazing, so motivated and friendly that you'll instantly feel at home. Your sales career will really take off in this position and you'll love this company.

SENIOR FINANCE ROLE – A RARE GEM

FINANCIAL CONTROLLER
SYDNEY – SALARY PACKAGE TO \$120K

Provide commercial and strategic advice to the GM of a fast-growing company and help drive the company growth. You will lead the Accounts team and work closely with the GM to ensure that the company is in a sound financial position and has the capacity to take advantage of growth opportunities. We need an energetic, qualified finance professional who is commercially savvy and current with USGAAP standards.

YOUR NATIONAL EXECUTIVE RECRUITMENT TEAM

Executive Division - Hospitality

Adriana D'Angelis
Managing Director
Ph: 02 9231 1299

Kate Dalrymple
Senior Account Manager
Ph: 07 3229 9600

Executive Division - Travel

Linda Green
Senior Account Manager
Ph: 02 9231 2825

Kathryn Membery
Branch Manager Melbourne
Ph: 03 9670 2577

FOR THE BEST EXECUTIVE VACANCIES VISIT www.aaappointments.com
EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

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DEVELOPMENT | TEAMWORK | SUPPORT | FLEXIBILITY
OPPORTUNITY | DEVELOPMENT | TEAMWORK | SUPPORT
FLEXIBILITY | OPPORTUNITY | DEVELOPMENT | TEAMWORK

American Express is currently recruiting in both its leisure and corporate travel businesses. We have several exciting roles that have become available that offer unparalleled employee benefits. Some of these include up to eight weeks annual leave, a 37.5 hour working week for your work/life balance and well-structured training and development support. If you are truly seeking a professional career within the travel industry, American Express can help you realise your potential.



A leisure consultant role unlike any other

Sydney

Trust. Integrity. Security. Quality. Customer service. These attributes are the hallmarks of American Express® – the world's most respected service brand. Demand for our exclusive premium travel service is increasing, which means we are looking to add to our team of travel consultants.

You will be responsible for servicing Platinum and Centurion Card Members' leisure travel and lifestyle enquiries.

This is an environment where we service, consult, advise and sell the most luxurious international leisure travel and lifestyle products possible. We take this approach to service because our clients expect and deserve it.

You should be experienced, confident and creative professionals and have worked in the travel industry with international travel consulting experience, ideally within a leisure environment to qualify for these roles.

Emergency Travel Consultant (after hours)

Melbourne

An Emergency Travel Consultant's role is to assist travellers with after hours emergency queries or requests and typically deal with a variety of domestic and international bookings/fares. This can include urgent ticket issues, rerouting itineraries, making or amending accommodation and car bookings or providing general travel advice.

The ETC is a great team environment in which to work. Consultants share their ideas and knowledge on a daily basis and work autonomously. Typically working 4 x 10 hour shifts each week (full-time) and receiving ongoing training and support in their daily roles, this role is suited to people who enjoy working shifts.

You should possess strong attention to detail, superior domestic and international fares knowledge, the ability to make sound judgements and a strong working knowledge of Galileo, Sabre, Abacus and Apollo. Benefits include a generous allowance of between 10% – 26% depending on the shift worked, five weeks annual leave plus all other standard American Express employee benefits.

To apply for the above opportunities, visit us online at www.americanexpress.com.au/careers and select the travel category.

For more information, contact Darren Grant – Human Resources (02) 9271 3137.

