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# Travel Daily AU

First with the news

Tue 23 Mar 10

Page 1

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

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## Fiesta Hols offline

PERTH based Fiesta Holidays has been forced to temporarily suspend business after the office was stuck by a storm overnight.

GM Steve Douglas told *TD* today that Fiesta's basement has been flooded and the office is currently without power, leaving agents unable to communicate with the office until further notice.

## EY plots SYD double daily

ABU Dhabi's Etihad Airways is planning to ramp up services to the NSW capital to a twice daily service after the carrier was last month granted approval by the Australian Govt to lift capacity.

The move follows the recently completed bilateral negotiations between the UAE and Australia (*TD* 11 Feb) which saw EY granted the right to operate up to 14 more weekly services to major Australian ports.

EY currently operates 11 times a

### Webmail launches

TOMORROW will see the launch of AFTA's revamped Webmail system, aimed at providing an easier way for suppliers to communicate offers to the industry.

The debut is covered in *TD*'s exclusive column from AFTA ceo Jayson Westbury - see page six.

### QF PER pax waiver

QANTAS is offering pax flying to/from Perth Airport the option of altering their travel plans due to last night's storm - for details see [www.qantas.com.au/agents](http://www.qantas.com.au/agents).

week between Abu Dhabi-Sydney.

Chief commercial officer Peter Baumgartner told *TD* that EY has experienced positive results, particularly on the SYD and MEL sectors, already in 2010 with an average seat factor of 75 %.

"Etihad is looking to increase Sydney to double-daily flights and Brisbane to daily flights as its first priority," Baumgartner told *TD*, adding, that EY "will continually monitor the market and review our destinations across the network for opportunities that fit within our network strategy."

Baumgartner also said Etihad was "continually reviewing the NZ market" for future options, but at this stage will remain with its Qantas codeshare on services across the Tasman "at this stage."

Earlier this month Etihad and Qantas expanded their codeshare pact to include flights between Sydney and Melbourne, Canberra, Ayers Rock, Alice Springs and Hobart (*TD* 12 Mar).

Baumgartner also confirmed to *TD* that Etihad plans to operate its Airbus A380s to Australia when they enter the carrier's fleet.

### Eight pages of news

*Travel Daily* today has eight pages of news and photos, plus full pages from: (click)

- TMS Asia Pacific
- AA Appointments
- Qantas Holidays
- Broome Sanctuary Resort

## Broome bargain

BROOME & The Kimberley Hols. is promoting some great deals at Broome Sanctuary Resort in WA - for all the offers see page 12.

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**Travel Daily**<sub>AU</sub>  
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## No Expedia for us - MTA

MTA Travel, which operates a network of about 200 home-based consultants, says it won't be following rival Travel Counsellors in signing up to the Expedia Travel Agent Affiliate Program (TD yesterday) because it's concerned about who owns the customer data.

MTA md Roy Merricks said his company had looked carefully into the Expedia offering after it was announced in *Travel Daily* earlier this month (TD 01 Mar).

However the Expedia Affiliation Agreement contains a clause which stipulates that 'All right, title and interest in the Customer Data will be owned by Expedia.'

Merricks said this clause "cast enough of a degree of doubt over the program for us."

"Security of database is paramount to MTA and we think it should be to all agents," he said, urging agents looking into the program to carefully read the terms and conditions.

However Expedia's Stuart Udy said that Expedia is just like any other operator who sells through the web, such as airlines and wholesalers, in that when info is entered in its database it takes responsibility for the data.

"Yes Expedia owns the data an agent enters into Expedia - it has to, to take responsibility for the

transactions it makes with the end Supplier, who also owns the data they receive," he said.

Udy said most of the major groups had closely scrutinised the Affiliation Agreement and found it's not an issue.

"An agent can retrieve their customer booking data at any stage they wish and use it whenever they wish," he said.

## DJ AKL-CNS direct

PACIFIC Blue's inaugural flight from Auckland to Cairns takes off today, with the new service boosting capacity between the cities by 79%.

The direct flights will operate each Tue and Sat, with Pacific Blue claiming that fares have already fallen by around 13% as a result of the added competition on the route.

The inaugural will see cabin crew dressed as snorkellers and tropical fish, and Pacific Blue coo Mark Pitt said the flights were attracting "solid loads into the middle of the year" as New Zealanders look for a winter getaway.

**Window Seat**

BIRD strikes on aircraft are hopefully a thing of the past at Rio de Janeiro Airport, where officials are testing a new robotic hawk.

The "robo-raptor" is claimed to mimic the flying patterns of typical predators, with the ability to fly up to 300m at a time at a speed of 50km/h.

The aim is to scare away flocks of birds which are gathering near the runways, leading to a 45% increase in bird strikes over the last two years.

SOME people find travel documentaries a bit boring, but this is just ridiculous.

An avant-garde filmmaker in New York is currently screening his latest work to house plants.

*Strange Skies* is claimed to be "the first travel documentary for a vegetable audience" and consists of a six-minute time-lapse view of the sky over Italy recorded over a two month period.

It's on show as part of an "installation" at an art gallery.

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Airline of  
the Year 2009  
TTG Travel Awards 2009

**QATAR**  
AIRWAYS القطرية

## Travel Daily AU First with the news on location in the Raratonga

Today's issue of TD is coming to you from the Cook Islands, courtesy of Cook Island Tourism Corporation and Air New Zealand

TRAVEL Daily is coming to you today from Raratonga, the capital and largest Island out of the 15 Cook Islands, ahead of this week's first ever Cook Island's Travel Mart.

Air New Zealand operates six times weekly from MEL and BNE, five times from SYD and OOL, four days from ADL, and three times a week from Cairns, via Auckland.

NZ is set to release a direct flight on the 04 Jul departing one day a week on Sun from Sydney, cutting down the nine and a half hour flight via Auckland to just six.

Air NZ's Boeing 767-300 aircraft offers a three class service, made up of Pacific Economy, Space Plus and Business class.

Business class features a 50" seat pitch, and Economy has a pitch of 31-35 inches - Space Plus seats are 2" wider and has 50% more recline than Economy class - these seats are offered to frequent flyers, or premium economy passengers who are flying on to Los Angeles.

Air New Zealand offers a contemporary cafe style meal service including an ice cream, complimentary drinks and an 8.4" screen with on demand, seat back in-flight entertainment, that starts from the moment that you sit in your seat until the time you depart.

## Easyway upgrade

QANTAS Holidays and Viva! Holidays have introduced a range of new enhancements for agents when booking through *easyway*.

Agents can now upload their own Galileo, Amadeus and Sabre passenger PNRs, check availability for accom whilst making a booking or when quoting via the 'Package Booking' option, and they can also prebook Day-Use only rooms.

## Bentours head role

TEMPO Holidays senior product manager Jeremy Hearst has been appointed to the new position of business head at Bentours.

Hearst will be responsible for developing and supporting the strategic direction of Bentours.

Tempo and Bentours are owned in Australia by Cox & Kings.

## Jandakot upgrade

PERTH'S Jandakot Airport has been given the green light by the Federal Govt for a \$60m upgrade of aviation facilities which incl the construction of a fourth runway.

The airport is used by the Royal Flying Doctor Service and is an important training base for Singapore and China Southern flying colleges.

## Skal MEL luncheon

SKAL International Melbourne will hold its Apr luncheon on Thu 15 Apr at Melbourne Zoo, with the zoo's chairman Andrew Fairley named as a guest speaker.

RSVP by Tue 13 Apr to Sandy at [sandy@apartmentsonlygon.com.au](mailto:sandy@apartmentsonlygon.com.au).

## QF DRW meetings

QANTAS has this week opened a new purpose built Meeting Room facility at Darwin airport terminal, available for fly-in, meet and fly-out functions for up to 8 guests.

QF offers Meeting Rooms at Adelaide, Brisbane, Melbourne, Sydney and Townsville airports.

The meeting space is located within the Qantas Club at Darwin airport - for bookings email [meetingroomsdrw@qantas.com.au](mailto:meetingroomsdrw@qantas.com.au).

## Another LH strike

LUFTHANSA'S pilot union has proposed to strike again for four days from 13 Apr due to a breakdown of talks with the carrier's management.

The Vereinigung Cockpit held a similar four-day strike in late Feb (TD 18 Feb) but postponed their stop work action after one-day after making "constructive talks" with Lufthansa management.

## No BA profit hit

BRITISH Airways says its profit outlook is "unchanged" after the success of its contingency plans for the three day cabin crew strike last weekend.

The carrier said it operated 78% of its longhaul flights and 50% of shorthaul over the first two days of the strike, with load factors at around 69%.

BA is estimating that the strike cost it £7m per day, with full year earnings expectations to 31 Mar remaining "broadly unchanged".

## RCL to Samoa?

SAMOA Tourism Authority has reported that Royal Caribbean Cruise Line is considering sailing to the South Pacific island from as early as next year.

## Finnair Facebook

FINNAIR is excited to announce the launch of its own Facebook page, saying: "It's important to spread the Finnair word via social media where we can speak in our own voice."

"Conversations take place whether we take part or not - so we might as well take part!"

## Expedia will pay ME for Internet Bookings...?



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## WIN A LUXURY WEEKEND IN MANILA

One of the most technologically advanced aircraft to hit the skies now joins PAL's impressive fleet of wide-body aircraft. The Boeing 777-300ER is now servicing Sydney and Melbourne.

To celebrate the B777-300ER arrival and the launch of twice weekly flights from Brisbane to Manila, Philippine Airlines is giving six *Travel Daily* readers a chance to win a luxury weekend in Manila over the next two weeks.

Flying Mabuhay Business Class return on the B777-300ER to Manila and staying two nights at the Shangri-la Makati Hotel including daily breakfast, all transfers, dinners and a luxury spa treatment you will be pampered for the whole weekend!



To be one of the lucky six people to win this fabulous prize, all you need to do is answer the eight questions and send your photo caption entry in at the end of each week to: [palcomp@traveldaily.com.au](mailto:palcomp@traveldaily.com.au)

**Q7. What is the name of Philippine Airlines rewards program?**

[CLICK HERE FOR TERMS & CONDITIONS](#)



Philippine Airlines



## QR backs Antipodes

QATAR Airways continues to step up its brand awareness in the local marketplace, announcing itself as the Principal Partner for the 2010 Antipodes Festival.

The Victorian cultural event is expected to lure around 150,000 people to Lonsdale Street this coming weekend.

## Mercury back at sea

CELEBRITY Cruises' *Celebrity Mercury* has left its home port of Charleston in the US for the Caribbean, after a top-to-bottom deep cleaning in an attempt to eradicate a stubborn gastric bug which has afflicted passengers on its last three cruises.

It's sailing about 60% full.

## CX adds Moscow

CATHAY Pacific will commence a thrice weekly flight between Hong Kong and Moscow, with the service to debut 13 Jul according to agent GDS.

The flights will operate with a two-class A340-300.

## Getaway perfect for Cooks

EXPOSURE on Channel 9's *Getaway* program and the support of its host Catriona Rowntree has helped drive a 34% increase in Australian visitation to the Cook Islands in the last year.

Cook Island Tourism's Anna Denby told *TD* yesterday the organisation is aiming to capitalise on the exposure and build product knowledge about the destination.

The Cooks consist of 15 islands scattered over 2 million square kilometres, each with its own dialect and a total population of just 19,000 people.

Christianity plays an important part in the lives of the Cook Islanders, and Sunday is considered a day for celebration, prayer, families and singing.

Tourists are able to sit among the locals at a church service, joining in the singing and absorbing the whole local aspect of the island - and at the end there's a fabulous morning tea.

"It's not a resort style holiday," Denby said, with most hotels and resorts only having 30 or 40 rooms, and the locals enticing guests to explore the whole 32km of the main island Rarotonga.

There are two main modes of transport: car (open-topped if you prefer) or by moped, and Australian licence holders can obtain a Cook Island drivers licence for NZ\$20 and complete a moped driving test for an extra \$5 - also ideal as an authentic souvenir.

The strong growth in Australian visitation has encouraged Air New Zealand to launch its new direct flights from Sydney non-stop to Rarotonga, which debut 04 Jul.

## More Egencia TMCs

EGENCIA will expand its Global Alliance to 9 more nations after signing strategic partnerships with local travel management companies (TMCs) in Brazil, Mexico, Japan, Czech Republic, Slovakia, Austria and Malaysia.

In Dec, Egencia also announced it was increasing its scope to 15 countries (*TD* 10 Dec).

## United Pacific sale

UNITED Airlines has released a new trans-Pacific promo, offering fares to LAX from SYD/MEL from \$733 plus taxes, or to NYC for \$933, for travel 01 Apr-16 Jun.

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## Money

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

**\$1AUD = US91.6c**

THE Australian dollar is continuing its strong run, hovering above US91c and also remaining at historic high levels against the Euro and the British pound Sterling.

Analysts say that the historic passing of US President Obama's health reform program may impact the US\$ because of its \$1 trillion price tag.

There's still pressure on European currencies with weakness in the Greek and British economies weighing them down - which is great news for Aussie outbound travellers.

The Australian dollar is quite stable against the NZ\$ too, with travel across the Tasman continuing to be great value.

*Money market rates this morning:*

US	\$0.916
UK	£0.606
NZ	\$1.291
Euro	€0.675
Japan	¥82.18
Thailand	฿29.744
China	¥6.110
South Africa	R6.613
Canada	\$0.927
Crude oil	US\$77.00



ABOVE: A group of agents and wholesalers are this week getting to know the Cook Islands a little more intimately, today arriving at the Pacific Resort via a stunning lagoon boat ride.

After a church service the group spent the remainder of the day at the Edgewater Resort and Spa in Rarotonga, enjoying a coconut and tree climbing exhibition and the most popular activity - a 15 minute massage on the beach overlooking the stunning greens and blue of the Ocean.

Pictured here *from left* are Glynn Pugh, Flight Centre Global Product; Jeremy Goodwin, Cook Islands Tourism Corporation (CIT); Lynda Ceffalia, Specialist Holidays; Jenny Bourke, Harveys Choice Holidays; Mandi Forrester-Jones, Stella Wholesale; Anna Denby, CIT; Elina Bishop, JTG Group; Sharon Brown, Air New Zealand account manager NSW/NZ; David Green, JTG Group; Carole Thorburn,

Tangos; Papatua Papatua, CIT; Bronte Jacobson, AOT; and Sai Kadavulevu, Edgewater Resort and Spa.

Front: Laura Gant, Omniche; Zoe Crane, CIT; Drew Bowering, Expedia; Jean Kouriel and Honeymoon World Wide Holidays.

### Kimberley points

AAT Kings is offering agents the chance to earn bonus World Reward points when booking one of its Kimberley Premium Escorted, Low Cost or Camping Adventures tours before 31 Mar.

The deal is available on trips booked for departure between 01 Apr 2010-31 Mar 2011.

### Dubai traffic growth

DUBAI Airports has reported a double-digit rise in pax traffic for the month of Feb with the airport handling 3,640,323 pax - up 22.6% against Feb last year.

Year to date, Dubai arrivals are up 19.7% compared to 2009.

### US/Zambia air pact

THE United States and Zambia have signed an Open-Skies aviation agreement, liberalising services between both nations.

The deal will allow carriers from both countries to commence both passenger and cargo services without restriction, immediately.

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Orion Expedition Cruises takes delivery of its second expedition ship in 2011 making it the leading expedition cruise operator in Asia Pacific.

Orion currently operates expedition cruises throughout Australia, visiting remote and unique destinations in the Kimberley, Papua New Guinea, Antarctica and New Zealand. From June 2011 the new ship, *Orion II*, will visit the Russian Far East, the Inland Sea of Japan, Borneo and Vietnam. Guests experience 5 star service and award winning cuisine onboard with one of the highest staff to guest ratio's in the region.

Based in North Sydney, Orion Expedition Cruises has enhanced its Sales and Marketing team to manage the increased demand for its award winning product. We require an experienced sales professional to join the team in a managerial role.

Reporting to the GM Sales and Marketing, the successful candidate will develop, manage and execute the plan to drive sales through the domestic retail channel - to include communication, incentives, commercial and training strategy. In addition, they will be involved with consumer sales events, developing wholesaler relations, prospecting for corporate incentive business and participation in trade expo's.

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To apply for the role, please send your CV to [jobs@orionexpeditions.com](mailto:jobs@orionexpeditions.com) by 26th March.

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First with the news

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### S7/EY codeshare

RUSSIA'S fastest growing airline S7 Airlines will begin codesharing with Etihad Airways on services between Moscow Domodedovo - Abu Dhabi from 28 Mar, according to travel agent GDSs.

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# AFTA UPDATE

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



*THIS week will see the re launch of the AFTA WebMail system which has been an important part of the travel industry for the past decade. The re development of AFTA WebMail will mean that AFTA can continue to provide this service, with the support of the suppliers to travel agents for years to come.*

*The new software, which brings a range of new features and provides an easier to use, modern look and feel will enable travel agents to continue to use the service.*

*We expect that a large number of agents will re connect with the AFTA WebMail service as it provides access to a very large range of current and bookable product.*

*AFTA WebMail will never be a news service or provide the sorts of information provided by Travel Daily, in fact it complements each other in the way the two daily services provide information.*

*If you are not registered to receive AFTA WebMail, it's free to travel agents, then simply go to [www.afta.com.au](http://www.afta.com.au) and click on the AFTA WebMail box to receive the daily email.*

*On other matters, it has been very interesting to watch the progress of both the Tasmanian and South Australian elections. At the time of writing this, both results were still not known which indicates a very very close result no matter which way they fall.*

*Those of you that enjoy a little political watching will see how much the Federal parties carefully analyse the results of these two elections. There will be some strong indicators in particular electorates and I am sure both parties will be working overtime to see how they can best leverage the results in the lead up to the Federal Election.*

*What will also be of great interest will be the debate that is to be held between the Prime Minister and the Opposition Leader at the National Press Club. Something which has not really been done this far out before an election and given that at this stage we don't even have a date for the election, it should be very interesting to watch and also to see how both of these two men go.*

*I am sure all of the consumer media will be salivating over the possibilities and making all sorts of comments on the outcomes. Not sure that the travel industry will have any direct benefit from this process but it is sure better than watching paint dry.*

*I am sure we are all in for some exciting times over the next few months as the road to the Federal election hots up and the real issues start to bubble to the surface.*



## Peregrine winner

CONGRATULATIONS to James Carroll of Escape Travel Burwood NSW who is the first winner in the Peregrine & Gecko's 'Join us in the Galapagos' incentive.

James (pictured with NSW sales rep Danielle Silburn) has won flights ex SYD with LAN and a 10-night trip to the Galapagos Is.

There are still 13 places up for grabs on this amazing educational with the next three winners to be drawn on 01 Apr.

For a chance at winning, agents need to book and deposit on a Peregrine or Gecko's Galapagos voyage, or complete a simple training quiz.

For more information, email "I want to Join You" in the subject field in an email to: [galapagos@peregrineadventures.com](mailto:galapagos@peregrineadventures.com)



## SIA boosts HKG

SINGAPORE Airlines has joined Cathay Pacific and Jetstar in boosting capacity between Singapore and Hong Kong.

SQ has announced the addition of a sixth daily service between the cities from 27 May - a week before CX adds its own sixth daily flight (TD yesterday).

## Terrace Downs deal

NEW Zealand's Rakaia Villas at Terrace Downs is offering a pre-winter deal during the month of May, where guests who book and pay for one night's accom will get a second night for just NZ\$50.

Rakaia Villas can accommodate up to four guests, and the regular nightly rate is NZ\$395.

Bookings must be made before 31 Mar - send reservation requests to [enquiry@rakaia villas.com](mailto:enquiry@rakaia villas.com).

## NZ's Bay of Pirates

FULLERS GreatSights Bay of Islands will host a one-off overnight pirate ship cruise aboard the *MV Ipipiri* on 16 Apr, timed to coincide with the school holidays.

The voyage sails through New Zealand's Bay of Islands, and will include a range of activities planned aimed at children.

The cruise is priced at \$249 for one adult and one child - see [overnightcruise.co.nz/pirate](http://overnightcruise.co.nz/pirate).

## Sydney to London in two hours!

A HYPERSONIC rocket which could travel between Sydney and London in just 120 minutes has been successfully tested this week by defence scientists in the Australian outback.

The aircraft accelerated to more than 5000km/h after taking off from the Woomera Test Range, with the project part of ongoing research into hypersonics.

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AUSTRALIA

## Marketing & Communications Opportunities, Tourism NT

The primary role of our marketing area is to increase demand of the NT as a global travel destination and work with partners to convert interest into visitation. Tourism NT has recently restructured the Marketing and Communications Division to provide a more holistic global marketing focus and leverage the opportunities provided through digital platforms. As a result has three exciting opportunities within the team, all three positions report to the Director, Global Distribution.

### Manager, Industry & Trade Marketing

Permanent – Salary \$79,166 pa

This management position is based in Darwin and is responsible for developing marketing and communications programs to engage NT tourism stakeholders in Tourism NT marketing activity. The successful candidate will be a marketing and communications professional and have experience in developing Business-to-Business marketing programs in support of consumer lead brand campaigns.

### Manager, Trade Engagement

Permanent – Salary \$85,139 pa

This Sydney based position will, through education and relationship building be responsible for motivating the tourism distribution network to sell the NT as a destination offering world class nature and culture experiences. The successful candidate will have a strong understanding of global tourism distribution channels and will work closely with the Manager, Industry & Trade Marketing to drive the implementation of a Trade Engagement Strategy ensuring all partner activity aligns to and enhances Tourism NT marketing activity.

### Manager, e-Enablement

Temporary six month position – Salary \$79,166 pa

This position, based in Darwin, will be responsible for driving Tourism NT's e-Enablement strategy that aims to increase NT tourism stakeholder's online and digital capacity to take advantage of the advancement of online distribution and digital media. The successful candidate will have a sound knowledge of online distribution channels within the tourism industry and a rounded technical knowledge of the online environment in relation to web site design and maintenance.

Applications close Tuesday 6th April 2010

For a detailed job description and further information please visit [tourismnt.com](http://tourismnt.com) or contact HR on 08 8951 8495.



## Int'l Dive Marketing

AUSTRALIA'S only boutique int'l dive destination representation company opened last week, headed by well-known travel industry identity, Juliette Myers.

International Dive Marketing provides a seamless link between this specialist market segment, its sales distribution channels and diving destinations around the globe, according to Myers.

"Divers are high yield visitors & typically long stayers," she said.

Myers can be contacted at [juliette@internationaldivemarketing.com](mailto:juliette@internationaldivemarketing.com)

## QBT appointments

JETSET Travelworld has today announced two "key sales appointments" to its wholly owned QBT business travel division, with Margaret Newbigin named as Strategic Sales Manager, and Tracy Greer as Sales Manager ACT and Government.

JTG ceo Peter Collins said the appointments were part of QBT's strategy to expand its existing internal expertise, with Newbigin moving from her previous role as GM Sales & Marketing for HRG Australia.

Greer was previously Head of Government Business for Diners Club, with a particular focus on managing the relationship with the Department of Defence.

## Air NZ loads up

AIR New Zealand saw a 4.5 point improvement in its Group load factor during Feb, with passenger numbers up 3.1% to 997,000 for the month on a 7.9% reduction in capacity.

However long haul passenger numbers were down 4.1%, with the growth concentrated on NZ's short haul operation.

On the Tasman/Pacific, capacity was down 10.8% in response to a 3.7% drop in demand, giving a 79.4% load factor while capacity on the Asia/Japan/UK routes was reduced by a hefty 18.6% - but with demand falling 13.3% giving an overall passenger load factor of 84%.

The load factor on NZ's North America/UK routes also grew 3.1 points to 86.1%.

MEANWHILE Air New Zealand is also looking to diversify its operations, with its Altitude Aerospace Interiors signing its first contract to fully fit out a Boeing Business Jet VIP aircraft.

The BBJ will be fitted out in Christchurch, with the \$35m deal cited as a "significant milestone" for the fledgling operation.

## Delta SYD-ATL

DELTA has reversed plans for a single flight number operation between Sydney and New York (TD 10 Mar), with GDS systems now showing DL016/17 operating as a single flight number and same aircraft service on the current Atlanta-Los Angeles-Sydney routing.

The New York DL016/17 flights were set to commence 01 Jun.



ABOVE: Long Island Resort in the Whitsundays in conjunction with Cruise Whitsundays recently hosted 80 Queensland travel agents to experience its facilities after a soft refurbishment.

The property, a 3.5 star 'natural island resort' is aiming to boost visitation from the local and drive markets, and is offering a range of special deals over the Easter period and beyond - 1800 075 125.

Pictured above enjoying the facilities are, back row from left: Jessica Marchant and Kate McBryde, HWT Mackay; Lachlan Rentell, Ocean Hotels; Philippa Window and Samantha Fraser, HWT Mackay; Lisa and Stephen Easton, Flight Centre Flinders Mall.

Front row: Jenny Larsen and Patrick Owens, Flight Centre Airlie Beach; Jenna Anderson and Stacey Camilleri, HWT Mackay.



## Financial Controller

Pinpoint Travel Group is a leading wholesaler and retailer of travel in the Australian market. We proudly operate Singapore Airlines Holidays, United Vacations, Freestyle Holidays and Rosie Holidays wholesale product, and provide retail travel services to a number of high profile databases. Pinpoint Travel Group is part of Pinpoint Pty Ltd, the leader in marketing and loyalty in Australasia. We are a dynamic, fast moving business. Staff turnover is low, and effort recognised.

We are currently seeking an experienced, hands-on, dynamic Financial Controller to take responsibility for all aspects of Finance and Accounting Functions.

### Main Responsibilities

- Monthly Management reporting and year end statutory reporting in a timely manner
- Budgetary reporting and variance analysis
- Compliance work including statutory audit, company law, taxation, TCF Compliance and other formalities
- Foreign Exchange Management
- Overseeing all accounting functions including credit control, receivables, payables, etc
- Management Finance Team

You will bring to Pinpoint:

- Financial skills (minimum 10 years experience).
- Experience in Travel Industry and the Calypso system highly regarded but not essential
- CA or CPA qualification preferred
- Superior communication skills
- Self motivation
- Ability to work under pressure
- Attention to detail
- Your energy, drive, passion and dedication.

Based in Balmain, Sydney, NSW.

Applications are due by Monday 28th March 2010.

Please send a cover letter and resume with your application to [anne.larkin@au.pinpoint.biz](mailto:anne.larkin@au.pinpoint.biz)



## Product Database Coordinator Bondi Junction

The Product Database Coordinator role is focused on loading travel product details into the Calypso Reservations system. Working in a team environment responsible for the accurate and efficient updating and loading of information.

Applicants must have minimum of 6 months in a Travel Consulting role to understand the front end booking needs in this position.

### BENEFITS INCLUDE:

- |                                   |                   |
|-----------------------------------|-------------------|
| Flexible working hours            | Educational Trips |
| Monthly Massage                   | Ongoing Training  |
| Discount private health insurance | Travel discounts  |

Log on to our website to apply now!

<http://recruitment.travelcorporation.com.au>



<http://recruitment.travelcorporation.com.au>

## Skywest best OTP

WESTERN Australia's Skywest Airlines has reported the best on time performance (OTP) across all domestically operated airlines in Feb 2010.

The carrier's flights departed 88.8% on time during the month.

## The best points about Egypt



ABOVE: African Wildlife Safaris, Emirates and Emeco hosted its top selling agents on an exclusive educational in Egypt recently.

The group experienced the mysteries of ancient Egypt and the archaeological and cultural treasures of Cairo, Luxor and Aswan with a cruise on the Nile.

The group also stopped in Dubai in the UAE enroute.

Pictured by the pyramids from left in back row: Roslyn Burgess, HWT Lane Cove; Sarah Liebenberg, House of Travel; Lucy Fenwick, Travel Councillors; Middle row: Nancy Nelson, MTA Travel; Jillian Everson, Yee and Turner Travel Associates; Janelle Spence, Spence and Turner Travel

Associates; Jillian McCurry, Flight Centre Shepparton; Gail Barnes, Escape Travel Townsville; Erin Hickey, Travel Design; Brendan Leahy, Flight Centre Blues Point;

Front Row: Voula Sarkinis, Flight Centre Toorak; and Geneveive Thurgood, African Wildlife Safaris.

## TSAX Buenos Aires

TRAVELSCENE American Express owners and managers will head to South America later this year, with the announcement by gm Jacqui Timmins that the TSAX annual conference will be held in Buenos Aires on 21-22 Oct.

The event will once again be supported by Qantas Airlines as the major sponsor.



### Super Incentive Program Manager (Sydney)

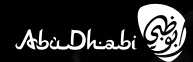
Stella Travel Services Group is a leading integrated travel network comprising Stella Travel Services Australia/New Zealand and Stella Travel Services UK. With operations in Australia, New Zealand, the United States, South Africa and the United Kingdom, Stella Travel Services operates a network of more than 2500 retail and corporate travel outlets, online travel platforms, airline representation and ticketing agencies and wholesale holiday packaging franchises.

We currently have an exciting opportunity available for a Super Incentive Program Manager to join our Travel Related Services Team and manage the channel partner loyalty programs across the Stella Travel Services Franchise and Member retail networks in Australia.

Your key focus is to run incentive strategies to drive preferred supplier sales through the networks to align with the business objectives. As part of this you will ensure incentive programs are managed effectively across the retail business and work with the various stakeholders to drive and motivate high performance.

To be successful in this role you will have experience in channel partner loyalty programs, strong analytical ability, attention to detail, the ability to work under pressure, and a highly developed understanding of retail travel industry and small business.

To apply for this role please send your CV to [careers@stellatravel.com.au](mailto:careers@stellatravel.com.au)



## Win a luxury trip to Abu Dhabi

Abu Dhabi Tourism Authority is giving one Travel Daily reader and their guest the chance to visit and experience the rich culture and hospitality of this charming Arabian Gulf emirate.

Beautiful weather, pristine beaches, captivating oases, dramatic desertscapes, vibrant city life and centuries-old culture and traditions come together in Abu Dhabi to create an experience like no other.

Your luxurious prize will include: Return economy flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane), 4 nights accommodation at the 5\* beachfront Fairmont Bab Al Bahr, Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of March, simply answer our daily question correctly and this intriguing Arabian holiday for two could be yours.

Send your daily answers to [trade@abudhabitourism.com.au](mailto:trade@abudhabitourism.com.au).

The deadline for all answers is 12:00pm Thursday 1st April 2010.

Full terms & conditions available at [www.traveldaily.com.au](http://www.traveldaily.com.au)

### Q-2. Where is Etihad Airways hub city?



visitabudhabi.ae

## Map your holiday

BACKPACKER Campervans has launched a new feature on its just enhanced website that allows backpackers to custom-build their own holiday itineraries.

Route Planner uses Google maps and covers popular driving routes around the country (such as Melb. -Sydney or Adelaide-Alice Springs) allowing users to customise their own journey by adding points of interest like camping grounds, attractions and scenic stops.

Details can then be shared via Facebook or Twitter - see [backpackercampervans.com.au](http://backpackercampervans.com.au).

## SpaceShipTwo flies

VIRGIN Galactic performed its inaugural captive carry flight of SpaceShipTwo over the Mojave Desert in the USA overnight.

Mounted to WhiteKnightTwo, the maiden flight of Virgin's space exploration vehicle lasted around three hours and flew as high as 45,000 feet.

Scaled Composites founder and aerospace designer Burt Rutan said: "The captive carry flight signifies the start of what we believe will be extremely exciting and successful spaceship flight test program."



**CATHAY PACIFIC**

### Customers Sales Officers (Maternity Relief) - Sydney

Several full-time, maternity relief positions as Customer Sales Officers are now available at our Sydney Reservations Department. Contract will be for initial 12 months, starting immediately.

Applicants should have:

- A minimum of 2 years industry experience
- A good working knowledge of fares and ticketing
- Excellent communications skills and be self motivated
- Able to work in a team environment.

An attractive salary package will be offered to the successful candidates. Overseas applicants MUST have the right to live and work in Australia.

Please send your resume to [aus\\_sales@cathaypacific.com](mailto:aus_sales@cathaypacific.com)

Only those applicants who are successful in obtaining an interview will be contacted.

Applications close 29 March 2010.





## Hot Jobs (Australia) - March 2010

### Recruitment Consultant - Travel & Hospitality Industry SYD

- **Travel Industry experience essential**
- **Great salary package incorporating fantastic commission**

TMS Asia Pacific is the leading Travel and Hospitality Recruitment company in the Asia Pacific region. With offices across Australia and Asia we provide recruitment solutions to leading travel providers and Hotels, ranging from Temporary staff to Senior Executives. To continue to maximise our potential in the market we are seeking a new Recruitment Consultant to join our team.

Contact Michelle Williams T: **0433 108 642** E: [michelle.williams@tmsap.com](mailto:michelle.williams@tmsap.com) or [apply online now!](#)

### Account Manager, Bondi Junction

- **Young, dynamic team**
- **Great offices**
- **40k + super + incentives**

If you are looking for a step in Sales Account Management, this could be the role for you. Join this young, dynamic online team developing relationships and servicing existing clients. This is a forward thinking company who believes their staff are their greatest asset. If you want to be recognised for your work and love variety, do not hesitate in sending your resume today.

Contact Karen McGrath T: **02 9231 6444** E: [karen.mcgrath@tmsap.com](mailto:karen.mcgrath@tmsap.com) or [apply online now!](#)

### VIP LEISURE CONSULTANT, Sydney CBD

- **Excellent company perks**
- **5x Positions**
- **Salary to \$65k**

Our client, a leading Travel Company in Sydney CBD, is looking for senior leisure consultants to look after travelers who know what they want, and who want the best. You will be booking 6 star hotels, first & business class airline travel, outstanding cruises and tours that will blow your mind.

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

### Sales Executive, Sydney CBD

- **Well known Asian Wholesale specialist**
- **Great famils & incentives**

This leader in their field are looking for an experienced Sales Executive to join their growing team. Conducting sales calls, training sessions and promoting this unique destination no day will be the same. To be considered for this role you must have on road experience and a passion for Asia.

Contact Karen McGrath T: **02 9231 6444** E: [karen.mcgrath@tmsap.com](mailto:karen.mcgrath@tmsap.com) or [apply online now!](#)

### Lifestyle Travel Consultant, Sydney CBD

- **Manage the needs of their VIP Clients**
- **Extremely High end clientele**
- **Sell outside the square!**

Manage the needs of their VIP Clients. You will be pulling out everything you have to organise and book the requests from these clients. You must be extremely polished and be able to sell the finer things in life!

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

### Product/Operations Leader- SYDNEY

- **Manage Team**
- **Negotiate with suppliers**

You will be responsible for coordinating the operation of this highly successful tour company. Working closely with contractors and using your creative skills to ensure smooth sailing when problems arise, you will be the manager of this operation. This is truly an exciting, rare and unique role which we don't see become available to often!!

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

### After Hours Travel Consultant – SYDNEY CBD

- **Are you a night owl?**
- **Min 3 years experience**

\*\*\*\*Extremely flexible with hours- how many or little do you need?\*\*\*\*\*This role will keep you on your toes as you will be assisting mostly international clients wanting to make last minute amendments to flights & accommodation and offering general travel services. This is an exciting role as you will be looking after all areas of travel in the after hours department! Mat leave role at this stage.

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

### Corporate Travel Consultant – Sabre & Tramada Required – Sydney CBD

- **Up to \$60k plus super plus incentives**
- **Boutique Office, great management**

Due to growing accounts this fantastic, boutique corporate travel company in the city are looking for an experienced international corporate consultant to come on board. You will be managing your own clients in an account management style of role, building and nurturing the relationships whilst booking & looking after all aspects of domestic and international travel needs

Contact Sharon Moss T: **02 9231 6444** E: [sharon@tmsap.com](mailto:sharon@tmsap.com) or [apply online now!](#)

### Fares Specialists! Ticketing Specialists! - Brisbane

- **Support role in travel**
- **Helping & advising**
- **Busy and fast paced**

Be part of a fun and exciting team of consultants all working together to service the many emails and inbound enquiries.

Contact Alex Sleba T: **07 3221 9916** E: [alex@tmsap.com](mailto:alex@tmsap.com) or [apply online now!](#)

### Have The Works - Package Holidays are BACK! - Brisbane

- **\$45 000**
- **Educationals**
- **Fun & supportive boss**

Packaged holidays are the way to go! Instead of selling just flights why not get a little more involved and sell the package with all the trimmings.

Contact Alex Sleba T: **07 3221 9916** E: [alex@tmsap.com](mailto:alex@tmsap.com) or [apply online now!](#)

### Cruise Consultants - Fabulous role - Great opportunities! - Brisbane

- **Make your fortune**
- **Feel a part of something great**
- **\$30,000 - \$50,000**

We're seeking the expertise of experienced international travel consultants. Knowledge of the cruise market is a bonus but not essential.

Contact Alex Sleba T: **07 3221 9916** E: [alex@tmsap.com](mailto:alex@tmsap.com) or [apply online now!](#)

### Team Leader - Corporate with a difference... - Brisbane

- **CBD location.**
- **Hours Mon - Fri**
- **Salary \$65K+**

This role is available to a Travel Consultant with strong leadership skills who is looking for a new role in a niche market in the Corporate Travel arena.

Contact Alex Sleba T: **07 3221 9916** E: [alex@tmsap.com](mailto:alex@tmsap.com) or [apply online now!](#)

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MELBOURNE – 1/167 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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### **SELL YOUR PASSION**

**SPECIALIST WHOLESALE RES CONSULTANTS NEEDED  
SYDNEY – SALARY PACKAGE \$45K+**

We are currently searching for experienced wholesale consultants to fill a number of specialist roles. Are you an expert on Asia, a South Pacific Specialist or an authority on North America? If you have travelled extensively and have exceptional destination knowledge as well as a minimum of 2 years industry experience and experience with Calypso. You must also have a CRS. You will be joining an industry leader and working with a fun and friendly team. Top pay and annual adj's **APPLY NOW!**

### **SHOW ME THE MONEY**

**MULTI-SKILLED CORPORATE CONSULTANTS  
SYDNEY – SALARY PACKAGE \$65K + BONUSES**

Do you have champagne tastes but living on a beer budget? Dreaming of the day when you finally get the pay packet that you deserve? When stop dreaming and start living! Make the switch to corporate travel and never look back. You will be working for an exceptional company with excellent career prospects. You will be an experienced consultant with a minimum 3 years experience, fantastic organisation and customer service skills.

### **HOP ON IN TO THIS VIP ROLE**

**VIP TRAVEL CO-ORDINATOR  
MELBOURNE (INNER) – PKG TO \$55K (DEP ON EXP)**

If you have a weakness for the finer things in life, you will love working in this lovely boutique agency based on the city fringe. Dealing with high end, VIP clients you will be assisting them with their up market leisure travel to exotic destinations across the world. You will be a passionate senior travel consultant with an eye for detail and professional disposition. You will also have first class product knowledge. Mon to Fri hours only.

### **TRY BEFORE YOU BUY!**

**CORPORATE TRAVEL CONSULTANT – AFTER HOURS  
MELBOURNE (CBD) – TOP HOURLY RATE**

Our client is looking for exceptional corporate travel consultants to join their emergency team working flexible shifts including late night and weekends. Not convinced you can do the hours? That's ok, try it out first! We are giving you the opportunity to start as a temp with the view to go permanent if you find the working conditions are suitable. Immediate start. Sabre essential.

### **LEAVE SALES BEHIND**

**TRAVEL CONSULTANT/TRAVEL CUSTOMER SERVICE  
MELBOURNE – SALARY PACKAGE TO \$43K + INCENTIVES**

Join this fantastic company and you will open up to a world of growth opportunities, career progression and top salaries! Best of all, you will be working behind the scenes for their customer service department with no unrealistic sales targets to meet! You will be taking calls on a daily basis from clients with regards to airfare queries and making relevant changes as well as issuing tickets. Shift work is required including weekends.

### **PLANNING TO MOVE TO TASSIE?**

**RETAIL TRAVEL CONSULTANT  
HOBART – SALARY PACKAGE TO \$60K**

Our client is one of Australia's most elite travel company's and is known within the industry for their first class service. They are looking for a highly experienced travel consultant with strong product knowledge and Sabre skills to join their team. With staff retention a priority for management, you will love the benefits provided including a very generous salary, paid educationals and time and a half for Saturdays. June start.

### **WHEN ONLY THE VERY BEST WILL DO**

**DOMESTIC CORPORATE CONSULTANT  
SUNNY GOLD COAST – SALARY PACKAGE \$40K**

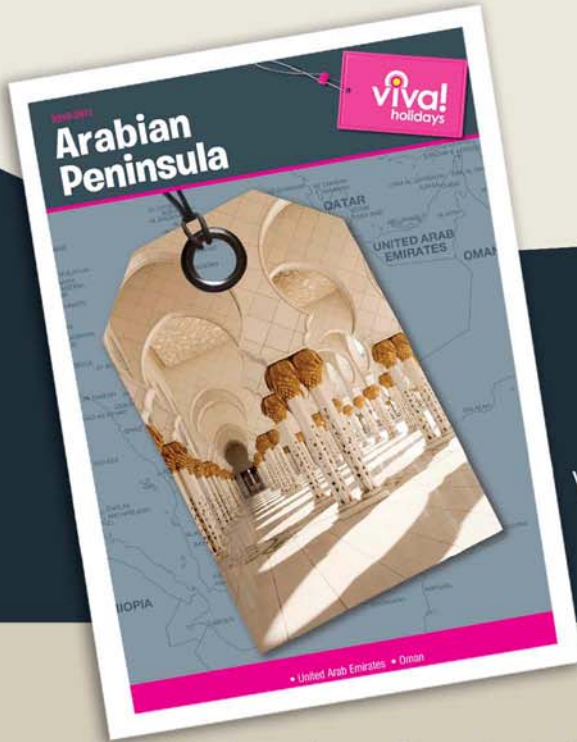
Is corporate your thing? Wheeling and dealing with high flyers, providing that exceptional service, you will be part of one of the coast's leading corporate agencies. Only the very best will do and you must have previous corporate consulting experience to be considered for this prestigious agency. Galileo CRS are essential. Roles like this just do not arise very often, so don't miss out on a rare opportunity to join the crème de la crème of agencies. Call AA today!

### **SELLING SENSATIONS!**

**ASSISTANT MANAGER – RETAIL MARKET  
BRISBANE – SALARY PACKAGE \$45K +**

Love selling round the world itineraries, booking off the beaten track travel? This is the perfect role for you! This fun and funky agency is looking for an experienced consultant with twelve months international selling experience to take up an Assistant Manager role with this buzzing agency. You must have Sabre or Galileo CRS skills, can do attitude and enthusiasm plus. In return you will step into a management role with a globally recognised company!





# Arabian Peninsula Brochure Out Now!

Viva! Holidays is excited to announce that our new and exciting 2010 - 2011 Arabian Peninsula Brochure has been released.

**Viva! Holidays** is excited to announce the release of our 2010 - 2011 Arabian Peninsula brochure (for travel 1 April 2010 - 31 March 2011) incorporating a large selection of

- ✓ Hotels
- ✓ Sightseeing
- ✓ Destination Information
- ✓ Transfers

*Located in the Southwest of Asia, the Arabian Peninsula is a fascinating and cosmopolitan land. As the fastest growing tourist destination in the world, the United Arab Emirates is renowned for its rich oil reserves, golden desert sands, dazzling beaches, opulent hotels, designer shops and world-class sporting events. Oman, a wonderful addition to any journey to the UAE, is a diverse country boasting pristine landscapes and radiates the beauty and charms of traditional Arabian culture, combined with modern-day practices.*

## Product Range

Viva! Holidays offers a huge selection of product options including luxury resorts, hotels, tours, transfers and more. Our range will suit any budget throughout the Arabian Peninsula. Make sure you check out our latest offers available on *easyway*.

## ARABIAN PENINSULA BROCHURE INCLUDES:

### Destinations

- Dubai**      
- Abu Dhabi**      
- Muscat**      

### Brochure Features

- Destination Highlights
- Featured Maps
- Great range of product
- Sightseeing Tours

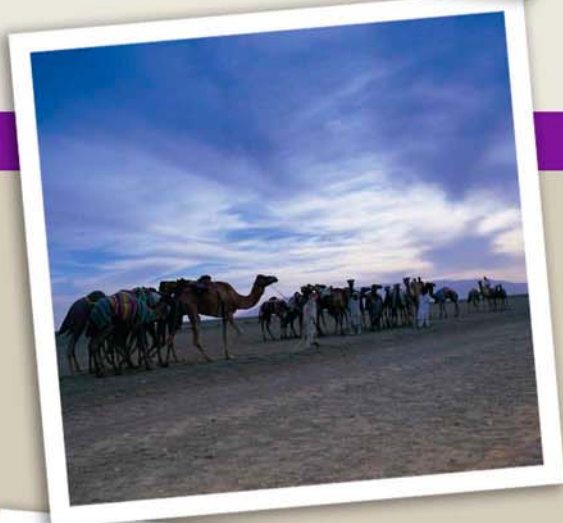
### Airline Partners

#### Emirates

70 flights a week to Dubai with onward connections in the Middle East

#### Ethihad Airways

Daily flights to Dubai with onward connections in the Middle East





**GETAWAY DEALS**

# BROOME SANCTUARY RESORT

Cable Beach Western Australia



**Superbly located just a short walk to the pristine sands of Cable Beach, the perfect base to enjoy & explore Broome.**



Broome Sanctuary Resort features Pindan Restaurant and Bar, guest lounge, Argyle Conference Room and Sorbet Day Spa. Guests have the choice of Studio, 1 and 2 Bedroom Apartments and 3 Bedroom Villas. For the ultimate indulgence we recommend our 3 Bedroom Sanctuary Villas, each equipped with its own private pool.

**FREE 5th Night,  
FREE airport transfers,  
FREE late checkout,  
FREE Foxtel,  
FREE\* studio upgrade  
to 1 bedroom**

## ROOM TYPE

Season	Studio	1 Bed Apt	2 Bed Apt	3 Bed Villa	3 Bed Sanc Villa
01 March - 31 March 2010	\$199	\$235	\$285	\$405	\$455
1 Apr 2010 - 31 May 2010	\$275	\$330	\$399	\$505	\$560

\*Terms & Conditions - Subject to availability on arrival. Prices are current at the time of printing.

**PH 1300 357 057**