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**Travel Daily AU**

First with the news

Tue 07 Dec 10 Page 1

EDITORS: Bruce Piper and Guy Dundas  
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## 2011 EARLYBIRDS SALES TO 31 JANUARY

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A STAR ALLIANCE MEMBER

## DJ, NZ promise 326 extra

VIRGIN Blue and Air New Zealand have undertaken to offer at last 326 extra trans-Tasman flights each year if their alliance is approved, with a breakdown of route expansions detailed in a submission to the ACCC.

The Alliance will see seasonal daily ADL-AKL flights, adding 97 frequencies a year, while flights will also operate daily year round between Perth and Auckland.

Other frequency boosts will apply to MEL-WLG (16 extra per year), OOL-AKL (65 more), SYD-WLG (up 83 frequencies) and BNE-WLG (increasing by 18).

The carriers say that under their proposed Alliance, they will "also have the ability and

incentive to offer further new services," particularly as demand lifts due to service enhancements.

The ACCC has also requested a conference with the carriers over concerns that their proposed growth targets, across a range of routes, would still enable them to "unilaterally raise prices on flights with an expected load factor greater than 80%" while still maintaining current capacity levels.

The ACCC has also queried whether growth targets on the Tasman are in fact understated, being based on real GDP growth which is likely to be outstripped by passenger demand.

The Commission, and its New Zealand counterpart, are expected to deliver a final ruling on the pact in the next fortnight.

## Oceania godmother

US TV personality Mary Hart has been named as the godmother for Oceania Cruises' new *Marina* which will debut in Miami in Feb.

Hart has been the host of the popular *Entertainment Tonight* show since 1982.

## CO delays AKL

CONTINENTAL Airlines has announced a delay in the launch of its non-stop flights between Houston and Auckland, due to the expected late delivery of the long-awaited 787 *Dreamliner*.

The service was originally set to debut in Nov next year (TD 27 May) CO now says it's anticipating advice from Boeing of further delays early in the new year, meaning "we're going to push the service to 2012," according to a Continental spokesperson.

CO has 25 787s on order.

## AC winter incentive

AIR Canada is offering travel agents the chance to win a place on a Winter Famil Trip this ski season by booking clients on departures 15 Jan-10 Apr 2011 - details on page ten.

## Today's Travel Daily

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Air Canada winter incentive
- Club Med 50% off

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# Travel Daily AU

First with the news

Tue 07 Dec 10

Page 2

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الإتجاه  
**ETIHAD**  
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## QF fare increases

QANTAS last Fri announced that economy and business class fares on domestic and regional routes would rise by up to 3% from 15 Dec on "most markets".

Existing bookings, including wholesale and group fares, must be ticketed by 14 Dec to avoid the increases.

## AirAsia X to lift NZ arrivals

THE debut of AirAsia X's new non-stop flights between Kuala Lumpur and Christchurch (TD 01 Dec) has seen a huge surge in demand, with more than 43,500 seats sold in just three days, for travel Apr-Nov next year.

And 17,000 of those went off in the first six hours, with the 'AirAsia effect' demonstrating significant pent-up interest for travel to New Zealand.

A third of the sales were outbound from NZ, with the rest being purchased by inbound travellers from Asia, the UK and France, the carrier said.

"These sales are an immediate demonstration of the demand from the Asian and European markets to come to

Christchurch," said CHC airport ceo Jim Boulton.

"We had expected AirAsia X to bring in thousands of additional tourists, and that expectation was fulfilled on the very first day of sales. It represents a new market of travellers who may not have been able to come to New Zealand without these low fares," Boulton enthused.

AirAsia X Head of Commercial, Darren Wright, said the sales show that the carrier will bring in a lot of new travellers to NZ.

"We believe there are many new markets to be tapped, such as Indonesia, Thailand, Vietnam, India, China and the UK, all of whom can hub through Kuala Lumpur to come to Christchurch.

"The uptake we are seeing from Asia is very positive in this initial period," Wright added.

The new CHC flights will operate four times per week from 01 Apr 2011, with the South Island city being the low-cost long-haul carrier's 15th international destination.

## Oprah itinerary

DETAILS of where Oprah's entourage of audience members from the US will be travelling while in Australia are starting to leak out, with the group today expected to visit Taronga Zoo.

Tomorrow they will split into three groups, with some set to visit the Emirates Wolgan Valley Resort and others heading for the Hunter Valley and Byron Bay, before a mass BridgeClimb on Sun.

## Window Seat

THIS is why it's probably better for pets to travel as cargo.

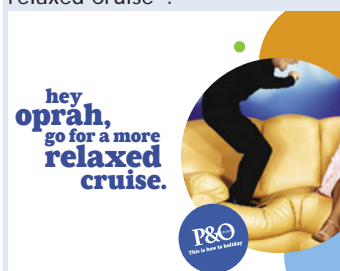
US Airways was this morning forced to divert a flight for an emergency landing, after a dog on board got loose and bit a passenger and a crew member.

The culprit was a Manchester terrier named Mandy, who "got loose after her owner took her out of the cage," said *USA Today*.

Apparently the dog became agitated and started biting people after its "sedatives began wearing off," reports said.

P&O CRUISES is joining the Oprah frenzy, this morning unveiling the first of a series of new billboards on Qantas Drive near Sydney Airport - which will be one of the first things that the talk show queen will see when she arrives tomorrow.

The first billboard will remind Oprah of Tom Cruise's outrageous couch-jumping appearance on her show, suggesting that next time she should "go for a more relaxed Cruise".



Tom Cruise on the couch - and not in a good way.

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## JALPAK realigns

JAPAN Airlines has announced the merger of its domestic and international tour operating arms effective from 01 Apr.

Subject to shareholder approval, JALPAK will merge with JAL TOURS, with the combined entity retaining the JALPAK name.

JAL said the move was part of an ongoing review of its sales systems "with the goal of establishing a lean and resilient structure that can withstand changes in the business environment".

The merger "also brings down the fence that separates the product development of domestic and international tour packages, allowing the new JALPAK to offer a wider range of innovative products and to implement new, more effective sales techniques," the company said.

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Travel Daily AU  
First with the news  
on location in  
Hong Kong

Today's issue of **TD** is coming to you from Hong Kong, courtesy of Cathay Pacific Airways

**TRAVEL Daily** is in Hong Kong today for a major unveiling of the latest "product and service innovation" from Cathay Pacific, to be publicly revealed tonight.

The 'Light up the Sky' celebration event is being held at the Hong Kong Convention and Exhibition Centre, Wanchai and will involve outgoing ceo Tony Tyler and ceo-elect, chief operating officer John Slosar.

Cathay Pacific has invited media from across China to the launch, as well as a handful of international media, with **TD** the sole Australian travel publication at the event.

It's speculated CX will announce details of a new cabin product at the pointy end of its aircraft, along with new crew uniforms, and some other changes to product.

**Travel Daily** will provide exclusive coverage of the special event in tomorrow's issue, so stay tuned!

## Rail Tickets winner

RAIL Tickets has chosen the fourth and final weekly winner of its Win an iPad promotion.

The lucky agent is Sandi Royce from Sandi Royce Travel, who will be receiving her funky gadget in the next couple of days.

## HA student fares

HAWAIIAN Airlines is offering student airfares priced from \$1007 ex SYD to HNL, or from \$1162 with an add-on to Maui, Kauai or The Big Island of Hawaii.

Student fares are on sale until 31 Dec 2010 and are valid for passengers aged 16 years and up with an approved student card - see [hawaiianairlines.com.au](http://hawaiianairlines.com.au).

## Wolgan extension

WOLGAN Valley Resort and Spa is extending the availability of its Spring Temptation package right through summer and into autumn.

The package, now on offer for travel to 31 Mar 2011, includes two all-inclusive nights at the resort and an exclusive Wolgan Gourmet or Timeless Spa pack to take home, with the deal priced at \$1470ppts - call 02 9290 9733.

## Agents nuts about New Cali



ABOVE: Starwood Hotels and Resorts together with AirCalin hosted this sundrenched group of professional conference organisers in New Caledonia for the weekend recently.

They stayed at Le Meridien Noumea and Le Meridien Isle of Pines, and experienced a taste of France in the Pacific, with highlights including local cuisines such as escargot and foie gras.

That helped to fortify them for activities which included a helicopter ride over the reef to

Amedee Island as well as a private catamaran voyage back to Noumea from the Isle of Pines.

Pictured above sucking down a coconut cocktail are, from left: Lola Rozan, AirCalin; Sonia Julienne, Le Meridien Noumea; Daniell Panich, Flight Centre Groups; Kristin Scott and Jodie Scott, Starwood Hotels; Terry Bleyer, Avanti Events; Carl Amos, Starwood Hotels NZ; Anthony Hunt, Anthony Hunt & Associates; and Paul Reitberger from Conference Resources.



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giving readers the chance to win one of 50 double passes to Visa's travel industry Gold Class events.

We've got tickets for these exclusive screenings on Wednesday 19 January at Gold Class cinemas in Sydney (George St), Melbourne (Jam Factory) and Brisbane (Indooroopilly).

For your chance to win a double pass email [thetourist@traveldaily.com.au](mailto:thetourist@traveldaily.com.au) with the answer to the below question. Don't forget to tell us what cinema location you want to attend!

**Q: What is the money currency used in the city of Paris?**

For full details on the exclusive screenings and full terms and conditions click here.

We have a number of passes to give away each day and the first correct entries through will score a double pass to their nominated screening.

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## Rail group discount

INTERNATIONAL Rail is offering up to 70% off group rail bookings for European train tickets.

Group sizes are from six to 100 and include rail passes, tickets and reservations, and a complimentary rail pass or ticket for every 20 passengers.

International Rail also has group deals for the UK, USA and Canada, Japan and Australia.

## Cathay to Chicago and Abu Dhabi

CATHAY Pacific Airways has announced an expansion of its operations into the US, with a new Hong Kong-Chicago route confirmed this morning by CX.

The daily Chicago service will launch on 01 Sep, and follows CX's capacity upgrade to New York from May 2011 which will see a fourth daily service introduced.

Hong Kong-Toronto flights will also increase from 12 weekly to double daily by May.

The oneworld member has also strengthened its Middle Eastern ties, with a new four weekly service to Abu Dhabi and Jeddah, to roll out from 02 Jun, using Airbus A330-300 aircraft.

## BLC Explores Isles

BLUE Lagoon Cruises is claiming a "world first opportunity" with its inaugural cruise to the rarely visited Lau Island group.

The 35-berth *MV Mystique Princess* will include the area also known as 'The Exploring Isles' during a new seven day itinerary from 16 May 2011.

The trip is priced from \$2515ppts and will give guests an insight into the Melanesian, Micronesian, Polynesian and Lauan cultures.

See [bluelagooncruises.com](http://bluelagooncruises.com).

## SITA buys Com-Net

AVIATION IT specialist SITA has announced the acquisition of US firm Com-Net Software, described as "the largest provider of integrated audio-visual passenger communication systems to airports, airlines and mass transit facilities in North America".

Com-Net manufactures flight information display systems (FIDS) as well as digital audio paging systems, with SITA saying the deal will greatly enhance its airport management offering.

The systems are used in 59 airports across the US including LAX, Orlando, New York La Guardia and Reagan Washington National, with airline clients such as CO, DL and US.

## US, Brazil open skies

THE United States and Brazil have this morning announced an agreement to implement an Open Skies aviation regime "which will significantly liberalise US-Brazil air services for airlines of both countries".

The pact will be implemented in stages, with the first phase immediately removing restrictions on pricing and the routes between each country that can be served by US and Brazilian carriers.

The agreement also provides immediately for full code-share rights and additional charter flexibility for airlines.

Between now and Oct 2014 US carriers will be able to operate significant increases in scheduled combination, all-cargo and charter flights, including additional services to the currently restricted Sao Paulo and Rio de Janeiro Airports.

And when full Open Skies takes effect in Oct 2015, airlines from both countries will be "allowed to select routes, destinations and prices for passenger, cargo and charter services based on consumer demand and market conditions," the US Department of Transportation said.

Brazil will become the United States' 101st Open Skies partner.

## Anaheim tax rise

THE city of Anaheim in California is charging a new 2% tax to all hotels in the Anaheim area, with the aim of providing resources "to enhance tourism activity and increase hotel room stays".

The tax became effective 01 Nov, while from 01 Dec a new 'Garden Grove Tourism Improvement District' tax increase of 2.5% will also apply to hotels in the Garden Grove area.



**WELCOME** to *Money Talk*, TD's weekly feature on what the Australian dollar is doing.

**\$1AUD = US98.7c**

THE Australian dollar overnight reached an all time high against the Euro, after major concerns emerged about the economies of several European countries.

Ratings agency Moody's downgraded the debt rating of Hungary, while disagreement about how to handle the debt crisis and bailouts of some economies also led to further weakness in the Euro, which saw the A\$ reach €0.74 this morning.

Against the US greenback the Aussie is also on the climb again, after last week dipping to around US96.5c.

Analysts have reacted poorly to news from US Federal Reserve Chairman Ben Bernanke about problems in the US economy, which has put pressure on the greenback and thus lifted the relative level of the Aussie \$.

Today the Reserve Bank meets for the final time in 2011, with no changes to interest rates expected.

*Wholesale rates this morning:*

|              |           |
|--------------|-----------|
| US           | \$0.987   |
| UK           | £0.627    |
| NZ           | \$1.29    |
| Euro         | €0.741    |
| Japan        | ¥81.29    |
| Thailand     | ฿29.66    |
| China        | ¥6.48     |
| South Africa | R6.69     |
| Canada       | \$0.986   |
| Crude oil    | US\$89.12 |



## Travel Agency Manager, Gordon

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## AFTA UPDATE

the latest insights from AFTA's Chief Executive,  
Jayson Westbury



**WELL it's hard not to notice the excitement building for the visit by Oprah Winfrey and the arrival of the American audience who kick off their Australian adventure today.**

**With the two episodes being filmed next Tuesday and some 12,000 people taking part - some of you lucky enough to have won a ticket via Travel Daily - it's great for Australia to be portrayed to the world in such an amazing way.**

**Tourism Australia and Qantas have done a fantastic thing for the Australian tourism industry, and let's hope that this is brings global benefits to the industry from those that choose to come down under for a holiday.**

**Last week, the Australian Tourism Export Council (ATEC) holds its annual Meeting Place conference in Sydney and I was lucky enough to attend the gala evening. I was there to support departing ATEC Managing Director, Matthew Hingerty, who I claim as a dear and personal friend. Matt as we all know him is a man of outstanding commitment to the Australian tourism industry.**

**He has worked day in day out to advance the tourism industry from within government, when he served as a Chief Of Staff to Joe Hockey (the Tourism Minister at the time) and for the past six years on the other side of the desk, as the MD of ATEC.**

**Matt gave a wonderful speech to the ATEC Gala dinner guests. In only true Matt style he had the room in the palm of his hands from the moment he started to the moment he finished. A standing ovation by the room was totally fitting and well deserved. We will all miss him in the world of tourism lobbying and we can only hope that his next adventure remains in tourism as his talent, tenacity, capability and friendship will be hard to find again.**

**On behalf of AFTA and its members, I say Thank You Matthew Hingerty for being a fantastic contributor to the tourism and travel industry and we look forward to continuing on his journey, no matter what that may be in the future.**

**Matt will step down as the MD of ATEC at the end of 2010. His replacement is Felicia Mariani, who will step down as the CEO of Tourism Tasmania to take up the role of MD ATEC and who I am sure will also become a good friend to AFTA.**



## InterCity's free deal

**NEW** Zealand's InterCity Coachlines is offering 5,000 seats across its national network at no cost, effective immediately.

InterCity has discounted its limited release \$1 seats to now be free between 07 Dec and 30 Apr 2011, with the bargains available on selected services across New Zealand - for more info see [intercity.co.nz](http://intercity.co.nz).

## MH offers Porsche KLIA transfers

**MALAYSIA** Airlines is offering First class and Enrich Platinum card members exclusive Porsche Panamera transfers between the main and satellite terminals at Kuala Lumpur Int'l Airport.

The prestige vehicle transfers will operate until 15 Mar 2011, due to the temporary closure of the KLIA Aerotrain for upgrading.

## UA Mammoth flight

**UNITED** Airlines will next week commence its new nonstop seasonal flights between San Francisco and Mammoth Lakes.

The services will operate once a day from 16 Dec-24 Apr 2011. See [www.united.com](http://www.united.com).

## A Sanya-sational sunset



**ABOVE:** Destination Marketing Services, Pacific World Asia, InterContinental Hotels Group and Virgin Atlantic Airways hosted a group of Australian business event specialists on a recent five day fam to Hong Kong and Sanya.

The group were shown the local facilities for business events and incentives, and stayed at the Crowne Plaza Causeway Bay and the InterContinental Hong Kong while in Kowloon, as well as enjoying the VS Clubhouse.

Sanya, accessible via a one hour flight from HKG, offered the group sandy beaches, tropical rainforests and hot springs as well as another location to send groups for team building activities including water sports and golf.

In Sanya they stayed at the InterContinental Sanya Resort, nestled between the beach and the mountains and where every room has an ocean view.

Pictured above outside the Club Intercontinental in Sanya are, from left: Lisa Dosanjh, Virgin Atlantic; Adelline Tao, Concierge Business Travel; Philippa Schibeci, Event 2 Event; Vivien Morley, Impact Organisation; Yashodha Nair, Sane Event Group; Maggie Diasinos, IHG Hotels; Leanne Thacker, Absolute Edge; Judith Mahony, BCD Travel; and Marissa Fernandez, Destination Marketing Services.



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## Pan Pacific to WA

**PAN** Pacific Hotels Group has confirmed that it will launch its new Pan Pacific Perth hotel from Jan 2011 (TD 07Jul).

The 486-room WA hotel will be rebranded from Sheraton Perth, continuing the Australian growth for the Singapore-based hotelier which recently reintroduced its brand to Australia via the Parkroyal Darling Harbour and the Parkroyal Parramatta in Sydney.

Pan Pacific currently owns or manages more than 30 hotels, resorts and serviced suites in Asia and North America.

## AirAsia countdown

**AIRASIA** is offering a 48 hour Final Countdown Sale beginning midday tomorrow, with fares from the airline's hub in Kuala Lumpur to Kota Kinabalu, Kuching and Penang priced from just RM18 (A\$5.80) one way.



## WIN A FIJI HOLIDAY FOR TWO



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

One lucky reader will this month unwrap an envelope with two return economy **Air Pacific** tickets to Fiji and a voucher for five nights of relaxation at the beautiful **Treasure Island Resort**.

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

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

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

Email your full entries by **COB 31 December 2010** to [fijicomp@traveldaily.com.au](mailto:fijicomp@traveldaily.com.au).

Click here for competition terms and conditions.

"On the third day of Christmas my true love gave to me \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_ in a palm tree."



### Le Meridien Taipei

STARWOOD Hotels & Resorts Worldwide has this week opened its newest property in Taiwan, the 160-room Le Meridien Taipei.

The chic hotel, located in the Xinyi District near Taipei 101, is the first Le Meridien branded property in the country.

### Virgin backs Suns

VIRGIN Blue has increased its sporting sponsorship of the AFL, to include the new QLD based Gold Coast Suns.

As a joint major sponsor, DJ will have its logo displayed on select player uniforms along with fellow sponsor, super fund Host Plus.

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### State Manager, Victoria/ Tasmania

Travelscene American Express is seeking an experienced and talented State Manager to manage, direct and execute the sales and marketing strategies, tactics and programmes for the Travelscene American Express Membership network and grow the membership of the Travelscene American Express network through Member retention and acquisition. Driving market share of preferred partners in order to increase the revenue and profitability of the Travelscene Member and maximise the revenue for Travelscene American Express.

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## FJ supplementaries

AIR Pacific has announced additional 737 flights between Brisbane and Nadi over the upcoming peak holiday period.

The additional FJ922 will operate on 11, 17, 18, 24 Dec and 07, 08, 15 and 22 Jan 2011.

**Travel Daily**  
First with the news

Tue 07 Dec 10 Page 6

EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## Plenty of TIME for Phil



THE Travel Industry Mentor Experience (TIME) last week held another networking evening, with guests inspired by industry legend Phil Hoffman relating stories of success in business and his journey so far.

TIME chairman, Penny Spencer from Spencer Travel said there was a great turnout at the event, with a number of Mentees signing up on the spot to be part of the next intake.

The first group of Mentees will graduate from the program early next year, with "an amazing Graduation evening on 09 Feb," Spencer said.

She said the Feb intake has 12 new Mentees and "some fabulous Mentors" taking part in the scheme.

Pictured above at the Blue Hotel Sydney event last week are the boys from Virgin Blue: Angelo LaMantia, Jason Lucas and John Kelly, with one of the Mentees Kylie Burch.

And inset from left are Phil Hoffman; Juanita von Stieglitz; and Russell Butler of Avis.



## DL FF deal on GOL

DELTA Air Lines has expanded its frequent flyer program to now allow members to burn points on flights with Brazil's GOL Airlines.

The new DL/GOL reciprocal deal between the SkyMiles and SMILES loyalty program gives Delta pax the option to redeem miles to new destinations including Porto Alegre, Belo Horizonte, Salvador, Recife and Fortaleza.

MEANWHILE Delta has received authorisation from the US Dept of Transportation to engage in code-sharing services with Virgin Nigeria on flights between the United States and Nigeria.

The deal stipulates however that Virgin Nigeria must obtain a code-share safety audit (which Delta is in the process of doing) before it is also provided with the statement of authorisation.



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## TCF terminations

THE Travel Compensation Fund this morning advised of the voluntary termination of a number of agents across Australia.

Travelworld Harbour Town in Biggerr Waters, Qld (ABN 87 057 691 666) has closed, along with Sydney agency Travel Blitz (ABN 43 104 551 939).

Other closures include 2UK Pty Ltd trading as Travelscene Gladesville (ABN 86 125 297 485) which has ceased trading as a travel agent, as well as Conexon Event Management Pty Ltd of Ultimo NSW (ABN 86 003 883 270).

FNQ Bus Lines (ABN 31 004 804 808) of Mossman in Qld has also ceased trading as a travel agent, along with Book It Now (ABN 92 100 468 997) of St Ives NSW.

## Tempo experiences

TEMPO Holidays has added new experiences to its 2011 Britain and Ireland brochure, including Harry Potter, Beatles and Harrods-themed day tours.

Four new coach itineraries have also been included along with a 20% discount on the 12 day Irish Classic tour for the first 50 passengers who book by 15 Feb 2011 - [tempoholidays.com](http://tempoholidays.com).

## BA to Gothenburg

BRITISH Airways has launched a new route in Sweden, operating twice daily services to Gothenburg from Heathrow T5.

## Spanish strike

A 24-HOUR wildcat walkout by Spanish air traffic controllers this week is estimated to have cost the tourism and airline sectors hundreds of million Euros in lost revenue and stranded passengers.

The strike was over a cabinet approval for new rules regulating the controllers hours, and an agreement to partially sell off airport authority AENA.

Reports have said that several controllers were herded back to control towers at gun point by police and threatened with imprisonment if they did not work; however a police spokesman has denied that guns were drawn.

## CO crash fine

CONTINENTAL Airlines has been fined €200,000 in France after a Paris court found the carrier "criminally responsible" for the Jul 2000 crash of a Concorde.

The supersonic jet was destroyed after it struck a piece of metal left on the runway by a CO DC-10, causing the tyre to burst and rupturing the fuel tank.

A further €1m has been ordered to be paid in compensation to Air France, while CO will also fund 70% of the compensation claims.

## Skimax NZ deals

SKIMAX has released earlybird deals to New Zealand that include one free night accom and one complimentary day car hire, for travel 15 Jun to 30 Sep 2011.

The package to Wanaka is priced from \$459pp multishare and includes seven days Compact Car Rental, seven nights dorm room accom at Base Backpackers Wanaka and a three day lift pass - [skimax@skimax.com.au](mailto:skimax@skimax.com.au).

# It's PARTY time!!

The silly season is in full swing, and so is the travel industry's Christmas parties.

Travel Daily has already been inundated with party pics for it's popular Christmas photo competition, with a selection of these featured below.

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

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



LEFT: Betty Boop just doing the do.

Erica Zabalo from Travelport Sydney as Betty Boop at the Travelport Hollywood Glitz & Glamour Christmas Party...

BELOW: ...and attending the same party, Mario Fin strutted down George Street Sydney during peak hour in this stylish gold number.



BELOW: The team at AOT Holidays sure know how to party - and what a good looking bunch they are too.

Erin Mclean, Breeze Hunter, Malcolm Muir, Fiona Murphy, Amanda Deyes, Vanessa Durston and Lana Larkins are pictured here at their Christmas Party held at Mirra Private Dining in Brisbane last Sat evening.



Keep sending those Chrissy photos in and you too could be in the running to win this sensational accommodation prize.

Email your festive photos (including names of the people pictured) to: [xmasphotos@traveldaily.com.au](mailto:xmasphotos@traveldaily.com.au)



**CATHAY PACIFIC**

## Corporate Account Manager NSW Sydney Sales Office

Cathay Pacific Airways is looking for a highly motivated Corporate Account Manager to join our Sydney sales team.

The successful candidate will need to:

- identify, develop and maintain corporate accounts
- maximise revenue and share from corporate accounts
- maintain accurate CRM records

To be considered, you will possess the following competencies:

- Proficient in PC skills
- Ability to make valued commercial/financial decisions
- Demonstrate exceptional analytical skills, evaluating available data to develop suitable customer focussed solutions
- Demonstrates exceptional negotiation, (written and oral) communication & presentation skills
- Demonstrates self motivation, drive, discipline and flexibility
- Ability to work independently and in a team environment.

Previous sales experience is an advantage. An attractive salary package plus travel benefits will be offered to the successful candidate.

Please email your resume to: [Richard\\_Jones@cathaypacific.com](mailto:Richard_Jones@cathaypacific.com)

Applications close on 15 December 2010

Please note: only those applicants who are successful in gaining an interview will be notified.

## Talent Wanted!

Exceptional opportunities in the travel industry.



### Hot Jobs (Australia) - November 2010

Sydney - 02 9231 6444 - [nsjobs@tmsap.com](mailto:nsjobs@tmsap.com)  
Melbourne - 03 9602 1809 - [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane - 07 3221 9916 - [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth - 02 9231 6444 - [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions - 02 9231 6444 - [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive - Alex and Sharon  
Sally Frape

JOB OF THE WEEK!

### Retail Travel Consultant - Canberra

- Previous Retail or Corporate experience required
- Galileo knowledge

This successful and well known company is looking for an experienced Retail Travel Consultant to join their friendly team in Canberra. To be considered for the role you MUST have previous Travel experience from Retail or a Corporate agency, knowledge of Galileo, strong communication skills, great customer service skills and you must be a team player. In return, a competitive salary and incentive system is on offer for the right person.

Contact Anna Wachowiak at TMS T: 02 9231 6444  
E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

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### Specialist Expedition Consultant

Have a love of expedition cruising? Want to use your developed interpersonal skills to promote this unique product to both existing and new clients with this Wholesale company? This varied role means you not only will work closely with the reservations department offering clients a complete package to complement their expedition cruise including flights, hotels and other land arrangements, but you will also have the advantage of assisting the sales and marketing teams as well. Some of the benefits are a great career development and the opportunity to experience these expedition cruises first hand.

Contact Lisa Dodd T: 02 9231 6444 E: [lisad@tmsap.com](mailto:lisad@tmsap.com) or apply online now!

### High End Leisure Travel Consultant - North Shore

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

Contact Lisa Dodd T: 02 9231 6444 E: [lisad@tmsap.com](mailto:lisad@tmsap.com) or apply online now!

### Fares and Ticketing Specialist

- Well known popular travel company
- Fantastic team environment
- Great career prospects

You will be responsible for developing & maintaining technical expertise air product and provide support and information to the both internal and external customers on a daily basis ensuring availability, openness and accuracy. This is a great opportunity for someone who is in the travel industry and would like to combine their fares and ticketing knowledge with their excellent customer service skills.

To be considered for the role you MUST have the following:

- Industry knowledge and understanding of the retail market
- Amadeus
- Previous customer service experience preferred
- Positive attitude
- Team player
- Professional presentation

Contact Stacy Balderston T: 03 9602 1809 E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or apply online now!

### Helpdesk Executive

- Global Travel Company in Sydney
- Salary \$40k + super

Our client, a Global Travel Technology Company in the city is seeking a Helpdesk Executive. You will provide daily support and assistance to travel agencies in Australia and New Zealand. The objective is to achieve a high level of customer service while finding fault resolutions within established processes and procedures. This is a great opportunity for somebody wanting to work for a GDS. It would suit a travel consultant who is looking at entering the world of Travel Technology, or somebody working in a similar role. If you have 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 please contact Stacy. The company you will be working for has an excellent management team, who know how to look after their staff.

Contact Stacy Balderston T: 03 9602 1809 E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or apply online now!

### Part-time After Hours Corporate Consultant

Multi Skilled Corporate Consultant required part time hours working from home. Solid consulting experience & advanced ticketing required. A unique position has become available for an experienced Corporate Consultant to work from home servicing clients with any enquiries after standard office hours. If you have a working knowledge of minimum of 3 different CRS and want to work from home then this role will suit you. You will be responsible for the reroute and reissue of domestic and International tickets, make hotel bookings and deal with any last minute enquiries. This role will offer you great flexibility working 12 hours per week plus additional hours to cover leave when required.

Contact Lisa Dodd T: 02 9231 6444 E: [lisad@tmsap.com](mailto:lisad@tmsap.com) or apply online now!

### Calypso-net Administrator

- Leading Wholesaler
- Great team environment

This leading wholesaler is looking for an experienced Calypsonet user to join their team in this newly created role. This is a multi-faceted role where you will be responsible for maintaining relationships with external suppliers, problem solving any calypsonet issues internally and assisting the product team by maintaining and loading air & land products and working with databases. To be considered for this role you will require a knowledge of Calypsonet, great attention to detail and solid problem solving skills.

Contact Stacy Balderston T: 03 9602 1809 E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or apply online now!



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**AA wishes you all a  
Merry Christmas and  
prosperous New Year.**

**Our team would like to sincerely  
thank each of our clients and  
candidates for their wonderful support  
in 2010. We look forward to assisting  
you all in 2011!**



**SYDNEY**



**MELBOURNE TEAM**



**BRISBANE TEAM**

**NEED MONEY FOR THE HOLIDAYS?**

**LEISURE CALL CENTRE CONSULTANTS X 4**

**SYDNEY INNER – EXCELLENT \$ HOURLY RATE**

Need to earn lots of CASH quickly? Our client has 4 top retail travel consultant positions available now for up to a 6 month period. This is a top role within one of the best call centres, so no face to face consulting or weekend work required.

Full training is provided. So what are you waiting for?

Call now for an immediate start, enjoy earning a top rate immediately and still have Xmas & New year off!

**WATCH YOUR BANK BALANCE SOAR**

**MULTI SKILLED CORPORATE CONSULTANT**

**MELBOURNE (INNER) – SALARY PACKAGE TO \$67K**

This is probably one of the only corporate travel companies in Melbourne that will offer you an executive salary! Working for this well established boutique TMC will require you to service a range of mid to large accounts with all business travel arrangements. Consultants must be capable of working autonomously & adhering to management requests as directed. Sabre skills highly desirable.

**ENJOY LIFE/WORK BALANCE –37.5 HRS PER WEEK**

**LEISURE TRAVEL CONSULTANT**

**PERTH (INNER) – SALARY PACKAGE TO \$90K (OTE)**

**Yes that is correct, salary to \$90,000!**

This forward moving, online travel company is seeking capable retail travel consultants to step into their office & service the general public over the phone with international travel requests. Believe me, majority of these requests are guaranteed bookings, your efficiency is what makes you the \$\$\$.

Monday to Friday business hours only with a base salary & commissions.

**INCENTIVES, FAMILS, REWARDS & TOP \$\$**

**LEISURE TRAVEL CONSULTANT**

**NORTH BRISBANE – SALARY PACKAGE \$55K OTE**

**Are you passionate about selling travel?**

**Love organising world wide itineraries to exotic destinations?**

**Are you a top seller who likes to be rewarded for your efforts?**

If so, then you belong in this fast paced fun team where your expertise will be rewarded with amazing \$\$, top industry training, sensational famils, incentives. Most importantly you will love going to work for this fabulous company!

**This role won't last long – Call Today!**

**DON'T WAIT TILL JANUARY! BEAT THE NEW YEAR RUSH & REGISTER NOW!**

**SYDNEY – 8/6 O'Connell St – (02) 9231 6377 – [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)**

**MELBOURNE – 1/167-169 Queen St – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)**

**BRISBANE – 13/97 Creek St – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)**

**ADELAIDE & PERTH – (03) 9670 2577 – [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au) & [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au)**

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Book your clients to Canada flying **Air Canada** on our daily *nonstop* service and you could find yourself travelling to Canada on our **'Winter Agent Ski Famil'** in 2011.

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All you need to do is sell **Air Canada** as the airline of choice to Canada!



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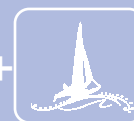
Twin Share Superior  
accommodation with  
option to upgrade



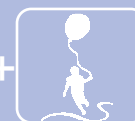
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on sumptuous buffet  
and gourmet cuisine



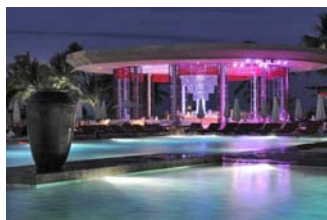
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for the little ones



## CLUB MED BALI NUSA DUA

6 night-all inclusive package  
Flights with Garuda, Jetstar or Virgin Blue

|                | Adult (+12)   | Child (4-11)  |
|----------------|---------------|---------------|
| From Sydney    | <b>\$2081</b> | <b>\$1394</b> |
| From Perth     | <b>\$1760</b> | <b>\$1144</b> |
| From Brisbane  | <b>\$1976</b> | <b>\$1557</b> |
| From Melbourne | <b>\$2081</b> | <b>\$1394</b> |

## CLUB MED CHERATING BEACH

6 night-all inclusive package  
Flights with Malaysia Airline

|                | Adult (+12)   | Child (4-11)  |
|----------------|---------------|---------------|
| From Sydney    | <b>\$1665</b> | <b>\$1241</b> |
| From Perth     | <b>\$1748</b> | <b>\$1218</b> |
| From Brisbane  | <b>\$1665</b> | <b>\$1241</b> |
| From Melbourne | <b>\$1665</b> | <b>\$1241</b> |

## CLUB MED PHUKET

6 night-all inclusive package  
Flights with Thai Airways

|                | Adult (+12)   | Child (4-11)  |
|----------------|---------------|---------------|
| From Sydney    | <b>\$1974</b> | <b>\$1388</b> |
| From Perth     | <b>\$1807</b> | <b>\$1239</b> |
| From Brisbane  | <b>\$1974</b> | <b>\$1388</b> |
| From Melbourne | <b>\$1974</b> | <b>\$1388</b> |

## CLUB MED BINTAN ISLAND

6 night-all inclusive package  
Flights with Singapore Airline

|                | Adult (+12)   | Child (4-11)  |
|----------------|---------------|---------------|
| From Sydney    | <b>\$2062</b> | <b>\$1455</b> |
| From Perth     | <b>\$1804</b> | <b>\$1255</b> |
| From Brisbane  | <b>\$2062</b> | <b>\$1455</b> |
| From Melbourne | <b>\$2062</b> | <b>\$1455</b> |

Sydney Trade: 02 8584 630.

Trade in other areas: 1 800 801 823

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Date of Issue: 22 November 2010