

**eXperts**

Introducing the new eXpertsplus Visa card.

As good as gold.

lufthansaxperts.com



**Travel Daily AU**

First with the news

Fri 17 Dec 10 Page 1

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

**State Sales Manager, WA**

- Reporting to National Sales Manager
- Salary from \$67K + super + bonus + car
- Sales and Marketing background combined with territory management

Contact **Anna** at  
TMS [annaw@tmsap.com](mailto:annaw@tmsap.com)  
T: 02 9231 6444



TMS ASIA PACIFIC

## SYD icon hotel ok'd

THE NSW Gov't has granted planning approval for a 33,000 square metre hotel to be built by Lend Lease within Barangaroo's southern precinct in Sydney.

The 33-storey un-named hotel will sit on a 85m pier, jutting into Darling Harbour, which will also be created during the project.

"The hotel on the pier will help make Barangaroo an international tourism destination," said NSW Premier, Kristina Keneally.

## Today's Travel Daily

Travel Daily today has seven pages of news and photos, plus a full page on industry jobs from AA Appointments (click)

## Travel Special of the Week



Up to 50% off CIC Athena on one off Bali cruise - 11 nights from \$1359\* incl. taxes, port charges, grats in Oceanview Cabin valid all members plus friends and family - 3 nights in Bali

**CLICK HERE FOR MORE!**

## DJ/NZ "material benefits"

THE Australian Competition and Consumer Commission says the approval of the trans-Tasman alliance between Virgin Blue and Air New Zealand (*TD* yesterday) is likely to result in significant public benefits, incl stimulation of tourism, lower fares and the promotion of competition in the business traveller segment.

However in the 120-page draft determination covering the deal, the ACCC says it's concerned about "material competition issues" on several Wellington routes as well as Dunedin-Brisbane, which together account for about 12% of the total trans-Tasman air passenger market.

In the tourism market, the ACCC says that the revenue sharing arrangement between the carriers will provide a strong incentive for them to pursue joint marketing opportunities.

Virgin Blue and Air NZ have

## VA direct to AUH

VA AUSTRALIA will operate its Sydney services non-stop to Abu Dhabi, not via Singapore (*TD* yest).

VA is currently codesharing on EY metal on flights to Singapore.

The carrier told *TD* it is yet to determine the optimal routing for its Brisbane-Abu Dhabi services, that launch on Feb 2012.

committed to establishing a "tourism task force," and the ACCC "accepts that on balance the Alliance is likely to have an overall stimulatory effect on trans-Tasman traffic".

326 extra weekly services have already been promised, including daily Adelaide-Auckland flights, exclusively revealed by *Travel Daily* last week (*TD* 07 Dec).

The DJ/NZ Alliance is expected to be approved by NZ officials in coming days, and will come into effect on 07 Jan 2011, for 3 years.

## EY ceo "delighted"

ETIHAD Airways ceo James Hogan has welcomed the ACCC's draft determination in favour of authorisation for the Alliance between Etihad and Virgin Blue (*TD* yesterday).

"We are delighted...and confident that this alliance will promote competition" and makes "a compelling travel option for corporate travel accounts worldwide, and we look forward to focusing on this important segment," Hogan said.

## Less wingtip flights

THE DJ/NZ Alliance will see a greater spread of flight times compared to the current schedule, the carriers have told the Australian competition watchdog.

'Wingtip-to-wingtip' flying (when opposing airlines operate services between the same points at the same time) on Pacific Blue and Air New Zealand trans-Tasman routes is likely to be scaled back, to provide 'schedule optimisation'.

"Removal of wingtip flying on a route provides opportunity for greater variation in flight schedules, which is a source of public benefit to consumers who value greater choice of departure or arrival time," the ACCC said.

A more varied flight schedule on city pairs including SYD-AKL, MEL-AKL and BNE-AKL, would appeal to business and 'time sensitive travellers' (by providing a greater range of flight options), as well as leisure travellers, who are swayed by price rather than time, it said.

Queenstown-Sydney flights were one city-pair example DJ/NZ said they would address, making the current twice weekly operation of both airlines into a four weekly service on Tue, Wed, Fri and Sat.

# Bäst.

Business \$4,500\*

Or **best** as you say in English. As in, the best business class airfare to 35 European cities. On sale now until January 31, 2011. Departures May 1 - August 31, 2011.



Copenhagen Stockholm Oslo Helsinki and more than 35 other European destinations.\*\*



[flysas.com.au](http://flysas.com.au) or call 1300 727707

Scandinavian Airlines

A STAR ALLIANCE MEMBER

\*nett. Plus taxes & surcharges. Conditions apply.  
\*\*Including SAS code share, Blue1 and Widerøe destinations.

Merry Christmas and Seasons Greetings from Qantas Holidays and Viva! Holidays.



**earn points Trip**

**Holidays** [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents)

**viva! holidays**

Tourism Australia

**NO LEAVE NO LIFE**

SATURDAYS AT 6:30PM




## Travel Cons - Global Event

- ▶ Contract position: Now till late 2011
- ▶ Previous retail consulting essential
- ▶ Sydney CBD, Galileo preferred
- ▶ Salary to \$45K + super (pro rata)

Contact: Ben Carnegie  
02 9278 5100  
ben@inplacerecruitment.com.au



[click here for details](#)

# Travel Daily AU

First with the news

Fri 17 Dec 10

Page 2

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

10 GOOD REASONS TO VISIT NEW CALEDONIA

## 8 Exciting Nightlife

Nouméa offers exceptional nightlife for a South Pacific destination.

**Aircalin**  
International Airline of New Caledonia

[CLICK HERE FOR THE OTHER 9 REASONS](#)

## Travel.com.au rejig

TRAVEL.com.au has unveiled a refreshed brand and website, which the online travel agent says provides easier navigation and faster search results.

"The new site brings together travel.com.au's complete product offering of flights, holidays, hotel, cruise, tours, car hire, insurance and travel guides in an easier to use format," said general manager Brand for travel.com.au, Lisa Ferrari.

The new logo and tagline 'one destination, endless possibilities' "sums up the strength of the travel.com.au product offering," Ferrari said.

## Sportsnet sponsors

SPORTING events travel agency Sportsnet has entered into a new two year sponsorship deal with the Essendon Football Club, making it a Platinum Sponsor and Official Coterie and travel partner of the team.

Pictured below is Rob Cecconi, Sportsnet executive chairman and founder with James Hird, coach of the Essendon Football Club.



## AirAsia Philippines launch

MALAYSIAN low-cost carrier AirAsia has announced the establishment of a Manila-based offshoot, following in the steps of Jetstar which recently announced a new Philippines-based subsidiary (TD 13 Sep).

AirAsia will hold 40% of the new operation, with the remainder to be held by two Philippines-based business people.

The joint venture will "leverage on AirAsia's strength to forge into markets in China, Korea and Japan from the Philippines, and will enable it to tap into existing prime markets such as Singapore, Hong Kong and Taiwan," the company said in a statement.

AirAsia founder Tony Fernandes said the move was part of the carrier's ASEAN-based strategy "by enabling intra-ASEAN travel with AirAsia's connectivity and route network via our strategic hubs".

AirAsia Philippines will be modelled on similar offshoots in

## NCL Spirit to Europe

NORWEGIAN Cruise Line has announced a fourth vessel will join its European deployment for the 2012/13 season, which includes two year-round sailings.

The new line up sees *Norwegian Spirit* join *Norwegian Jade* on its sailings year-round in Europe from Apr 2012, while *Norwegian Epic* and *Norwegian Sun* will continue the seasonal Barcelona and Copenhagen route.

Thailand and Indonesia, and is expected to commence operations after Jul 2011.

Jetstar's "pan-Asian" strategy includes the establishment of a Manila-based company to "provide international air passenger, cargo, mail and luggage transportation to and from the Philippines," according to documents filed with the Philippines Securities and Exchange Commission.

Jetstar also recently announced the 2011 debut of direct flights between Darwin and Manila, in addition to its existing Singapore-Manila services (TD 11 Oct).

## Pan Pacific in MEL

PAN Pacific Hotel Group yesterday agreed to purchase the Hilton Melbourne Airport Hotel.

The \$109 million deal for the 276-room property forms part of PPHG's expansion in Australia.

## Cheap fares up 40%

THE 'Best Discount' Australian domestic airfares have risen in value by 40% during Dec compared to last month, but are still 10% lower than 12 months ago.

According to the latest govt Airfares Index released yesterday, Business, Restricted Economy and Best Discount fares rose in cost, while Full Economy fares remained stable.

Business and Full Economy fares for this Dec are marginally higher than the same period last year (both up by 1.3 points).



## Window Seat

AN aquarium in the Finnish capital of Helsinki is attracting Christmas visitors using a special tree, with its decorations lit up using the power generated by an electric eel.

A spokesman for the Helsinki Sea Life Centre said the move is part of an environmental push to utilise less energy.

"We looked around for ways to be more green," said Markus Dernjatin, adding: "then it struck us that we have a free source of natural electricity right here in our tanks."

He said technicians had built a device using four plastic-encased steel probes to capture the 650 volt electrical discharge from the eel and connect it to the Christmas lights.

"At feeding time it really powers up," he said.

CHRISTMAS hits the desert.

It may be hot and dry, but don't let that fool you, a lush green fir tree does grow in Abu Dhabi.

Okay, it may not actually grow so much as stand 13 meters high inside the Emirates Palace.

Bejewelled in a charitable US\$11m worth of gems, and centred under the Palace's Main Dome, the festive decoration is officially the world's most 'expensively dressed' Christmas tree.

## business development manager.

NSW, VIC and WA.

Come join us in our newly created Business Development Manager role in our ever expanding Sales team.

Your role will see you expand new business development in large prospective accounts. This role is solely acquisition focused, where you will be selling a premium value for money product through a longer consultative sales cycle to top tier clients. This role will hold full accountability for the delivery of new business revenue targets and management of the cost of sale in line with the business plan through key distribution channels.

To ensure that you are the front runner for this role you will demonstrate your proven ability to develop strong relationships coupled with your previous experience in stakeholder management. A background in airline or corporate travel agency would be highly regarded.

To apply visit our website [virginblue.com.au/careers](http://virginblue.com.au/careers) or click here to apply.

Applications close Sunday 9 January 2011.



## business development manager – travel manager company focus.

Sydney.

Come join us in our newly created Business Development Manager role in our ever expanding Sales team.

Your role will see you manage and grow market share of an existing TMC client base with a key focus on revenue generation, building strategic TMC relationships, and delivering creative solutions to our client's air travel needs.

To ensure that you are the front runner for this role you will demonstrate a history of outstanding client management and relationship building skills whilst working with key trade partners. Your exceptional sales and business development skills coupled with your ability to think creatively outside the square will ensure your success in this role. A background dealing with TMC's will be highly regarded.

To apply visit our website [virginblue.com.au/careers](http://virginblue.com.au/careers) or click here to apply.

Applications close Monday 10 January 2011.





**FRENCH TRAVEL CONNECTION**

**Crewed Canal Barging: the luxurious way to see France!**

[Click here](#)

**Best Economy Class.**  
Business Traveller  
Middle East Awards 2010



**QATAR AIRWAYS** القطرية



## TASC shows off Vic Falls

LAST month The Africa Safari Co and South African Airways hosted an agent educational to Zambia and South Africa.

Pictured above giving the trip the thumbs up on the mighty Zambesi River, from left are: Lynn Tucker, Travel Leaders Leeton; Monika Jones, Riverland Travel; Lauren Nazzari, HWT Ingham; Anthony Allardyce, Travel Makers; Leanne Wild, The Africa Safari Co; Cassie Lane, Travelworld Campbelltown; and Nathan

Walker, Jetset Doncaster.

Front: Hayley Western, The Africa Safari Co and Claire Knox, Jetset Ashgrove.

## Two ZQN Hiltons

HILTON Worldwide has signed deals to open two new-build hotels just outside Queenstown, in 2011.

The 5-star 178-room Kawarau Hotel and the 4-star 98-apartment Kawarau Hotel, managed by Hilton properties, are part of the \$1b Kawarau Falls Station project.

## Delta expands First

DELTA Air Lines says demand for premium seating will see the US carrier boost its First Class seating by 13% by 2013.

DL will retrofit over 1,200 First Class seats to its domestic MD-88, MD-90, B757-200s and B767-300s.

Economy Class seat numbers will also be raised during the seating overhaul, but legroom will remain the same, Delta says, as it plans to revise galley space "to improve the efficiency of the aircraft."

## Wong's price drop

HELEN Wong's Tours is expecting to see a 22% increase in its Vietnam brochure in 2011 that also incl Cambodia, Laos & China.

"Going from strength to strength", the tour operator is offering savings of up to \$1,380pp on its tours in 2011 compared to this year's pricing, due to the strength of the Aussie dollar.

The 20-day Vietnam Explorer tour is now priced from \$5,480, compared to the 2010 price of \$6,990pp, and earlybird savings of \$200 are being offered when bookings are deposited by 31 Jan. See [helenwongstours.com](http://helenwongstours.com).

## Jumeirah in Maldives

THE Jumeirah Group has revealed the name of its first-ever resort in the Maldives, Jumeirah Dhevanafushi.

Currently under construction and slated to open in the first quarter of 2011, Jumeirah Dhevanafushi is made up of 22 island villas, an exclusive water village called the Hermitage Collection' and 16 ocean villas.

The resort will also feature three restaurants, a bar, a Talise Spa and 'extensive' sports and leisure facilities.

## HAL beefs up Pacific

HOLLAND America Line will offer three new 30-day Circle Hawaii, Tahiti and Marquesas Island voyages roundtrip from San Diego in late 2011/early 2012.

The explorations will be aboard *ms Westerdam* and *ms Rotterdam* will visit Hilo, Lahaina, Honolulu in Hawaii; Fanning Island, Kiribati; Rarotonga, Cook Islands; Raiatea, and French Polynesia's Bora Bora, Papeete, Moorea and other ports.

*Westerdam* cruises will begin on 29 Sep 2011, while *Rotterdam* will commence from 04 Mar.



## Corporate Consultant

Goldman Travel Corporation, a leading travel management company located in Sydney, is looking for an experienced corporate consultant to join our dynamic team in our Bondi Junction office.

Applicants must have the skills to work autonomously and be totally focused on customer care. Sabre/Tramada is an advantage, but not essential.

Very attractive salary and working conditions guaranteed.

**If you believe this role is right for you or request further information, send through your resume or contact David Goldman at [david@goldmantravel.com.au](mailto:david@goldmantravel.com.au) or (02) 8333 7700.**

All applications and contact will be treated as confidential.

## guest contact centre agents.

Brisbane.

As a Guest Contact Centre Agent you will be the friendly voice that you hear when you call Virgin Blue's 13 67 89 number. Our 7 days a week award winning Guest Contact Centre is located in Brisbane and receives calls from all over Australia and overseas.

Our GCC Agents bring positive and enthusiastic behaviours to our team, are eager to delight our Guests and customers whilst having the quality of thinking to learn and adapt in our changing business environment.

Of course to do this you will have great skills in communication, problem solving and interpersonal relations. You will also be able to commit to working a rotating shift roster over 7 days a week with starts from 05:00hrs with the GCC closing from 22:30hrs.

To apply visit our website [virginblue.com.au/careers](http://virginblue.com.au/careers) or click here to apply.

Applications close Sunday 26 December 2010.



**"We wish all of our industry partners..."**

*a Brighter Bolder Better New Year!"*

**amADEUS**  
Your technology partner

## 2D boarding passes

2D BAR coded air boarding passes have now become an institution of air travel, a fact solidified this week with the historic milestone of 100% worldwide implementation.

"The magnetic stripe boarding passes are on their way to a history museum next to the paper ticket," said Giovanni Bisignani, IATA's Director General.

"After electronic ticketing in 2008, the conversion to BCBP is the next important step to provide passengers with more convenience and choice.

"Completing many tasks during the journey will now take seconds with the swipe of a bar code," he added.

It's estimated that 2D bar coded boarding passes will save the industry about US\$1.5b per annum.

## Three new Sofitels

ACCOR'S luxury Sofitel hotel brand is welcoming three new properties around the globe to its portfolio this week, with the Sofitel Vienna Stephansdom on Wed, the Sofitel So Mauritius on Thu, and a 'soft' launch of Sofitel Phonh Penh Phokeethra on Sat.

## Free Feb wedding

HAYMAN in the Whitsundays is shouting guests who become engaged on the Island during Feb 2011 to a complimentary wedding.

Part of its 'Month of Love on Hayman' promotion held during Feb next year, couples who get engaged during the 'love month' will be invited back for a free wedding ceremony including a celebrant, ceremony location and set-up, as well as the services of a Hayman wedding planner.

## MCVB merger

THE Melbourne Convention and Visitors Bureau has merged its convention sales operations and business development to provide a "more integrated approach to [the] bidding process".

The move sees Julia Swanson, former head of MCVB's sales team promoted to director of Business Development & Convention Sales.

Melissa Holdsworth has also moved up the MCVB ranks to the position of Associate Director, Business Development.

## BA fuel surcharge

BRITISH Airways says the £10 fuel surcharge increase applied to the carrier's long-haul services (TD Wed) does not apply to flights which are booked from Australia.

## Horizons at Cu Chi Tunnels



ABOVE: New Horizons Holidays and Royal Brunei Airlines hosted a group of consultants on a famil to Brunei and Vietnam recently.

While in Vietnam, participants had the chance to experience what life was like for the guerillas by going underground in one of

## Sheraton China

STARWOOD Hotels and Resorts Worldwide will open three new Sheraton branded properties in China, by the end of January.

The Sheraton Wenzhou Hotel will open first, followed by the Sheraton Jiangyin Hotel and the Sheraton Shanghai Hongkou Hotel.

The additions will increase the brands portfolio to 35 hotels in Greater China and another 29 in the works.

## Camp accreditation

APT Wilderness Camps and Lodges in the Kimberley have been accepted by the Australian Tourism Accreditation Program, for its customer service and business practice.

## VX jets into Mexico

VIRGIN America operated its inaugural service into Mexico yesterday, the airline's second int'l destination behind Toronto, Canada which launched in Jun.

VX now flies five weekly direct services between San Francisco and San Jose del Cabo.

the Cu Chi tunnels.

They also visited the Mekong Delta and did a full day tour of Brunei, which included the Omar Ali Saifuddien Mosque and the Kampong Ayer Water Village.

Pictured at the Cu Chi Tunnels, top row from left are: Lorraine Todd, Carine Travel Bug; Hannah James, Flight Centre Armadale and Kym Hector, Flight Centre Central.

Second row: Alana Dalby, Flight Centre Phoenix; Michelle Robertson, Stodarts Travel Kalgoorlie; and Michelle Houston, Royal Brunei Airlines.

Third row: Larissa Campbell and Rebekah Clune from New Horizons Holidays.

Front row: Rebekka Walker, Flight Centre Livingston & Leanne Smith, Flight Centre Warwick.



## Busines Development Manager - NSW

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

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

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

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

The successful applicant will possess:

- A successful track record of achieving sales targets within the travel industry in the role of a BDM
- A strong understanding of the APT market and product
- Demonstrated experience in providing professional and credible support to customers
- Excellent relationship management skills
- An analytical and creative approach
- Confidence in presentations and training customers in product features and benefits
- A passion for pursuing excellence in results
- A commitment to the team and a desire to help others to be successful
- Ability to undertake interstate and intrastate travel

We offer:

- A competitive remuneration package
- Opportunities to access travel industry benefits
- A supportive management and a positive working environment
- A dynamic team with a great culture and a drive for success

Please send a cover letter and resume to:  
[employment@aptouring.com.au](mailto:employment@aptouring.com.au)

Applications close: COB on Wednesday 22nd December 2010



corporate domestic  
\$40k-\$50k  
great career opportunity

call  
03 94194399

or email  
[kelliek@crctraveljobs.com.au](mailto:kelliek@crctraveljobs.com.au)

[www.crctraveljobs.com.au](http://www.crctraveljobs.com.au)

## Four Seasons rooftop bash



ABOVE: Susan Helstab, executive vp corporate marketing, Four Seasons Hotels & Resorts, hosted cocktails on the roof at Four Seasons Hotel Sydney recently.

She told guests from MICE and the travel industry that Asia Pacific is leading the world in terms of growth and thanked them for their support.

### Car firm LHR move

UK rental company Enterprise Rent-A-Car has moved its London Heathrow branch to a new location at the airport, located at the junction of the M4 and M25.

The new purpose built site offers a larger lobby with Wi-Fi equipped rest area and a larger exterior profile for customers to identify when returning cars.



Pictured here enjoying the Sydney Harbour and city views, and some bubbles, *from left* are guests: Susette van der Linden, Helms Briscoe; Ilana Den, Conference Call; Melanie Rigg, Veritas; Tara Nurthen, Call Incentives; David Addison, Avanti Events and Joanne Sproule, Four Seasons Hotels.

Inset: Craig Smith, Corporate Travel Management; Susan Helstab and Cathy Favaloro, from Four Seasons Hotels.

## Ultimate Harbour

AN Ultimate Sydney Harbour attractions pass is being offered by Captain Cook Cruises and Bass & Flinders Cruises to showcase 10 main attractions, in Dec and Jan.

The Hopper pass allows pax to visit Darling Harbour, Circular Quay, Fort Denison, Taronga Zoo and more locations over one or two days, with prices starting at \$59 per adult and \$33 for children (5-14 years) for a one day ticket.

## Milestone for AC

AIR Canada yesterday celebrated its third year of operating non-stop daily services between Sydney and Vancouver.

## Treetops at night

HOLLYBANK Treetops Adventure is giving guests the chance to join in night tours from 21 Dec.

The Tasmanian attraction will allow patrons to revel in the forest at night via a highwire adventure lit only by the light of the night sky and a helmet lamp.

Guides will be on hand at every 'Cloud Station' which will be fully lit for guest convenience.

For more details visit [www.treetopsadventure.com.au](http://www.treetopsadventure.com.au).

## 20% off Voyages

VOYAGES of Discovery has extended its 20% discount on Asia, Middle East, and Australian 2011/12 cruise program until 28 Feb, incl its Grand Voyage collection.

The promotion has been extended from 31 Dec 2010.

## Agency admissions

FLIGHT Centre Ltd has had a busy few weeks, opening a number of new branch locations in both NSW and Queensland.

The Travel Compensation Fund has this month admitted two new Flight Centre stores at 188 Pitt St, Sydney NSW and at Southport Park Shopping Centre, Southport QLD; two new Escape Travel branch offices at Mitchelton and Nambour in QLD, a Students Flight store in Mitchelton QLD and a Cruiseabout office at Indooroopilly QLD.

Other new travel agent branch offices include Jetset Carillon City, Perth WA, Wicked Travel, George St, Sydney NSW; Harvey World Travel Parkes NSW; Information Planet Travel, Manly NSW; Travelworld Mt Annan NSW; and Quadrant Travel & Journeys, Coffs Harbour NSW.

Also admitted to the Travel Compensation Fund between 01-15 Dec 2010 are three new head office agency locations, including *Holiday Travel*, Adelaide SA (ABN: 13 144 831 005); *Uniq Travel*, North Adelaide SA (ABN: 63 144 682 691) and *Beaumaris Travel*, Beaumaris VIC (ABN: 67 144 952 876).



Your road to freedom

- Australia's Leading Car Rental Wholesaler
- North Sydney based location
- Outstanding Career Opportunity

DriveAway Holidays is looking for a dynamic team leader to work with the Product and Pricing teams. This is an outstanding opportunity for the right professional with vision and leadership skills.

The successful candidate will be responsible for the following:

- Assisting the CEO with competitive analysis of both the domestic and International marketplace
- Assisting the CEO with pricing and product negotiating
- Maintaining relationships with key domestic and some international suppliers.
- Delivery of product internally

The following skills are required:

- Excellent knowledge of Microsoft Excel
- Outstanding attention to detail
- Excellent communication and negotiation skills
- Proven ability to work autonomously as well as within the team to achieve optimum results
- Previous experience in Self Drive Products ideal but not necessary
- Experience within the travel industry is ideal

To apply for this exciting role, please email your application to [michellec@driveaway.com.au](mailto:michellec@driveaway.com.au)

Applications close 23 December 2010

## Product and Pricing Team Leader



### Corporate Sales Executive THAI AIRWAYS INTERNATIONAL MELBOURNE

A full time permanent position is available for a highly motivated person to join our sales team in Melbourne. The successful candidate will be responsible for the implementation of sales and marketing strategies and generation of revenue through corporate business development.

Applications are invited from candidates who have the following:

- sound knowledge of travel industry (previous sales experience advantageous)
- ability to develop sales plans and achieve revenue targets
- capacity to build and develop strong relationships with travel agents and corporate accounts
- excellent presentation and communication skills
- demonstrated negotiating skills
- ability to problem-solve and identify business opportunities
- aptitude to gather, analyse, interpret & evaluate statistics
- current driver's licence and own car
- competent in Microsoft Office programmes

Written applications to be submitted by 24<sup>th</sup> December to:

Susan Leitch, Sales Manager  
Thai Airways International Public Company Limited,  
LPO Box 122, Flinders Lane, Melbourne, Victoria, 3000.  
Fax (03) 9650 7103

Please note, only candidates who meet the minimum requirements will be considered and contacted.

## LH KK's cabin refit

GERMAN carrier Lufthansa has confirmed it will refit 180 of its short- and medium-haul aircraft over the next year (flagged by *TD* earlier this year) with the project adding 2,000 seats across its fleet.

Lufthansa says the new Recaro ergonomic and slimmer seat model will add 4cm of extra leg room for economy class passengers, while at the same time adding two extra rows of seats per aircraft.

## YTL expansion

THE YTL Corp. has expanded its Japanese offering with the purchase of the 460-hectare Niseko Village development in Hokkaido.

According to the company, Niseko Village which overlooks Japan's Mount Yotei, will be converted into an all-seasons mountain resort complex, catering to wealthy locals and tourists, offering a range of luxury hotels, homes, ski-in/ski-out estates and shopping and dining centres.

## Amadeus comp

AMADEUS has launched a global competition that is encouraging agents to think up innovative ideas that it hopes will help transform the travel experience.

The competition site is now live at [ideasfortravel.amadeus.com](http://ideasfortravel.amadeus.com) and participants can leave their ideas on what they think needs to be improved in terms of the all round travel experience.

A top prize of €20,000 (AU\$27K) is up for grabs with small cash prizes also being offered.

The competition closes 18 Mar.

## Sea Cloud's newie

SEA Cloud Cruises has added a new four night cruise onboard the *River Cloud II*, departing from Basle, Switzerland and ending in Strasbourg, France.

The 27 Mar departure is priced from €695pp with an earlybird saving of €100pp for bookings made before 31 Jan 2011.

More at [www.seacloud.com](http://www.seacloud.com).

## Air China 2 to LAX

AIR China will begin twice daily Beijing-Los Angeles services effective 01 Sep 2011, according to travel agent GDS displays.

As a result of increasing existing capacity to a 344-seat Boeing 747-400, and the new flight, overall capacity is boosted 120%.

## WIN A FIJI HOLIDAY FOR TWO



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

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

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

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

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

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

Click here for competition terms and conditions.

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

TREASURE ISLAND FIJI

AIR PACIFIC FIJI'S INTERNATIONAL AIRLINE

## new opportunity!

Cover-More is Australia's largest Travel Insurance provider, providing assistance to Australian travellers all over the world. We are a global organisation that recognises individual and team efforts and believes in our products and our people.

We are looking for a highly motivated fulltime Business Development Manager to join the VIC/TAS Sales team.

The successful candidate will possess:

- A proven track record in a sales environment, preferably in the travel industry
- Motivation to achieve both individual and team sales targets and objectives
- Effective negotiation skills
- Strong communication skills
- A passion to build relationships within the industry
- A positive, fun attitude

A competitive salary package, including a fully maintained company vehicle and generous bonus scheme will be offered to the successful candidate.

If you want to be part of a progressive organisation, please email your expression of interest to:

email: [sharong@covermore.com.au](mailto:sharong@covermore.com.au)

**Cover-More**® Travel Insurance

"...travel insurance you can trust"

## P&O campaign

P&O Cruises has created a new advertising campaign for cinemas and television with passengers taking part in the making of the 15 -30 second ads.

The cinema adverts are expected to begin next thurs and will run throughout 2011 while the TV ads will begin on 02 Jan.

"We decided to develop a campaign which shows holidaymakers taking pictures of themselves having fun" Jenny Lourey, senior vice president of Carnival Aust. said, with 130,000 images taken over eight days.

## EY ups Europe

ETIHAD Airways will increase its services to Europe next year, with extra flights being operated to Geneva, Milan, Paris, and Brussels, beginning in Jun 2011 according to agent GDSs.

Flights from the airline's hub in Abu Dhabi to GVA will increase from five to six weekly in Jun, and again rise to daily from Jul.

The MXP route will also rise from five to six weekly in Jun and daily from Aug; CDG will go double daily from Jul; and BRU will go from six to eight weekly services effective Aug 2011.

## SAIL WITH US ON OUR EXCITING NEW VOYAGE!

SOMERVILLE TRAVEL & CRUISE PTY LTD

## FULL / PART TIME TRAVEL CONSULTANTS

Specialists in tailor-made holidays and cruises!

Do you have these qualities?

- TRAVEL & GDS EXPERIENCE • GREAT PERSONALITY
- SENSE OF HUMOUR • WORK ON OWN INITIATIVE
- TEAM PLAYER • RELIABLE

This is a unique opportunity to join our expanding business and become part of the team!! When you bring your 'passion' and 'knowledge' to this role you will be rewarded with an excellent salary, training and your day will not be boring!!

Email: [moira@somervilletravel.com.au](mailto:moira@somervilletravel.com.au) or phone 03 5977 5433

## iPeninsula app.

PENINSULA Hotels has launched its iPhone application, including real time room and restaurant availability, with apps available in English, Chinese and Japanese - go to [peninsula.com](http://peninsula.com) for details.



## Travel Specials

WELCOME to *Travel Specials*, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

Value Tours is offering a Silver Star family package in Canada at the Creekside Condominiums. Priced from \$699pp for 10 nights, the package includes accom in a two bedroom apartment, six day lift pass for two adults and kids ski free. See [valuetours.com.au](http://valuetours.com.au).

Creative Cruising has a 15 night journey onboard *Cunard Queen Victoria* from Athens to Venice priced from \$5,689pp. The voyage departs on 08 Nov 2011 and visits Istanbul, Turkey; Meteora and Corfu, Greek Islands; and Dubrovnik, Croatia. The package includes all meals, port charges and gratuities onboard, accom and brekkie at the Plaka Hotel, Athens and Ruzzini Palace Hotel, Venice - see [www.creativecruising.com.au](http://www.creativecruising.com.au).

Pepper Beach Club & Spa at Palm Cove QLD is offering Christmas lunch in its Lime and Pepper Restaurant priced from \$125 pp. The three-course set menu & drinks is being served from 12 to 3pm on Xmas Day. Email [vanessa.pope@peppers.com.au](mailto:vanessa.pope@peppers.com.au) to book.

## G'day USA week

TOURISM Australia is gearing up for its annual G'Day USA Australia Week, being held between 15 and 29 Jan 2011.

The event will be held in North America and is designed to showcase Australia to the United States, with Business events being focused on for this year.

See [www.australia-week.com](http://www.australia-week.com).

## APTT fares course

AUSTRALIAN Pacific Travel & Tourism is holding a 5-day Industry Fares course on 17-21 Jan, covering fares competency required for travel agent licensing.

The course is priced at \$995 plus \$165 for textbooks, with discounts offered for two or more staff attending - to register email [info@ptt.edu.au](mailto:info@ptt.edu.au).



CUSTOM-DESIGNED  
**MARKETING POSTCARDS**  
*Packed with a Punchline!*  
1800 008 825

**NEW!**



Unique holiday postcards featuring the sophisticated wit of the New Yorker magazine!

[www.cardworks.com.au](http://www.cardworks.com.au)

## Santa Claus is coming to town...

Today we bring you another selection of fantastic travel industry party photos (below) for our popular Christmas competition.

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

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



BELOW: The rock'n 80's. NRMA Travel & TLH staff held their 80's themed Christmas Party at Bel Paese Ristorante in North Sydney. Pictured here is Kerri-Ann Taylor, Michelle Rymill, Matthew Telfer, Segran Menon (80's Pimp), Doreen Bryanton, Brad Woodhouse (B1), Daniel Warda (80's Joker), Keith Bridgart, Anja Soerensen, Abby Weeks, Jessica Leslie and Renee Jackson (80's Rock).

ABOVE: Santa and his lovely helpers. Pictured here is Sarah Sidney, Yuri Cherniavsky, and Emily Lalor from Corporate Travel Headquarters in Sydney who recently celebrated Christmas at Forbes Level 2 Restaurant.



LEFT: Check out these smiles! Orient Express Travel Group's Express Ticketing Sydney Team celebrated Christmas in true

Bavarian style at the Lowenbrau Keller at The Rocks in Sydney on Wednesday 8th December.

Pictured here is Aiman Wong; Chris Lin; General Manager NSW, Robert Leung; Jessica Lin; Suzanne Ng; State Manager NSW, Mohammad Nasiry; Karina Hill; Christine Qin; Amy Li and Milla Lardizabal.

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

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

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

[xmasphotos@traveldaily.com.au](mailto:xmasphotos@traveldaily.com.au)



**AA APPOINTMENTS**  
RECRUITMENT CONSULTANTS



**NEED TO ADD A NEW JOB TO YOUR  
CHRISTMAS WISH LIST?  
REGISTER WITH AA TODAY!**

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com](http://www.aaappointments.com)**

**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)**

**LEISURE CONSULTANT! 2 X POSITIONS LEFT!  
EXPERIENCED TRAVEL CONSULTANT – ANY GDSI  
SYDNEY INNER - EXCELLENT HOURLY RATE + SUPER ++**

Would you like to secure a long term temp role NOW, and still be able to take CHRISTMAS and NEW YEAR OFF? Our client is hiring now so get in ASAP and don't wait until the New Year to start applying for roles. Our client has 2 x RETAIL TRAVEL positions available with an immediate start, full training provided and yes, Christmas and New Year off!! This is a call centre environment - no face to face consulting. Benefit from weekly pay, temp rewards and more!

**CORPORATE AND TICKETING TRAVEL TEMP  
GALILEO TRAINED CORPORATE TEMPS x 2.**

**SYDNEY CBD - EXCELLENT HOURLY RATE + SUPER +**

Our client is a Global TMC looking for a superstar Corporate Travel Consultant to join their fabulous team of professional travel agent in January 2011. Our client is going great guns and winning new accounts and growing by the second! This role could potentially lead to a permanent opportunity. So if you looking for a Corporate Travel Consulting role where you utilise your strong product knowledge and wonderful customer service skills, apply with AA today!

**'TIS THE SEASON TO BE PROACTIVE!**

**DOMESTIC CORPORATE CONSULTANT**

**MELBOURNE (CITY) – SALARY PACKAGE TO \$50K+**

This is one of Australia's largest independent travel management companies and they currently have an opening available for a highly competent domestic corporate consultant. Working in this fun & social office, you will be thrilled with the team environment together with the little added bonuses such as free Christmas shopping days, rewards & incentives. This position is calling for you – apply now for more information.

**BY APPOINTMENT ONLY**

**LEISURE CONSULTANTS**

**PERTH (CITY) – SALARY PACKAGE TO \$80K+ (OTE)**

Tired of the annoying general public time wasters that are forever walking into your office?! This growing online & phone based travel company are not a retail office and therefore do not receive walk in clients – visits are by appointment only! Earn easy money by utilizing your strong sales skills & drive to succeed. There are big dollars to be earned in this company; you just need to want it!

**PATAGONIA, CARNIVAL OR THE SACRED VALLEY?**

**SOUTH AMERICAN TRAVEL SPECIALIST**

**MELBOURNE (CITY) – SALARY PACKAGE TO \$58K**

Have you travelled South America extensively & believe you have what it takes to become a specialist in this destination? Our client is extremely well recognized & pride themselves on their reputation, together with the service provided to clients. Retail travel sales consulting experience a necessity, together with a strong personality & a drive to succeed. In return you will be rewarded with a very healthy pay packet.

**WHOLESALE'S WHERE IT'S AT**

**WHOLESALE TRAVEL CONSULTANTS**

**PERTH (INNER) - SALARY PACKAGE TO \$43K + OVERTIME**

The larger the company, the more opportunity! This national wholesale travel company is forever spreading it's wings & as a result, currently have 3 positions available for those enthusiastic & vibrant travel consultants out there. All applicants must have international travel consulting experience (ex. Australia) & be proficient on a CRS. Educational, rewards, paid overtime & incentives on offer!

**A PERFECT MIX**

**CORPORATE/LEISURE CONSULTANT**

**BRISBANE INNER SUBURBS – SALARY PACKAGE \$55K OTE**

Here is your chance to put some variety back into your day and work Mon – Fri hours only. This award winning agency is looking for an experienced travel consultant to join them You will service the travel needs of corporate clients along with booking worldwide arrangements for leisure clientele. This office is close to plenty of shops and restaurants to wander through on your lunch break. Great \$\$\$ on offer. Don't miss out as this role is starting in January - call today!

**A CUT ABOVE THE REST**

**CRUISE CONSULTANT**

**BRISBANE INNER SUBURBS - SALARY PACKAGE \$50K**

Are you experienced in catering to the discerning traveller? A cruise extraordinaire? Then don't miss your chance to join this boutique agency. Located off the street this agency prides itself on giving their clients exceptional customer service and offering that little bit extra. They are currently looking for a strong cruise consultant to join them. In addition to booking worldwide cruises you will book pre and post touring arrangements. Fantastic base salary on offer.