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Travel Daily AU
First with the news

Thu 21 Jan 10 Page 1

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

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Explore ups comm

EXPLORE Holidays has matched the 15% commission for agents on UK/Europe bookings made before 28 Feb, instigated by Creative Holidays and followed by Qantas Holidays and Travel2 (TD Fri).

Explore is also offering the extra 2% commission for bookings made on its Mexico program.

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QantasLink boosts NSW

THE delivery of its 19th Q400 aircraft will see QantasLink expand its schedules at a number of regional NSW ports.

QantasLink exec mgr, Narendra Kumar, said changes would see the flagship aircraft introduced on the Wagga Wagga-Sydney route from 08 Mar, operating 20 of the 26 weekly return flights to the larger 74-seat aircraft and

reducing flying time by 10 minutes to just one hour.

The new schedule will also see an extra five Q400 Coffs Harbour-Sydney flights each week, with Q300 operations also boosted to Port Macquarie, Tamworth and Armidale.

NSW Tourism Minister, Jodi McKay, said the expanded capacity was "great news for regional tourism."

"This is a clear vote of confidence by QantasLink in the appeal of business and leisure tourism in regional NSW," she said.

The Q400 will begin operating at Wagga as soon as the city's airport is upgraded, boosting capacity by 460 seats a week.

More NZ tourism marketing funds

NZ PM John Key has announced a NZ\$10 million joint venture tourism marketing project involving Tourism NZ, the travel industry and New Zealand's regional tourism organisations.

Half the money is coming from the govt with the rest from the RTOs and private sector, with the funds expected to be spent in the Australian market enabling the various regions of New Zealand to promote their unique features.

The move has been described as the "start of a new era" in the way that NZ regions market off-shore.

Today's Travel Daily

Travel Daily today has six pages of news, plus full pages:

- TMS Asia Pacific
- AA Appointments
- Club Med

Club Med 30% off

CLUB Med is waiving its single surcharge, as well as offering savings of up to 30% per person for bookings at Club Med Lindeman Island, with five night packages including flights starting from \$1335 ex BNE, on sale to 31 Jan and travel to 26 Mar 2010.

For details see page nine.

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Thu 21 Jan 10

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Click for Etihad Interactive Tour

Carnival Cruise Lines Europe return

US-BASED Carnival Cruise Lines has announced it will base its next ship in Barcelona, Spain after its May 2011 launch.

The 3690-passenger *Carnival Magic* will mark the brand's return to Europe, three years after pulling back to operate only US-based cruises in 2008 citing the worsening economic situation.

Magic will sail seven, nine and 12-night cruises to Venice, Rome, Naples, Palma, Marseilles, Dubrovnik and Monte Carlo, with itineraries placed on sale to past passengers today.

UA business fare

UNITED Airlines has released a Business Class fare from SYD/MEL to Los Angeles priced from \$5499 plus taxes, for departures from now until 31 Mar.

The special fare is on sale until next Tue 26 Jan.

ESTA 'service fee' plan

THE US Department of Homeland Security says it's anticipating having to start charging a "small service fee" for its Electronic System for Travel Authorization, which will also shortly become compulsory for all travellers to the US under the Visa Waiver Program (TD 11 Jan).

And travellers without an approved ESTA will not be allowed to board US-bound aircraft shortly, with the US Department of Homeland Security set to implement "enforced ESTA compliance for air carriers."

The system, which requires travellers under the US Visa Waiver Program to register online before departure, was launched a year ago and the DHS has announced that from 20 Jan it will begin a two-month transition to mandatory ESTA registration.

The electronic system also applies to travellers to the US by sea, but doesn't affect those who

have a valid US visa or US citizens returning from overseas.

The Department of Homeland Security is recommending that ESTA applications be submitted as soon as an applicant begins making travel plans, with approvals valid for up to 2 years.

Travel agents are able to register their clients for the ESTA at <https://esta.cbp.dhs.gov>.

As well as the anticipated new service fee, the US Congress is also currently considering the proposed "Travel Promotion Act" which could see a further US\$10 fee collected from Visa Waiver travellers if the legislation is passed, with the money to be used to promote travel to the US.

New Disney OZ md

THE Walt Disney Company is looking to boost is positioning in the region, yesterday announcing the appointment of John Cracknell as its new managing director for both Australia and New Zealand.

The restructure will see Disney's businesses in Australia and NZ integrated under Cracknell's guidance, in a move aimed at expanding Disney's profile to both consumers and trade partners in this region.

"The introduction of an integrated structure will drive continued growth across all our businesses and will provide opportunities to further deepen our relationships," Cracknell said.

The change is focused on Disney's media networks, parks and resorts, studio entertainment, interactive media and consumer.

For more Walt Disney news see pages 4&6, and for other industry appointments turn to page five.

Delta waits, hopeful

DELTA Air Lines and SkyTeam are waiting in anticipation for Japan Airlines to accept their offer to bail out the struggling carrier, after it announced it had entered into court-led financial restructuring (TD yesterday).

DL and the airline alliance said they "fully support Japan Airlines and stand ready to provide assistance and support in any way possible."

"Delta fully expects that JAL, with the support of Enterprise Turnaround Initiative Corp., will be successful in its restructuring and return the airline to a position of prominence," a statement from the airline said.



Window Seat

EUROPEAN rail travel certainly gets some people excited, but this is a little extreme.

30-year-old Aussie Grant Burton has offered to have the Eurail logo and website URL tattooed on his back, in a bid to allow his parents to travel through Europe one last time.

He came up with the idea to help his parents celebrate their 40th wedding anniversary, emailing a request to Eurail and getting an almost instant response, with the company generously providing four passes - and Eurail is also offering to help pay for flights if he gets more than 10,000 Facebook fans.

The logo, pictured with Burton below and measuring about 15x 11cm, will be inked on his back tomorrow in a Melbourne tattoo parlour.



THE bankruptcy of Japan Airlines (TD yesterday) has seen the carrier's share price plummet, with a number of creative valuations of the airline.

One analyst has calculated that the Japanese flag carrier is now smaller than aviation minnows Croatia Airlines and Jazeera Airways in terms of market value - and is also now worth less than one Boeing 747.

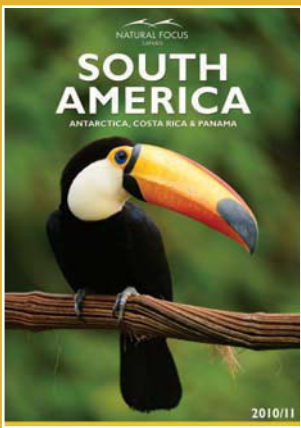
THREE tourists from Europe have been jailed in the African country of Sudan for illegally collecting an unusual souvenir.

Two of the visitors were from France and the other from Belgium, with the trio arrested north of Khartoum after they allegedly picked up some remnants of a rare meteorite which hit a remote region of the country in 2008.

There's intense scientific interest in the space rock which is extremely valuable.

A lawyer for the tourist said they had "no intention of committing a crime" and hoped to secure their release shortly.

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GAP calls for an end to discounting

GAP Adventures boss, Bruce Poon Tip, says the travel industry needs to look towards phasing out the number of 'stay pay' and last minute deals that are strangling the market.

He told *TD* this week that as the industry starts to see signs of a recovery from the global

financial crisis, now is the time to wind back the discounting.

Poon Tip suggested suppliers need to stop offering the 'Stay 4, Pay 3' or the 'Stay 7, Pay 5' deals and other promotions used just to fill space.

"Nobody wins from the discounting in the travel industry, just the consumer.

"Suppliers lose, the wholesalers lose and the travel agents lose" because of lower commission, he said, adding: "It's not a sustainable model."

Poon Tip said the adventure small group tour operator has not found it necessary to cut prices because "people tend to book well in advance for our product."

He said 2010 has gotten off to a great start for GAP Adventures, fueled by a boom in sales from the Australian market (*TD* yest.) towards the end of 2009.

He said Africa is a real standout destination for the firm, with all adventures now guaranteed to run through until at least Jun 10.

Safety area saviour

A RUNWAY safety zone is being credited with the prevention of a "catastrophic tragedy" at an airport in Charleston, USA yesterday, after a Bombardier CRJ-200 regional jet aborted its take off at the last moment.

The plane came to a stop about 30m from a steep drop at the end of the runway, according to *The Charlotte Observer*.

The safety zone is described as an "Engineered Material Arresting System" (EMAS), comprising concrete blocks designed to collapse under the weight of a plane and bring it to a safe stop.

Exploring for Nessie



ABOVE: Explore Holidays sent four of its sales staff on a six-day educational to the UK recently to sample some of the wholesaler's products in the UK and Scotland.

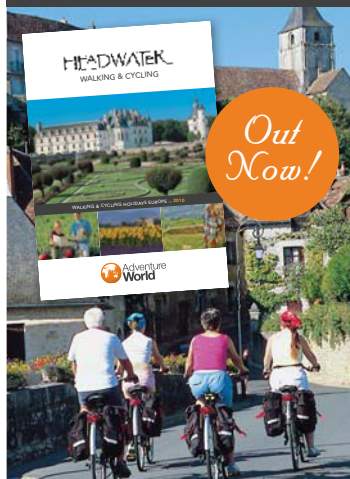
The famil, which is part of an ongoing campaign to ensure staff have expert knowledge of the products they sell, included a visit to Edinburgh, Glasgow and an overnight Inverness tour with

Rabbies Tour, that included the fabled Loch Ness.

Marketing manager Ben Alcock said the famils allow Explore staff to provide accurate information during the booking process, along with tips and recommendations.

Pictured here at Loch Ness, from left are Explores' Michelle Scanes, Natasha Sosa, Amy Thurston and Melissa Nalder.

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Sales Support Executive - Victoria



An excellent opportunity has arisen for a Sales Support Executive to join our sales team in Melbourne.

We are looking for an enthusiastic Sales Support Executive to join our Victorian sales department. You will be highly motivated and genuinely enjoy working with people.

Reporting to the Regional Sales Manager your prime responsibility will be to provide internal sales support to the Vic, SA, WA Sales Team. Working in conjunction with the Regional Sales Manager and 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. Along with excellent customer service skills you are able to work independently and as part of a larger team. Strong organisational and administration skills are paramount, as is your attention to detail, outstanding communication skills (written and verbal) and the ability to work under pressure and to meet clear deadlines. Proficient use of the Microsoft suite, in particular Word, Excel and Powerpoint, is essential.

This position is a full time role based with Victoria Sales at Head Office, Level 7, 10 Dorcas Street, South Melbourne.

Interested applicants should apply to Martina Jennings, Regional Sales Manager Vic, SA NT WA, no later than Friday 29 January 2010.

Resumes with cover letter, should be sent to Martina at - mjennings@hertz.com

Disney Hawaii hotel

WALT Disney Resorts & Parks has revealed the name of its "highly anticipated" Hawaiian resort as *Aulani, A Disney Resort & Spa, Ko Olina*.

The property is currently under construction on the western side of the island of Oahu and is expected to open in the third quarter of 2011.

Aulani, which means "the place that speaks with deep messages" will feature 360 hotel rooms and 481 two-bedroom Disney Vacation Club villas.

The oceanfront resort is being built adjacent to a lagoon and white-sand beach, and will have two restaurants, a family oriented spa, conference facilities, pools, hot tubs and a river pool.

Vice president of Disney Vacation Club and Resort, Djuan Rivers said the property will embrace the culture of the US state's native people.

A preview website has also been launched to showcase the resort's facilities at disneyaulani.com.

New Air France seat

AIR France has launched what it's describing as "the lightest and most comfortable short-haul seat in the world," which will be gradually introduced on its domestic network from 30 Jan.

The seat is 40% lighter than previously, resulting in fuel and emission savings, and offers up to 7.5cm more legroom.

Boeing staff cut

BOEING has confirmed that it will reduce staff numbers at its commercial airplane division by around 2000 this year.

The unit employs about 60,000 people in total.

Britrail reductions

ACP Rail has announced a 5% saving on first class BritRail Passes and Point to Point tickets, while other rates are frozen at 2009 levels.

Trafalgar US deal

TRAFALGAR Tours is offering a \$1079 Air New Zealand economy fare to Los Angeles or San Francisco (ex SYD, MEL or BNE) when flights are purchased in conjunction with a Trafalgar US tour valued at \$2125pp or more.

Fares from ADL or PER cost from \$1349, with the offer valid for bookings made by 29 Jan and travel 11-30 May 2010.

CELEBRATE AUSTRALIA DAY WITH AN OZ CRAWL BOARD GAME



CONGRATULATIONS to Kristy Carpenter of Escape Travel Runaway Bay who was the first person yesterday to tell us '99.94' was

the batting average for Sir Donald Bradman.

Kristy is now the lucky owner of the hit party game, OzCrawl. There's just under a week to go before Australia Day, our biggest annual holiday celebrated right across the country, and to celebrate OzCrawl is giving TD readers the chance to win their very own Oz Crawl board game every day this week, valued at \$59.95.

Oz Crawl is a hilarious Aussie-themed game that brings out the patriotism in all of us.

For ages 15+ and 2-6 players, Oz Crawl is a brilliant game to enjoy with mates this Australia Day - the board, a neoprene mat, is beer and beach friendly, so enjoy it anywhere!

You'll discover surprising talents you never knew your friends had from singing and dancing to using their powers of persuasion to win the game.

To enter, simply be the first person to email the correct answer to the question below to: ozcrawlcomp@traveldaily.com.au.

Which Australian state is home to Eighty Mile Beach?

For further information, visit www.ozcrawl.com.au.



Intelligent airlines

EMIRATES, Finnair and TACA have all signed contracts with Amadeus to access its MIDT (Marketing Information Data Tapes) which contain information about airline bookings made by Amadeus-connected travel agencies across the globe.

It's estimated that the Amadeus data represents about 36% of worldwide airline bookings made via the agency channel.

About 50 carriers use the information at present, with Amadeus claiming that "smartly used MIDT data can increase the bottom line of an airline by anywhere from 1% to 3%".

Singapore openings

PART of Singapore's first "integrated resort" opened this week, with 1340 rooms in four hotels coming on stream.

The new properties include the Hard Rock Hotel Singapore, Hotel Michael, Crockfords Tower and the Festive Hotel, and developer, Genting Group, has also confirmed that Resorts World will absorb Sentosa admission charges.

Resorts World Sentosa is set to have its casino open in Mar, while the resort's new Universal Studios theme park is also set to debut in the coming weeks.

Genting has also flagged a new resort in Iskandar, Malaysia.

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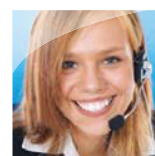
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Universal Studios to open Korea park

A NEW Universal Studios theme park and resort is set to open in the Gyeonggi province of South Korea in 2014.

Universal Studios Korea Resort was originally scheduled to be up and running by 2012, but has been delayed due to the global economic crisis.

"This will be a remarkable landmark in terms of tourism in Korea," said Kim Moon-soo, Gyeonggi province governor, with the proposed resort bigger than all the other Universal theme parks combined.

As well as parks in California and Orlando, there's also a Universal theme park in Osaka, Japan, with others being built in Singapore and Dubai.

AF/KLM fat policy

AIR FRANCE KLM has responded to a media furore about its treatment of overweight passengers, saying it "has no intention of making heavier passengers pay for a second seat".

The stories emerged after the carriers announced a small policy change, under which for bookings from 01 Feb and travel from 01 Apr they will refund obese passengers the cost of the second seat in economy they have purchased, if the cabin is not fully booked.

"Since 2005 Air France has been offering heavier passengers the possibility of purchasing a second seat to ensure they travel in optimum comfort and safety. This second seat benefits from a 25% discount," the carriers said.

Ethiopian addition

ETHIOPIAN Airlines will add a fifth weekly service on its route from Addis Ababa-Paris-Brussels.

The move is effective 20 Jun with the extra service operating each Thursday.



Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Former communications manager for The Travel Corporation, **Rachel White**, has joined the Edelman public relations agency as a new associate director.

Voyages Hotels & Resorts has announced the departure of **Louise Longman** from the position of public relations manager.

Martin Pakula has been sworn in as Victoria's new Minister for Transport after the sudden resignation of Lynne Kosky this week.

British Airways commercial manager for Australia, **Nicole Backo**, has been promoted to regional commercial manager, covering the South-West Pacific operations. Backo will be responsible for all aspects of sales and marketing across the region, and managing key partner relationships with the British flag-carrier.

Air New Zealand has appointed **Alex O'Connor** as its new manager of distribution, replacing **Mark Freeman** who's moved to the carrier's Rugby World Cup project team. **Michelle Heath** has also been named as NZ's Business Direct Group Commercial Mgr.

Luxe Worldwide Hotels and **Luxe Hotels** has named **Philipp Kainbacher** as its new chief development officer as part of an aggressive brand expansion. Part of his responsibilities will include adding other four-star branded hotels in corporate gateway cities.

United Airlines parent company, **UAL Corporation**, has appointed **Thomas F O'Toole** as senior vice president, chief marketing officer. He was most recently chief marketing officer and chief information officer for Global Hyatt Corporation.

Red Lion Hotels Corporation has appointed **Jon Eliassen** as interim president and ceo of the group, replacing **Anupam Narayan** who left the positions on 13 Jan. Eliassen is the lead independent director of the hotelier's board of directors.

Etihad Airways has named **Roberto "Bobby" Hukom** as the carrier's new country manager for the Philippines. Hukom will be based in Manila and takes over the role from **Juan Torres** who has moved to the position of country manager for EY in Japan.

Car rental juggernaut **Hertz International** has appointed **Michel Taride** as the group's new president. Taride was formerly exec. vice president for the group and has served as president for Hertz Europe. He'll now head up the company's Asia and Pacific car rental and leasing businesses, on top of those in Europe, the Middle East and Africa. Taride is based at Hertz International headquarters in Uxbridge (London), Great Britain.

Assistant Manager

Salary from \$47,832 per annum

The office is looking for an experienced Assistant Manager that enjoys to multi task given the myriad of responsibilities. We need a team player that possess strong marketing experience yet is keen to take on administrative responsibilities to ensure the smooth operations of the Office.

The duties for the Assistant Manager as follows:

Marketing:

- To be responsible for the BTMICE(Business Travel, Meetings, Incentive, Conferences & Exhibitions) portfolio for Oceania which includes but is not restricted to, undertaking research to source for new leads, compiling reports including market intelligent, conducting sales calls & presentations, updating & maintaining the database, engaging intermediary/industry partners, organizing functions, participation of trade fairs such as AIME, organizing familiarization trips, coordinating site inspections, conducting DM (Direct Marketing) campaigns and collation and distribution of the quarterly e-newsletter "e-bytes";
- To handle and service requests from the BTMICE industry with regard to BTMICE business for Singapore, including obtaining RFPs (Requests for Proposals), providing destination information and industry contacts;
- To identify marketing and promotional opportunities to tap into for specific MICE market segments;

Admin:

- All organizational, finance (bank reconciliation, account payables and receivables) and HR matters/Budget
- Manage all STB properties ie. Building management + office assets & purchase of office supplies
- Monitor and control of Administrative budgets for STB Oceania
- Oversee contractual agreements of suppliers
- Any other matters assigned by the Area Director (Oceania)

The successful candidate should have minimum tertiary qualifications, strong communication skills, high level of customer service, good attention to detail, preferably with some years of experience in the tourism industry and must be a resident of Australia. This position involves domestic and international duty travel. Remuneration offered will commensurate with qualifications and experience.

Interested candidates should submit their application with detailed resume and indicate expected salary by Wednesday, 01 Feb 2010 to:

Area Director Oceania
Singapore Tourism Board
Level 11 AWA Building
47 York Street
Sydney NSW 2000

(only those short-listed will be notified)



Thailand a-twitter

THE Tourism Authority of Thailand has launched new campaigns on social networking websites Twitter and Facebook, using them to provide comprehensive Thailand travel information to the public.

The TAT's Twitter username is @tweet2thailand, and the social media initiative also includes a Thailand YouTube channel.

UK-Taiwan flights

CHINA Airlines will operate its first ever non-stop services between the UK and Taipei from 28 Mar 2010.

UK passengers previously wanting to travel with China Airlines to Taiwan had to fly via Amsterdam.

The two-class flights will operate three times per week, each Tue, Sun and Thu.

SQ A380 SYD flight

SINGAPORE Airlines is adjusting its Airbus A380 operation schedule on the Sydney to Singapore route in Mar, according to agent GDSs.

Effective 28 Mar, the carrier's flight number SQ220 out of SYD will be operated by an A380, instead of the Boeing 777-200 on the route now, and replacing the A380 currently flying on SQ222.

The change does not affect the Singapore to Sydney service.

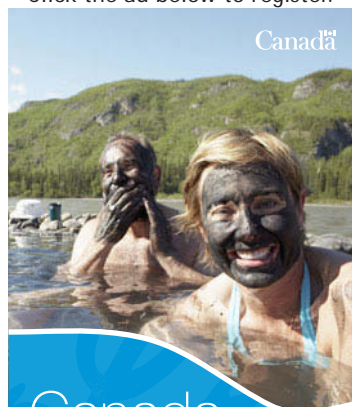
Agent reminder

THE Canadian Tourism Comm. Australia is reminding agents that registrations for this year's Canada Corroboree will close off in a few days time.

The event kicks off in Adelaide next Wed (27 Jan) and then makes its way to Melbourne, Brisbane, the Gold Coast and Sydney.

Organisers say there will be a number of great games, training and prizes up for grabs, which will assist agents with increasing their Canada sales.

Click the ad below to register.



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MEL 28 Jan
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Canada
2010 Corroboree

Insight gets Ancient

INSIGHT Vacations has today released its Ancient Civilizations program for 2010 featuring 27 itineraries through Egypt, Jordan, Turkey, Morocco, Greece and the Mediterranean.

New for this year is a 22-day Odyssey of the Ancient World trip that visits four countries by land, sea, air, lake and river, priced from \$6,465ppts.

Managing director Lorraine Sharp said that the Australian market travelling to Egypt makes up around 40% of Insight's total global sales, "showing a huge potential in the market for agents."

"We are the largest premium operator out of Australia into the region and have experienced an amazing growth of 77% between 2004 and 2009 to the destination," Sharp added.

HA A330 on track

HAWAIIAN Airlines says its first Airbus A330-200 aircraft has gone into the final stage of assembly and will be handed over in Apr.

The twin-class 294-seat jet is planned to operate between Honolulu-Los Angeles from Jun.

Blue Lagoon online

BLUE Lagoon Cruises has signalled an increasing focus on the direct market, with the appointment of Travelclick as its "outsourced e-commerce partner".

The cruise line will use a combination of the iHotelier CRS and Digital Agency services to increase its web presence and grow online bookings.

CEO Tim Stonhill said the move would "help us showcase our uniqueness, feature exotic destinations, enhance the online customer experience, and develop a direct client business base".

Bedarra Hideaway

THE new owners of Bedarra Island have announced that the property is being managed by Hideaway Resorts.

The resort was acquired by Pamoja Capital in Sep along with Dunk Island as part of the Voyages sell-down.

AirAsia self check

AIRASIA has launched new self-service check-in kiosks at Kuala Lumpur's Low Cost terminal as well as selected regional ports.

The carrier is also now offering web-based check-in as well as airport counter service.

The self service options are available on both AirAsia short-haul and Airasia X long-haul services, with kiosks also at Johor Bahru, Kota Kinabalu and Kuching in Malaysia; Jakarta and Bali in Indonesia; and Thailand's Phuket, Bangkok, Chiang Mai and Hat Yai.

WIN A TRIP TO EUROPE

To celebrate the start of the New Year, Rail Plus is giving **Travel Daily** agent readers the opportunity to win some sensational prizes during the months of January and February.

To enter this fabulous competition, subscribers will simply have to correctly identify what country the train featured below is from and come up with a creative caption to accompany this image.

There will be a major prize awarded at the end of the competition period of a place on the 2010 Rail Plus European familiarisation being held from 28 Apr to 08 May 2010, visiting Northern Italy, Switzerland, France and the UK* - for the best caption overall!

A weekly prize of a Eurail Select Pass for 5 days in 3 countries will also be up for grabs for the cleverest caption received each week, as decided by the Rail Plus judging panel.

So put on those thinking caps and email your caption and contact details to railpluscomp@traveldaily.com.au.

Full terms and conditions available at www.traveldaily.com.au.



*Itinerary subject to change.

rail plus
way to go!

New Byron route

GREYHOUND Australia says it's responding to strong customer demand with the introduction of a new shuttle bus service this week between Brisbane and Byron Bay on the NSW north coast.

CEO Robert Thomas said he was expecting the operation to be "particularly popular with the many backpackers who visit the Gold Coast and Byron Bay all year round" with passengers also having the option of purchasing experiences such as a surfing lesson or kayaking trip via the Greyhound Adventures program.

The service also calls at the Gold Coast, with one way fares from Brisbane to the Gold Coast starting at \$20, while fares from Brisbane to Byron from \$32.

IB Amadeus pact

AMADEUS has renewed its full content agreement with Spanish airline Iberia until 2014.

The deal means travel agents around the globe will be able to access IB's full range of fares, schedules and inventory through the Amadeus system, along with any indirect or direct channel, distribution provider or website.

Disney adds cheap Adventure program

ADVENTURES by Disney has launched a new "entry-level" product to its 2010 line-up, to be known as the Gateway Collection.

The new itineraries include 'Gateway to London and Paris', 'Gateway to Italy' and 'Gateway to Costa Rica', and run on select dates between Jun and Sep.

Disney says the trips provide greater free time for families to explore destinations and save money by utilising value accom while guests still receive the expert services of its Adventure Guides.

See AdventuresbyDisney.com.

Yemen suspension

UK prime minister Gordon Brown has announced the suspension of all direct flights to Yemen, as part of a move to strengthen border security.

Brown said the move follows the failed Christmas Day attack on a Northwest Airlines flight to Detroit, for which a Yemen-based terrorist group has claimed responsibility.

The move will see Yemen-based Yemenia stop its direct services.

Hire High Flyers To Put Your Business On Top!

Well Qualified Candidates With Industry Experience



Executive Jobs - January 2010

Air Product Manager - Sydney

- **Salary range 70-80K**
- **Fabulous opportunity for airfare/ticketing gurus with operational experience**
- **Start as soon as possible**

This is a rare and exciting opportunity to work with a well established and successful travel wholesaler. Reporting directly to the General Manager and playing a key role in the management team developing and achieving ongoing as well as future strategy of the company. Duties will include managing ongoing relationships with airline partners as well as increase annual turnover by contracting new business.

Contact Alessandra de Matteis T: 02 9231 6444 E: alessandra@tmsap.com or [apply online now!](#)

Finance Manager - SYD

- **Full responsibility of managing the finance and administration of the business**
- **Financial management and budget forecasting**
- **Be a part of a happy long established team**

Are you a proven Finance Manager with Admin experience from the travel industry? Reporting directly to the General Manager, you will be responsible for overseeing the full financial function of the business as well as providing commercial advice, input on financial trends and the travel market. The most exciting part of this role is the hands-on aspect and the opportunity to contribute directly to the strategic direction of the company! Must have previous financial experience in travel industry.

Contact Alessandra de Matteis T: 02 9231 6444 E: alessandra@tmsap.com or [apply online now!](#)

Online Media Sales

- **International Travel Company**
- **Sydney CBD based role**
- **Need online sales experience**

You will have a solid track record for achieving sales goals, preferably with a working knowledge of online or advertising sales, in particular as it relates to travel. You will also be comfortable with cold calling and proactively approaching existing and new customers. A great opportunity to join this international travel company, who offers excellent employment opportunities. They know how to promote from within.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Country Manager Australia/NZ

- **Leading Travel Technology Company**
- **Reporting to Managing Director**
- **250K OTE**

As THE Senior Sales Person and also the leader for all staff of this innovative, highly successful Company you will develop and implement business plans, organisational structures and sales strategies across all departments, throughout the country. Maintaining a comprehensive network of local relationships you will apply these relationships to promote commercial interests and enhance profitability overall.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Strategic Account Manager

- **Exceptional TMC**
- **Sydney OR Melbourne Based**
- **100K + super**

As the most senior of Corporate Travel Account Managers, you will be responsible for strategically managing a very valuable account. If you have direct experience managing the big guys (20 million +) and are confident with and have had exposure to IT and Online booking systems, I want to hear from you. You MUST come from a TMC, be highly impressionable and uber confident!

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Sales Manager- Auckland

- **Well known and respected Cruise Company**
- **On road 4 out of 5 days**
- **Generous Salary**

Your days on the road will include training agents, promoting the product and managing tradeshows. As the representative of this global company, you will enjoy working autonomously on the road, assisted by inside sales support. Cruise industry knowledge is ideal but not essential. Demonstrated experience in developing sales across the leisure travel network is essential, together with a well established group of contacts. A generous salary plus car allowance will be offered for the perfect candidate.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Business Development Executive – Melbourne

- **Global travel supplier**
- **On the road visiting travel agents**
- **Salary up to 70K + super + bonus**

You will be responsible for capturing new business and assisting in identifying new revenue opportunities. This position plays a key role in achieving annual revenue targets by generating sales leads, presenting to prospects, developing proposals and closing deals. This is a fantastic role for an experienced sales executive who is looking at joining a reputable Global Travel company. Excellent career opportunities along with a great remuneration package.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Corporate Sales

- **2 roles one Sydney and one in Melbourne**
- **Highly respected TMC**
- **Salary negotiable based on proven sales + super + bonus**

Our client, a leader in corporate travel management is currently seeking 'the chief' of BDMs in the business. In return you will be rewarded with one of the highest sales salaries in the industry. If you have proven sales success within the corporate market, this will be your next career move... Maybe you are currently working as a BDM for another TMC and have glanced this way. Take it a step further and let's have a confidential chat about this role as your sensational sales and relationship building skills will be highly recognized when negotiating your new position with this innovative global company.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

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

SHOW ME THE MONEY!

8 WEEK TEMP ROLE - SENIOR CONSULTANT

SYDNEY NORTH – EXCELLENT HOURLY RATE + SUPER

Our VIP client has a wonderful opportunity for an experienced Corporate/Leisure Temp. You will be highly proficient using Sabre and Tramada. Don't think that this is just a temp role! It most definitely is not. This assignment is to cover a senior consultant/managers annual leave, so you will be handed a portfolio of corporate and leisure clients that you are to maintain, nurture and assist whilst the consultant is away. If you are up for a challenge, then please APPLY today.

TEMP AND ESCAPE TO GREENER PASTURES!

RETAIL CONSULTANT

BOWRAL

EXCELLENT HOURLY RATE + SUPER

Searching for that work-life-balance? We have an amazing opportunity for YOU where you can choose your hours? Working in this boutique specialist agency, you will enjoy organising amazing itineraries. Call now if you have:
* 1-2 years experience as a RETAIL Travel Consultant * Strong Fares & Ticketing * Strong International & Domestic Product knowledge * Exceptional presentation & customer service.

AN EASY SELL

BUSINESS DEVELOPMENT MANAGER

MELBOURNE – SALARY PKG DEP ON EXP

Looking to step into a company with a great reputation in being able to provide a top level product to the travel market? Servicing the VIC network you will be a self motivated sales executive with extensive on the road experience. You will also have the ability to gain the travel agents trust and build sales for this fantastic product. For your experience you will be paid a great base salary plus incentives plus extras.

ENJOY A MORE FLEXIBLE LIFESTYLE

CUSTOMER SERVICE CONSULTANT

MELBOURNE (INNER) – PKG TO \$60K

Do you consider yourself a talented travel consultant who has the ability to handle any fare enquiry with confidence? Are you also committed to providing top notch customer service? You will be required to work a 6 week rotation with 2 weeks each on the following shifts: 8.30am – 4.30pm; 4pm to midnight and midnight – 8am. You will be rewarded with a sensational salary and fabulous work environment.

WORK AT THE AIRPORT

TEMP TRAVEL CONSULTANT – 3 MONTH CONTRACT

PERTH (DOMESTIC AIRPORT) – TOP HOURLY RATE

Do you enjoy the buzz and excitement of the airport? Why not work there and earn a great hourly rate while you are at it! This specialist travel company requires a proactive and professional Amadeus trained travel consultant to cover a long term contract. As the contract starts ASAP, only immediate starters can be considered. You must also be available to work through to mid April. Monday to Friday hours only.

LET YOUR SALES ABILITY SHINE THROUGH

RETAIL TRAVEL CONSULTANT

PERTH (SOR) – PKG TO \$38K + Commission

Looking for a commission structure that will allow you to increase your salary? You don't need to join the big guns to earn top dollar when this well established boutique agency is offering you just that. Based in a busy shopping centre, you will enjoy a wide variety of clientele ensuring no day will be the same. A minimum of 2 years experience in retail travel consulting along with Amadeus skills is essential.

WORK CLOSE TO HOME!

RETAIL CONSULTANT

BRISBANE - NORTHERN BAYSIDE

SALARY PACKAGE CIRCA \$50K

Sick of spending hours stuck in traffic?

Feel there is more to life than just work? Working for this established agency will see you taking on a consulting role along with developing your management skills. You will also be encouraged to use your creative flair by designing newsletters and leaflets for the store. Variety really is the key in this role. Min 2 years consulting experience required along with a passion for the travel industry.

LOOKING FOR A SUMMER FLING?

TRAVEL TEMPS

BRISBANE CBD AND SUBURBS

TOP HOURLY RATE

Wish you could enjoy the long summer days? Not ready to commit to a permanent role just yet? Why not sign up for temping with AA Appointments! We have a range of assignments in the retail, corporate and airline sectors. Earn a top hourly rate whilst keeping your skills up to date and still have time to work on your tan. You will need a min 2 years industry experience along with strong CRS skills in GALILEO, SABRE or AMADEUS.

Club Med Lindeman Island The Whitsundays

Save up to 30% per person
PLUS – Single Surcharge Waived



ONE PRICE
ALL INCLUSIVE
PACKAGE

=



Return flight
and transfers

+



Twin share Superior
accommodation

+



All-day Dining
on sumptuous
buffet and gourmet
cuisine

+



Open bar & snacking
served during the
day and night

+



Sports & Leisure
activities with
expert tuition

+



Supervised activities
and childcare
for the little ones

Your 5 night all inclusive package
including flights start from (Adult 18+):

Brisbane	\$1335
Melbourne	\$1493
Sydney	\$1493
Canberra	\$1625
Adelaide	\$1733
Hobart	\$1735
Perth	\$1893

For sale until 31 January 10. For travel until 26 March 10.
Prices based on Superior Accommodation, departure date 03 March 10 flying Virgin Blue



Sydney Trade: (02) 8584 6301
Trade in other areas: 1800 801 823

www.clubmed.com.au

*Offer valid for Australian residents. Offer valid for all ages. Offer valid for Club Med Lindeman Island, The Whitsundays. Min 5 night consecutive stay at Club Med is required. Offer valid for sale until 31 January 10. Offer valid for travel from 1 February until 26 March 2010. Save 30% on Land Stay only. Offer valid for new bookings only. Offer subject to availability and may change without notice. Open bar and snacking service within bar opening hours, excludes some premium alcoholic brands. Compulsory Club Med membership fee is included in price and valid for 1 year at time of booking. Not valid for Group travel. Not valid in conjunction with any other offer. Taxes are included but are subject to change due to currency fluctuations and fuel surcharges. Baby Welcome Package is subject to availability. Kids (0 - 3 years old) stay free. Fully supervised Kids Clubs (4 - 13 years) is included in the price. Available at extra cost: Room upgrade to Ocean Front, Poolside or Terrace Front, Petit Club (2-3 years), Interconnecting rooms are at no extra costs for a family of 4 or more and subject to availability. Massage and Spa treatments. For full terms and conditions, please contact Club Med.