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# Travel Daily AU

First with the news

Thu 25 Nov 10 Page 1

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

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TMS ASIA-PACIFIC

## More 787 delays

FRUSTRATED airlines across the world - including Qantas and Jetstar - look set to wait even longer for the Boeing 787 Dreamliner which reportedly will remain grounded while an electrical redesign is undergone.

A cockpit fire in the cabin of one of the test aircraft earlier this month (TD 10 Nov) led to the suspension of the pre-delivery testing program, with a subsequent probe revealing the problem was due to a metal washer inside a power panel which shorted out in flight.

Launch customer ANA was initially set to receive its first 787 next month - more than two years late - but Boeing isn't giving any details on a revised schedule.

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## Jewel "remains on track"

CARNIVAL Australia has today reassured cruise passengers and the travel trade that P&O Cruises' Pacific Jewel will return to regular sailing this weekend after successfully replacing a stabiliser in drydock in Sydney this month.

Speaking with Travel Daily this afternoon, Carnival spokesperson David Jones said P&O was "working on the basis that Jewel will sail the J036 White Cloud Wonders itinerary, on 27 Nov."

P&O Cruises Australia has had its Facebook page flooded with anxious requests from the public, curious to learn why Pacific Jewel hasn't yet departed from Garden Island for sea trials, which were scheduled for yesterday morning and are still to be staged.

Jones told TD there was "still sufficient time" for the sea trials

ahead of Jewel's Saturday afternoon departure.

"The key thing is that the major repair work and improvements to Jewel have been completed. The sea trials are a formality to confirm the effectiveness of the repairs carried out.

"The advice from our technical people is that Pacific Jewel remains on track for this Saturday's sailing," Jones said.

## JQ, JL codeshare

JETSTAR and Japan Airlines this morning confirmed details of their modified codeshare agreement, which was approved by the International Air Services Commission last week (TD 17 Nov).

The expanded pact sees JAL adding the Gold Coast to its list of destinations, with fares available for purchase from today.

Jetstar ceo Bruce Buchanan said that the outcome was of strategic importance to the Qantas Group and Australian tourism, strengthening JQ's "relevance with Japanese consumers".

JAL customers can purchase a full economy product on Jetstar incl Japanese-style meals, unlimited soft drinks and hot beverages, in-flight video, generous baggage allowances and onward connections to QF/JQ flights across Australia.

Japanese speaking crew and Japanese language IFE content is also offered on Jetstar.

A Qantas codeshare will also remain on the Jetstar services between Australia and Japan.

## Today's Travel Daily

TD has five pages of news and a full page of photo's from THAI today, plus full pages from:

- TMS Executive Candidates
- AA Appointments
- Qantas Holidays Fiji
- Thai Airways International

## Hainan start stalled

HAINAN Airlines has delayed the start up date for services between China and Australia by five weeks, from the initial planned 09 Dec launch (TD 02 Nov) to 19 Jan.

According to HU's website, the thrice weekly A330 flights from Hangzhou to Sydney (via Shenzhen) will operate on Mon, Wed & Sat, and return on Sun, Tue and Thu's, but fares are still to be loaded.

Hainan's A330-200s offer a dual class cabin, with 36 First class and 186 Economy class seats.

HU will be the fourth Chinese carrier to operate to Australia.

## TG says thanks

THAI Airways International last week hosted a celebration to thank some of its partners at Hugo's Bar & Lounge in Sydney - for a full expose see the photos on page nine of today's TD.

## QH Fiji out now

QANTAS Holidays has released its 2011/12 Fiji brochure, valid for travel 01 Apr 2011 to 31 Mar 2012 - details on page eight.

There's nothing like exploring your own backyard.

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# الإتجاه ETIHAD AIRWAYS

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## NZ pax up 9%

AIR New Zealand carried just over 1 million passengers during Oct, up 9.2% on a year ago.

The overall passenger load factor also improved by 2.9% to 82.9%, with domestic passenger numbers up 11.4% and a 6.8% increase in Tasman/Pacific.

There was also a 4.2% boost in passenger numbers on NZ's North America/UK routes, but the carrier flew the same number of passengers on its Asia/Japan/HK route (49,000) as Oct 2009.

Discounting pushed year to date short haul yields down 1.4%, but long haul yields are up 10.9%.

## JAL to c'share on QF PER

THE International Air Services Commission this morning confirmed an application from Qantas for a variation on the Japan route which would allow Japan Airlines to codeshare on QF flights between Perth and Tokyo.

Qantas says it wants the new pact to commence from 20 Dec, with plans for JAL to codeshare on

the thrice weekly QF79/80 767 flights from Perth to Narita.

JAL already sells codeshare seats on Qantas flights between Tokyo and Adelaide, Brisbane, Melbourne and Perth, but these are all for QF services via Singapore - while JL also offers seats on Jetstar services from Tokyo and Kansai to both Cairns and the Gold Coast (see p1).

JAL recently stopped its own direct flights to Brisbane but still flies Sydney-Narita daily.

The IASC is now inviting submissions about the application which are due by 09 Dec.

## New Solomon fares

SOLOMON Airlines has loaded a new range of fares for travel from Australia to Honiara.

The new fares, valid from 01 Dec 10 to 30 Nov 2011 offers QF connections through from ADL/CBR/MEL/SYD/TSV/PER and BNE to the Solomon Islands, with lead-in BNE-HIR fares starting from \$389 return including taxes.

From 05 Dec Solomon Airlines will operate four weekly direct Brisbane-Honiara services, operating each Mon, Wed, Fri and Sun - more information on GDS or call 1300 894 311.

## Star fares online

THE Star Alliance has expanded the range of alliance fare products which can be purchased directly from its website.

In addition to the previously launched Round the World offering, all Star Alliance Circle Fares can now be booked and purchased on [staralliance.com](http://staralliance.com).

Tickets are issued electronically, with the booking engine currently available in Japanese and English and plans to add further languages in the future.

## TMS salary survey

TRAVEL recruitment specialist TMS Asia-Pacific has begun collecting data from the industry for its fifth annual salary survey.

CEO Andrew Chan says he's hoping for input from more than 10,000 people, up 20% on 2009.

See the survey at [tmsap.com](http://tmsap.com).

## SQ-SK codeshare

SINGAPORE Airlines today announced a new codeshare agreement with Star Alliance partner Scandinavian Airlines.

From 01 Dec SQ will offer SK codeshare flights to Helsinki, Oslo and Stockholm, connecting with SIA's thrice weekly flights from Singapore to Copenhagen.

The SK code will also be added to SIA's Copenhagen flights, as well as some SIN-BKK services.

## Spa for P&O Pearl

P&O CRUISES has confirmed that the current refit of *Ocean Village*, which will create its new *Pacific Pearl*, includes the installation of an extensive spa facility.

*Pearl's* Aqua HealthSpa Fitness retreat will include ten treatment rooms, a relaxation area, steam and sauna facilities and even "muscle-soothing heated lounges".

The spa will feature both Elemis and La Therapie products and there will also be bamboo massages, acupuncture and Chinese herbal medicine treatments available.

*Pearl* will debut in Auckland on 21 Dec - more cruise news in today's *Cruise Weekly*, available at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).



## Window Seat

THE joint services agreement between British Airways and Qantas on the route between Australia and the UK brings lots of benefits - not the least of which is the Ashes rivalry which sees them offer discounted fares based on the cricket scores made by England and Australia.

The first Test kicks off in Brisbane today, and both airlines say they'll be offering a discount on their economy BNE-LHR fare determined by the "highest single innings total" of each team.

Both QF and BA will offer 250 discounted tickets, on sale from midday next Tue 30 Nov.

So travellers will be eagerly watching the match - and hoping for a batter's pitch which will push the scores up and fares down!

AMERICAN singer-songwriter Jack Johnson has sold more than 8 million albums around the world - but the highlight of his career probably happened this week when he got to hang out with Australian Hawaii Tourism chief Helen Williams (below).

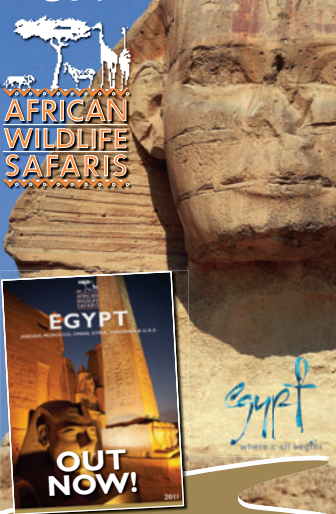
Johnson performed live on Channel 7's *Sunrise* show which is being broadcast live this week from the Hilton Hawaiian Village in Waikiki.

Williams said that the *Sunrise* crew are having a ball in Hawaii - along with their two plane loads of fans.



Helen and her hunk of spunk!

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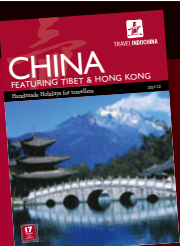
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EDITORS: Bruce Piper and Guy Dundas  
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**Airline of the Year 2009**  
TTG Travel Awards 2009

**QATAR** AIRWAYS القطرية

## Grand farewell for Stephen



ABOVE: Tourism NSW and the Tourism, Hospitality and Catering Institute farewelled the retiring Stephen Lewis in style at the Four Seasons Hotel Sydney last Thu.

The Four Seasons veteran announced he was stepping down from the role of CEO after a 16 year tenure in Aug (TD 05 Aug).

The exclusive dinner included a

number of high profile politicians, industry leaders and friends, including the Hon Bruce Baird, the Hon Peter Collins, Tourism NSW Board Chairman Les Cassar and Institute president, Bill Galvin.

Lewis is pictured above at the event with his wife Donna and director of AFTA Education and Training Rick Myatt.

## QH's relocation

QANTAS Holidays has advised it will be relocating to Level 10, 241 O'Riordan Street, Mascot NSW 2020, effective Mon 29 Nov.

All correspondence should be sent to PO Box 7419 Alexandria NSW 2015 with Accounts Payable enquiries to continue to be sent to Locked Bag 4 Mascot NSW 2020.

Phone and fax numbers, and email addresses remain the same.

## Webjet Fast 50 list

ONLINE travel booking site Webjet has been featured in The Deloitte Technology Fast 50 Aust. for the 6th consecutive year.

The list recognises and profiles fast growing technology firms.

"We are delighted to feature in this exclusive list...this along with four years in the BRW top 100 is a remarkable achievement" said ceo Richard Noon.

## Virgin Red uniforms

VIRGIN Blue is understood to be adopting new all red female uniforms and dark grey suits for men as part of the airline's highly anticipated rebranding.

Virgin Atlantic's female crew also wear red skirts and blazers.

## Dubai pax no's up

DUBAI International Airport has recorded a "banner" month for passenger movements during the month of Oct, with a 14.8% year-on-year rise to 4,013,127 people.

## Rail Tix iPad winner

RAIL Tickets has awarded Rhonda from Harvey World Travel Sandgate with a new Apple iPad during its 'Win an iPad a week for 4 weeks' promotion.

The comp runs for another two weeks, with every Rail Ticket booking going into the draw.

## Canada price drop

THE Canadian Tourism Comm. is predicting that the Australian and French travellers will be the only two source markets unlikely to be spared by the rise of the Canadian Dollar's value in the 2011 Q1.

CTC's latest 'Short-Term Competitive Outlook' expects a typical 10-night stay in Canada will be around 4 percent cheaper during Jan-Mar 2011.

According to CTC's Competitive Price Index, Aussies will spend on average \$5,690 per person on a 10-night trip to Canada, which covers airfares, hotels, meals and other items.

Against other key Australian outbound destinations, Canada will be about 1% cheaper.

The provinces of Alberta and British Columbia are flagged as being the "most price-competitive regions" for Australians.

The organisation also said that growth potential from the Aussie market during the period would be limited due to a lack of growth in air capacity (24,300 direct seats) between the nations.

## W Koh Samui open

THE first W Hotel in Southeast Asia has opened in Thailand - the W Retreat Koh Samui.

The property overlooks the Gulf of Thailand and features 75 private villas equipped for "modern lifestyle innovations."

## QF ink blackout

QANTAS has advised of new carry on baggage security measures for pax on international flights from, or connections, thru London Heathrow or Frankfurt, following an attempted terrorist attack using ink cartridges last month.

The change, which was adopted in the UK earlier this month (TD 02 Nov) means passengers are unable to carry any ink or toner cartridges over 500gms in their onboard luggage, to or from the United Kingdom.

## Peppers to Fiji

PEPPERS Retreats, Resorts and Apartments has added the Peppers Naisaso Resort, in Fiji to its portfolio, with development scheduled for Jul 2011.

## AAPA Oct figures

THE Association of Asia Pacific Airlines (AAPA) has reported an 11.8% year on year increase in international passengers, to 15.9 million, during Oct.

Seat capacity was also higher by 5.4% and the average int'l passenger load factor was 79.5%.



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## Delta nod from DoT

THE US Dept of Transportation has granted approval for Delta Air Lines to add 12 extra frequencies between the US-China (TD 17 Nov) paving the way for the carrier to add five Detroit-Beijing and daily Tokyo Narita-Guangzhou services.

American Airlines was the only carrier that protested against the request (TD 19 Nov), saying Delta was "warehousing" frequencies.

"We believe that under the present circumstances it should be allowed the continued flexibility to introduce new services" no later than 11 Jul 2011, the DoT said.

## YOU COULD WIN A TINTAMAR BAG!



Celebrating the release of the vibrant VIP colour range and the official arrival of the Towel Bag, **Tintamar** is giving away a different bag from their Aus catalogue to one *Travel Daily* reader every day this week. Arriving straight from France, innovative accessories brand **Tintamar** creates clever, fun and stylish bags that simplify daily life. Available in 25 countries around the world, Tintamar has just launched its new limited edition collection in Australia. Bag n' Roll (pictured above) is a highly functional and stylishly designed travel bag that can fit in your jacket pocket.

For your chance to win this great Bag n' Roll, simply be the first person to email the correct answer to the question below to: [tintamarcomp@traveldaily.com.au](mailto:tintamarcomp@traveldaily.com.au)

### What is the main feature of the Tintamar's Bag n' Roll?

Hint! Visit [www.tintamar.com.au](http://www.tintamar.com.au) & download the catalogue.

**Congratulations** to yesterday's lucky winner, **Kathy Varley** from **Evergreen Tours**.

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## Getaway tonight

TONIGHT is the final episode of Channel Nine's dedicated travel program, *Getaway*, for 2010.

The show airs at 7:30pm and features stories including:

- Santiago, Argentina
- Gold Coast theme parks
- The Australian Reptile Park
- USA Road Trip, in New Orleans
- Stanley Park, Vancouver
- Port Stephens, NSW

## Harrah's to Caesars

HARRAH'S Entertainment Inc. has announced a name change to Caesars Entertainment Corporation, incorporating a new logo (pictured below).

The new Caesars Entertainment Las Vegas, which is represented by Discover the World Marketing in Australia, encompasses Caesars Palace, Planet Hollywood, Planet Hollywood Towers, Paris, Rio, Bally's, Harrah's, Flamingo and the Imperial Palace.



## AR grows fleet

AEROLINEAS Argentinas has announced plans to lease 10 737-700s from ILFC and purchase an additional 14 737-700/800s from Boeing to update its fleet.

The 14 ex-Virgin Blue planes are scheduled for delivery over two years beginning in 2011, while the leased aircraft are planned to be in service in 2013/14.

## Seabourn changes

THE Yachts of Seabourn has announced changes to some of its first quarter itineraries for 2012.

Due to a strong demand for more exotic cruises the *Seabourn Pride's* 12-day cruises of Vietnam and Thailand between Hong Kong and Bangkok will be replaced with five 14-day voyages between Hong Kong and Singapore, with stops in a community of Sihanoukville in Cambodia between 04 Jan and 14 Mar 2012.

Other changes include a roundtrip Singapore departure on 15 Feb 2012 with ports of call incl Penang, Phuket, Langkawi, Port Blair and Kuala Lumpur.

The *Seabourn Legend* will operate 10 and 12-day itineraries between Singapore and Bali with five departures scheduled between 03 Jan and 16 Feb.

## KE lifts AKL flights

KOREAN Air is boosting capacity between Seoul and Auckland from 30 Jun 2011, introducing a new sixth weekly service and replacing Boeing 747-400 aircraft with 777-200ER for the Northern Summer.

## EK to Europe winners



ABOVE: The Emirates to Europe travel agent incentive continues this week with the feature destination being Germany.

One of this week's winners is Sarah Just of Underwood Flight Centre QLD who is pictured above receiving her oversized ticket wallet from Jenny Trebilcock, Emirates Sales Manager QLD, for

## Rockets on Allure

ROYAL Caribbean International has added its 11th Johnny Rockets restaurant on the soon to debut (to the public), *Allure of the Seas*.

Located in *Allure's* Boardwalk neighbourhood, the burger specialists will be open seven days a week for breakfast, lunch, dinner and late-night snacks.

## Lonely Climb list

DESTINATION travel guide book Lonely Planet has ranked the Sydney Harbour BridgeClimb as one of the '10 Best Things to Climb' in the world, in its 'Best in Travel 2011' book.

## Bird flu in Honkers

HONG Kong has raised its avian influenza alert level to 'serious' after its first human case of bird flu was recorded recently.

This is the first case of Bird Flu reported since 2003, when the deadly respiratory disease SARS killed 300 people.

choosing Berlin as her must visit destination.

She described Berlin as "old world meets new world" where guests can "cruise the Rhine and enjoy the scenic views" or "have a beer in one of the many beer halls in Munich".

Other weekly winners are: Narelle Cook, Cessnock Jetstar NSW/ACT; Mark Malmberg, East Melbourne Continental Pacific Travel VIC; and Rose Drabble, Subiaco Magic Travel WA.

## Driveaway summer

DRIVEAWAY Holidays has rates for economy class vehicles collected from Sydney priced from \$42/day as part of its 'Australia on Sale' promotion. See [www.driveaway.com.au](http://www.driveaway.com.au).

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## IHG to Malaysia

INTERCONTINENTAL Hotels Grp is expanding its portfolio into Malaysia for the first time with the InterContinental Kuala Lumpur (formally the Nikko Hotel KL), to launch from 01 Feb 2011.



## 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](mailto:appointments@traveldaily.com.au).

Voyager Travel Corporation has named **Christine Andrews** as its Sales and Marketing Manager. Andrews will be responsible for driving further sales and marketing strategies to help promote the company. The role is based in Melbourne.

Vision Hotels and Resorts in Tropical North Queensland has announced the appointment of **Alan Paruit** as its Sales Manager.

**Joe Karbo** has taken up the role of General Manager of online agent- only wholesalers **Excite Holidays**.

Gap Adventures has appointed ecotourism industry veteran **Megan Eplier Wood** as its Director of Planeterra, a non-profit company set up by Gap Adventures and dedicated to sustaining community development with the help of travel and voluntourism.

DMS Destination Marketing Services has taken on the role of representative in Australia and New Zealand for **Destination Management Chile**. Chile is the fourth South American destination management company to join DMS's portfolio.

The Egyptian Tourist Authority has appointed Sydney PR agency **S2i Communications** as its Australian public relations representative.

**Sharmila Patel** has accepted the role of Sales and Marketing Manager with **Creative Cruising**. She has moved across from her 9 year role with Tourism New Zealand.

Regional Express has welcomed **Ronald Bartsch** as its independent Director to the Board. Bartsch brings with him 30 years experience in the aviation industry.

The Hertz Corporation has announced the appointment of **Chris Rusden** as Region Vice President and Managing Director, Australia and New Zealand. The role is based in Melbourne.

## BOM's new airport

INDIA has moved a step closer to gaining a new international airport in Mumbai, after Environment Minister Jairam Ramesh and Civil Aviation Minister Praful Patel came close to a compromise on the plan, that could see construction of the new hub begin in 2013.

Navi Mumbai is located 20kms from the Chhatrapati Shivaji Int'l Airport, and is expected to accommodate two runways and handle up to 60 million passengers annually.

## Thanksgiving snow

The American ski season begins this weekend with good snow cover reported throughout Colorado, California and Utah.

Skimax is offering a seven night package to ski south Lake Tahoe priced from \$825ppts staying in a standard room at Inn by the Lake and a six day ski pass.

## Tourism NSW news

TOURISM NSW and the NZ Automobile Association Travel division, House of Travel and Tourism Australia are promoting Sydney and regional NSW self drive holidays with a new 16 page supplement 'Discover NSW'.

MEANWHILE Tourism NSW is encouraging families to visit the region with a \$100,000 Summer Family holiday campaign, supporting 200 operators.

## Mandarin gift card

MANDARIN Oriental Hotel Group has unveiled its new global gift cards, that can be purchased in different denominations from US\$50 to US\$10,000.

The gift cards do not expire and can be used at any participating Mandarin Oriental hotel.

Card are presented in attractive 'gift folio's' and can include personalised messages - see [mandarinoriental.com/giftcard](http://mandarinoriental.com/giftcard).

## TSAX connect on Amsterdam



ABOVE: A group of Travelscene American Express agents were lucky enough to spend four days on a 'Stay Connected' famil to Darwin and Cairns recently.

The educational was hosted by Travel the World and involved a cruise onboard the *ms Amsterdam*.

Pictured above back row from left are: Samantha Deighton, Integrated Tourism Services WA;

Julie Urbanski-Nash, Travelscene Port to Port NSW; Shane Cleary, Travelscene Malvern VIC; Vanessa Kasbergen, Travel Extra SA; Susan Sherrington, Pulse Travel QLD; and Gilda McManus, Travel Concepts QLD.

Front Row: Paul Cook, Travel the World SA; and Kim Tomlinson, Travelscene American Express Queensland.

## GROW A MO AND WIN A CRUISE



P&O Cruises World Cruising in conjunction with *Travel Daily* is supporting *Movember* this month and is urging the industry to take part in the charity event with great prizes to be won.

The competition coincides with a reunion of some of Australia's greatest cricketing legends, including Neil Harvey and Alan Davidson at *Movember* charity lunches onboard P&O Cruises UK's superliner Oriana in Sydney on November 4 and Brisbane on November 6.

Guys can take part as a Mo' Bro by grabbing some friends and girls can help out as a Mo' Sis (see the website for more details).

Here's what you need to do:

1. Register your details at <http://au.movember.com/>
2. Email your team name to [pomocomp@traveldaily.com.au](mailto:pomocomp@traveldaily.com.au)
3. Grow some impressive facial hair
4. Send in photos to feature on the *Travel Daily* website
5. Vote for your favourite mo
6. Win a fantastic 7 night Cruise on board P&O Cruises World Cruising's Arcadia ex Sydney to Fremantle; Cricketing memorabilia; cricket sets and gift packs

To kick-start this fabulous competition, the staff at Complete Cruise Solution have sent in their own fun mo photo (above) - however we are after the real thing - so get growing!

## DID YOU KNOW?

Recent studies conducted by the Woolcott Research group found the Australians rated P&O Cruises World Cruising for their high level of Service High Quality of Food, Luxurious Décor and furniture and for its surprising and delightful onboard experiences

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- Great ability to think outside the box and lead from the front
- A former successful company director who is looking for the next big challenge

Thanks to a successful sale of his business, this former company director is looking for the next big challenge. Having been an employer and an employee, he really does understand the demands and pressures from all sides. A real leader and an enthusiastic sales and marketer make this candidate a real asset. With excellence references and great industry relationships, he is looking to be part of a motivated and forward thinking industry team. Experience in online and offline marketing, strategic planning, managing sales teams, running call centres, managing key accounts and developing product are just some of the reasons why you would at least want to talk to this individual.

### SENIOR INDUSTRY EXECUTIVE - CORPORATE/ONLINE/IT

- Proven sales record
- Entrepreneurial flair
- Excellent presentation / communication skills

A travel industry professional with extensive experience in diverse industry channels including: corporate, government travel, leisure, retail, online as well as IT. Our candidate has held senior management positions with various major travel organisations and is well respected with a strong network of contacts. Predominantly working in sales & marketing roles he has a proven record of successful business development, account acquisition and retention and a well developed understanding of travel distribution processes. A natural leader with excellent communication skills, an entrepreneurial flair for identifying and capitalising on opportunities and experience building and managing a productive work team, he is seeking an executive management position where he can leverage this experience.

### SENIOR EXECUTIVE LEADER - EXPERIENTIAL TRAVEL

- Inspiration leader with ability to increase profit
- Experience in developing online B2B and B2C
- Strong strategic planning with product development and growth

Results orientated executive with over seven years' experience as General Manager/Director in Travel Industry in the capacity of Sales, Operations, Finance, IT and Marketing. Excellent leadership, contract negotiation skills and strong people management expertise with a pragmatic approach. Ability to understand and implement online business models and execute business growth strategies with desired results. Proven brand development experience and high-level communication skills, this candidate has the capacity to increase market awareness and share.

### PROJECT MANAGER, GENERAL MANAGER

- Over 30 years in Travel including 18 years experience in airline operations
- A Project Management and Implementation Expert
- Managing Director of Western Canada's largest Travel & Tourism College

This dynamic candidate arrives with comprehensive travel industry experience working at a senior management level in Australia and North America. During the 18 years, he gained invaluable experience in key roles across Qantas operations. Professionalism, work ethic a can-do attitude and delivery of tangible results lead to a series of promotions, culminating in the prestigious role of Qantas Airport Manager in Bali. Attracted to North America by business opportunities, this candidate was quickly recruited to lead a major start up project for a travel training college. After a successful start up phase, the Travel College to become the largest in Western Canada. Most recently, he headed up an online marketing agency.

### MANAGING DIRECTOR / CHIEF COMMERCIAL OFFICER

- Technology, Agency or Distribution
- Available for project or permanent opportunities
- Leader and Visionary

With over 15 years of marketing, strategic management, business development and product development experience across diverse organisations and geographies, this individual is capable, proven and passionate about travel. Significant experience and expertise with travel industry technologies, including online booking tools, global distribution systems and integration of legacy and web technologies. A comprehensive blend of multi-national and global experience in both established and emerging markets, with work experience in Australia, Asia, Europe and the USA. Extensive experience in sales, consulting, marketing and strategic development. With a well-developed ability to create, synchronise and execute commercial strategies and plans, this individual is ideal for a company seeking a big-picture thinker and manager ready to move your organisation forward. Interested in Australian or Asian -based roles, and available on short notice.

Contact Sally Frape for the above candidates at [sally@tmsap.com](mailto:sally@tmsap.com)



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**Time is running out for you to win 2 VIP Tickets to see the U2 360 Tour in Sydney on Mon 13 Dec!**

**INNOVATE AND LEAD THE BUSINESS**

**MANAGING DIRECTOR  
SYDNEY – EXECUTIVE SALARY PACKAGE**

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with strategic agility, strong negotiation & relationship skills, and the ability to tackle a leadership role with great energy. You will have great communication skills and the ability to inspire your team by being a visionary leader who sets clear objectives.

**FOCUS ON GROWTH**

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

Be responsible for managing, maintaining and developing the relationship with key clients through your proactive & strategic approach, ensuring ongoing revenue opportunities are maximized and a true business partnership is developed. You'll have strong commercial acumen, highly developed communication & presentation skills, and functional knowledge of IT/GDS, distribution and e-comm operations.

**EXCEPTIONAL ACCOUNT MANAGEMENT**

**SENIOR CLIENT MANAGER  
MELBOURNE – SALARY COMMENSURATE WITH EXPERIENCE**

With your experience in account management this is your chance to show that you've got what it takes to step up to a leadership role. Overseeing the national account management team your role will be responsible for driving the team plus managing top tier clients. Your strategic ability to find solutions, bring innovation and deliver support will be evident in your extensive experience. A great role with a growing company.

**WHERE THE ACTION IS – TECHNOLOGY SECTOR**

**KEY ACCOUNT MANAGER  
SYDNEY – SALARY PACKAGE DOE**

Be responsible for managing, maintaining and developing the relationship with key clients through your proactive & strategic approach, ensuring ongoing revenue opportunities are maximized and a true business partnership is developed. You'll have strong commercial acumen, highly developed communication & presentation skills, and functional knowledge of IT/GDS, distribution and e-comm operations.

**ARE YOUR SALES SKILLS BEING REWARDED?**

**INDUSTRY SALES / BUSINESS DEVELOPMENT  
SYDNEY / PERTH / BRISBANE – SALARY PACKAGES TO \$80K++**

Create a lasting impression in the travel agency market with one of these outstanding travel products. Your winning attitude and go-getter style is exactly what these companies are looking for. You will have a clear understanding of managing your own territory and experience working on the road with a strong network in your state. Be rewarded with excellent bonuses, car allowance or car, and travel incentives.

**BE THE CAT THAT GOT THE CHEESE!**

**BUSINESS DEVELOPMENT – MICE MARKET SALES  
SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$90K ++**

If you're looking for a company that is on the move and rewards results these roles are available NOW for hungry hunters who love winning new business. If your background is in Corporate or MICE market sales these roles will reinvigorate your career at a time when business is booming. You'll be enthusiastic, self-motivated and driven by achieving sales targets which results in great bonuses!

**BEHIND THE SCENES, MAGIC HAPPENS**

**CALL CENTRE / RESERVATIONS MANAGERS  
SYDNEY & PERTH – EXCITING SALARY PACKAGES AVAILABLE**

This award winning company requires 2 talented Managers to keep them at the top of their game. These are strategic leadership roles that will see you managing & motivating teams with a focus on customer service delivery and staff development. Previous Res / Call Centre experience with an emphasis on training, performance/KPI measurement and change management is essential.

**\* INTERNATIONAL OPPORTUNITY \***

**CORPORATE ACCOUNT MANAGER  
HONG KONG / SINGAPORE – SALARY PACKAGE NEG.**

If you are an experienced Corporate Account Manager looking for a leg-up to the regional stage, this is an opportunity for you to drive your own career progression. You will be joining a leading global organization and managing a portfolio that will include large prestigious clients. This is not an expat/relo package so you'll be prepared to move under your own steam for the benefit of your career.

**CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM**

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Kate Dalrymple  
OLD & NT  
Ph: 07 3229 9600

Kathryn Hebenton  
VIC, SA, WA  
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

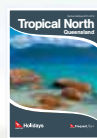
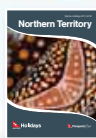
FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)



Qantas Holidays are excited to announce the release of our fresh, new, easy-to-read Fiji brochure (for travel 1 April 2011 to 31 March 2012) incorporating a large selection of hotels, sightseeing, touring and transfers.

Visit the Brochures and Flyers section on the Industry Sales Site to view our 2011/2012 Released Brochures [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents)

## Qantas Holidays 2011/2012 brochure range







Thai Airways International says 'THANK YOU' to a select group of preferred partners over PIZZA & COCKTAILS @ Hugo's Bar & Lounge, Sydney. Hosted by Celebrity Chef, Pete Evans, cocktail 'flamer' Leroy, 'Hot Pizza' star 'Pauly' and guest judge, Brett Kirk, retired Sydney Swan.

THAI's General Manager Australia, Mr Korakot Chatasingha welcomed industry colleagues and staff to celebrate the end of THAI's 50th Year.

(Names are not mentioned in order to protect the innocent. They know who they are.)

Many claimed it was the 'best function ever' - clearly a lot of fun and laughs had by all.

THAI marks 40 years flying to Australia in 2011 so stayed tuned for more celebrations!

Be the *first* to know what's happening at THAI : sign up for THAI's Trade e-news and win a copy of Pete Evan's 'My Table' cookbook : [register here](#)

