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Travel Daily AU

First with the news

Thu 14 Oct 10 Page 1

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

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TSAX in Argentina

TRAVELSCENE American Express will use next week's Owners Managers Conference in Buenos Aires to provide members with the support, knowledge, networking and tools needed to succeed in the industry, following the recently completed merger of Jetset Travelworld and Stella Travel Services.

Business workshops planned will focus on marketing, cruise, client acquisition and retention.

Breakaway QR deal

BREAKAWAY Travel is offering Qatar Airways economy class fares for travel agents only across its network priced at \$425 plus taxes (ex MEL), for sales until 31 Mar, excl Dec/Jan - travelclub.com.au.

TQ shine int'l debut

THE new Tourism Queensland brand 'Queensland, Where Australia Shines' (TD 28 Sep) has this week launched in the United Kingdom, its first int'l market.

The UK is Queensland's second biggest source market and "is the perfect location to launch the brand internationally," said Qld's Minister for Tourism Peter Lawlor.

AirAsia X through fares

LONG haul low-cost carrier AirAsia X has expanded its offerings to allow purchase of fares right through from Australia to the UK, as well as other points on its growing long-haul network.

The carrier's ceo Azran Osman-Rani told TD in Kuala Lumpur yesterday that the new system, which also sees baggage tagged through to final destinations, had been implemented following a successful trial from Perth to London Stansted.

"It breaks the rules for a low-cost carrier - but we're all about breaking the rules," he said.

The move is also significant because it makes it much easier for Australian consumers to buy fares on the AirAsia network through to their final destination, rather than earlier systems which required booking of individual sectors in different currencies.

Its the latest evolution of the fast-growing airline, which has already revolutionised travel across South-East Asia and looks set to have a significant impact in Australia too.

The first phase of the 'interlining' is offered for the long-haul AirAsia X operation, but Osman-Rani confirmed that it's expected this will expand to also include through connections for baggage between AirAsia X and its short-haul sister airlines, AirAsia, Thailand AirAsia and Indonesia AirAsia.

And in fact it's already been introduced in a limited fashion for the carrier's flights from the Gold Coast, Osman-Rani said.

"We noticed there were lots of surfboards being transferred in Kuala Lumpur between flights from the Gold Coast and Bali, so we decided to make it easier for the passengers," he said.

Osman-Rani said there were no plans for AirAsia X to interline with other carriers.

MEANWHILE AirAsia X is also poised to add its second European destination after London Stansted.

Osman-Rani declined to provide details of the new port, but it's understood to be Paris, with a number of French media attending yesterday's KL event.

Demand for Oprah

TOURISM NSW says it has been inundated with requests from businesses & destinations across the state, keen to be linked with talk-show host Oprah Winfrey, and her visit to Australia in Dec.

TNSW says all expressions of interest have been passed onto Harpo Productions.

Six pages of news

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

- TMS Asia Pacific
- AA Appointments

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Travel Daily AU

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*Flights to/from Australia are operated in conjunction with partner airlines.

Conference on DJ/NZ pact

THE Australian competition regulator has supported calls by Wellington International Airport to hold an open discussion about the proposed alliance between Virgin Blue and Air New Zealand.

A 'pre-decision conference' relating to the ACCC's preliminary decision to block the DJ/NZ joint venture has been announced, to be held next week in Sydney, with applicants and "other interested parties" able to attend.

Last month, the ACCC outlined it was not satisfied that public benefits from the proposed DJ/NZ deal "was likely to outweigh any anti-competitive detriment".

"A pre-decision conference provides a valuable opportunity for applicants...to make oral submissions to the ACCC about its draft determination," the watchdog said in correspondence made public yesterday.

Interestingly, the regulator's director Adjudication branch, Darrell Channing, advised that Virgin and Air NZ could bring legal advisors with them to the meeting but they are prohibited from participating in discussions.

The conference will be held at 11am on 18 Oct at The Grace Hotel. MEANWHILE, Melbourne Airport is the latest party to voice its support for the Virgin Blue/Air New Zealand tie-up, informing the

ACCC it believes the pact would have public benefits.

MEL told the ACCC the JV would not impact on prices due to flight frequencies the applicants have proposed, and that a "decrease of wingtip to wingtip services" could lead to increased choice of travel times and market growth.

The airport also said its view on this tie-up "differs slightly" from one presented seven years ago when Qantas and Air New Zealand plotted a similar agreement, citing a different marketing environment with more airlines now flying trans-Tasman routes.

AirAsia ADL Plan

AIRASIA X wants to fly to at least five major cities in Australia, with Adelaide believed to be on the carrier's radar once it settles its access to Sydney.

AirAsia X ceo Azran Osman-Rani confirmed the long term plan for growth at an event in Kuala Lumpur yesterday.

The long-mooted Sydney route has been under consideration by the Malaysian govt for some time, with the latest escalation in lobbying being new "Liberate Sydney" livery on one of the carrier's A330s (TD Fri).

CEO Tony Fernandes said Sydney was a key destination in Australia which AirAsia hopes to link with its KL-based pan-Asian operations.

"If you're serious about building a hub then you have to connect to the major cities in the world - and Sydney is a major city," Fernandes told *Travel Daily*.

Osman-Rani said the carrier's experience with Melbourne and the Gold Coast proves that it can generate demand, with strong growth in tourist arrivals from Malaysia to both destinations in the recent challenging period.

By contrast, he said, Sydney and Adelaide had seen double-digit drops in arrivals where "the other carrier cut flights".

Window Seat

AIRASIA ceo Tony Fernandes was yesterday wearing the latest uber-cool AirAsia fashion accessory at a press conference in Kuala Lumpur (see p1).

He's the first to wear the new promotional T-shirt which continues to push home the AirAsia motto "Everyone can fly".

The shirt, pictured below, shows an ostrich entering an AirAsia plane.

For the carrier's next route launch in Australia look out for a variation showing an emu!

And note that in keeping with AirAsia's low cost philosophy, the ostrich is climbing the stairs into the plane, rather than using an aerobridge.

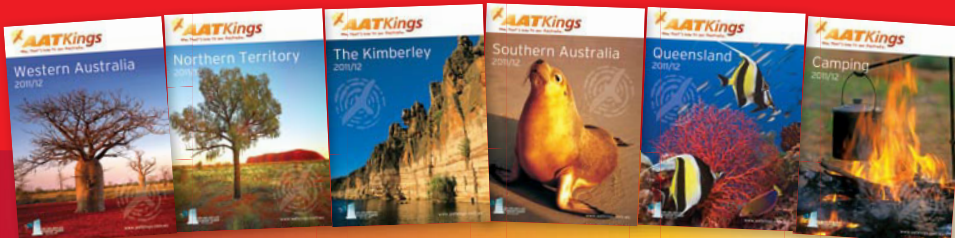


AT the AirAsia 100 millionth passenger celebration (see p3) the grand prize was 100 flights to be taken at the winner's discretion, over the course of a two year time frame.

However ceo Tony Fernandes said that while he admired the canniness of his marketing department, which meant that the winner would have to fly every week to use the prize, he was in a mood to be more generous.

When he named the winner as 23-year-old Irma Dewi he told her that she could use the 100 flights over the next 100 years, rather than just two.

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QATAR AIRWAYS القطرية

Details on White Bay CPT unveiled

SYDNEY Ports yesterday made available to the public further details of its proposed White Bay 5 cruise passenger terminal (CPT).

Plans for the new CPT were released in an environmental assessment report include the full and partial use of four wharves on a 24/7 basis at the Balmain Peninsula site, which would enable two cruise ships to be berthed at the same time.

Preliminary plans show the \$37 million project will feature a new

Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm is a special on 'Best things to do in Australia', with stories on:

- Nigaloo Reef, Western Australia
- Hot air ballooning in Cairns
- Cradle Mountain in Tasmania
- Helicopter flights over Uluru
- Byron Bay, the Whitsundays, Sydney and more

purpose-built facility to cater for arrivals, customs, immigration and security, along with a car park for 180 vehicles and motorcoaches.

The facility could also be used for functions, exhibitions, community and/or corporate events on non-ship days.

Under the proposal, the White Bay facility will "mainly cater for the domestic segment of the cruise industry," Sydney Ports indicated.

Carnival Australia welcomed the assessment, but reiterated that it prefers the idea of "shared use" of Garden Island with the Royal Australian Navy.

"We will be reminded of this [view] again in summer with the arrival of a flotilla of international ships as part of another record cruise season," Carnival Australia ceo Ann Sherry said.

See today's issue of *Cruise Weekly* for more information and images of the planned terminal.

Jetstar plots codeshare with AA

JETSTAR has announced plans to commence a codeshare service with oneworld member, American Airlines, on domestic flights in New Zealand (*TD* breaking news).

The deal also includes an extensive interline pact for AA customers using Jetstar flights in both Australia and NZ.

Members of AA's AAdvantage loyalty program will earn points on all AA-marketed services, and Jetstar flights marketed under the QF code are also eligible for reward redemption.

JQ ceo Bruce Buchanan said the proposed codeshare would allow AA customers to "combine travel on Jetstar, American Airlines and other codeshare carriers such as Qantas as part of a single booking".

The proposed codeshare applies to Jetstar's NZ domestic flights between Auckland, Christchurch,

Queenstown and Wellington.

AA Head of Sales Australia and NZ, Michael Fletcher, said the deal would "add significant value for our customers travelling throughout New Zealand."

Interline itineraries are e-ticketed on the stock of Jetstar's interline partners, with the carrier remaining ticketless for non-interline GDS transactions.

MEANWHILE, Qantas has formally requested an allocation of 531 seats/week for Jetstar with the IASC between Darwin and Manila, for the start-up of its planned Phillipine operation, as revealed by *TD* (*TD* 13 Sep).

This week Jetstar confirmed it wants to operate multiple weekly services to Manila from early 2011.

According to JQ's allocation request, the low cost carrier plans to use its full capacity allocation using an A320, by 31 Oct 2011.

Lucky 100mth AirAsia pax



ABOVE: AirAsia yesterday awarded an Indonesian housewife, Irma Dewi, a lifetime of travel, after she was named as the carrier's 100 millionth passenger at a ceremony in Kuala Lumpur.

The 23-year-old woman travels regularly, with AirAsia's network and affordable fares allowing her to frequently visit her husband who is working in India.

CEO Tony Fernandes said the milestone had been achieved in 8 years, and predicted that the next 100 million would take just three more, with the carrier continuing to grow rapidly.

He said AirAsia was enjoying robust load factors and passenger numbers, adding that the Kuala Lumpur-based operation had

"really broken the Singaporean stranglehold on being a hub".

Fernandes said he was proud of the changes which had been wrought by AirAsia, with the economies of several destinations transformed and huge movements of people across Asia.

"AirAsia is the first true ASEAN brand," he said.

Dewi is pictured above centre sporting her favourite hat, with Tony Fernandes; AirAsia X ceo Azran Osman-Rani, Air Asia cabin crew and others.

W opens 15 Dec

STARWOOD Hotels & Resorts advises that the W Retreat & Spa, Bali Seminyak (*TD* yesterday) is scheduled to open on 15 Dec.

YOU'RE SO GOLD!
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For more on Classic New England, click here



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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.

Flight Centre has appointed **Kylee SchwelInus** as General Manager Finance for WA/SA/NT, she will replace Justin Michael who has been promoted as General Manager of Travel Money, Flight Centre's foreign exchange business.

Mantra Parramatta has welcomed **Rob Everett** as its new General Manager. Everett has moved across from his role as Hotel Manager with Star City. Mantra Group has also appointed **Charles Young** to the role of general manager for **Mantra on the Esplanade** in DRW.

Edwina Mason has been appointed to the role of Associate Director of Sales at the **Sofitel Brisbane Central**. Her previous role was as Director of Sales - MICE representing the RACV Royal Pines Resort and Crowne Plaza Royal Pines Golf Resort and Spa.

Beyond Travel has named **Yula Geredov** as its groups tour manager for a new specific desk handling travel itineraries.

WA Taxi Ride part 2

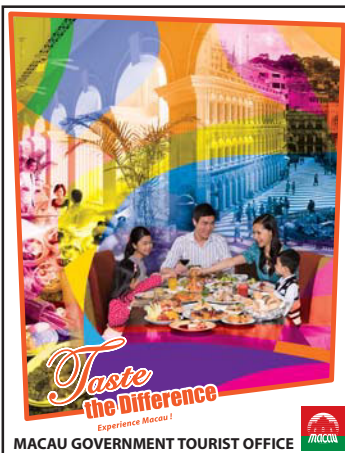
TOURISM WA has unveiled its follow-on campaign to its Extraordinary Taxi Ride, nine week adventure that saw Doug Slater travel over 13,500kms, carrying a different couple every week for the drive.

The follow-up promo includes video footage, photos, blogs and diaries of the passengers that will be used in adverts appearing online, in magazines and will be aired in cinemas from tomorrow.

Carlson in India

CARLSON has this week signed two new hotel deals in India as the group looks to increase its portfolio of properties to 100.

The new hotels include the 275-room Radisson Blu Hotel Mumbai Malad and the 110-room Park Plaza Coimbatore.



Strategic gets the OK for Thai flights

THE International Air Services Commission has today announced it has given Strategic Airlines the green light to commence services between Australia and Thailand (TD 29 Sep), to launch in Feb.

In its determination, the IASC said Strategic has proven itself to be "an established international carrier", capable of implementing proposals requested.

Strategic plan to operate a two-class service six times weekly using a 274-seat Airbus A330, and must fully utilise the capacity by no later than 31 Dec 2011.

The airline has been approved for a five-year determination, but routes have not been named.

MEANWHILE, Strategic has been granted a new three year Air Operator Certificate in Australia and the equivalent certificate in Luxembourg, enabling the carrier to continue charter services in Australia and in Europe.

Princess Kiwiland

PRINCESS Cruises has launched new roundtrip voyages to New Zealand with a Kiwi flavour, incl Maori cultural groups, workshops, shows and lectures from destination experts as well as films featuring Lord of the Rings.

The sailings are onboard 22 *Sun Princess* and *Dawn Princess* voyages offered this cruise season.

Solomons update

THE Department of Foreign Affairs and Trade has reissued its travel advice for the Solomon Islands, with a series of new warnings for Aussie travellers.

The update warns of the possibility of "security incidents at sporting or cultural events where there are large crowds".

And swimmers are also helpfully alerted to the presence of sharks in local waters.

An expanded 'Local Customs' section of the advisory also warns of the conservative standards of dress and behaviour in the Solomons, stating that "public displays of affection and swearing in public may cause offence".

QFFF iPhone app

QANTAS has said it is trialing a new dedicated product for its frequent fliers launching an iPhone app to appeal to loyal customers as an on the road management system.

Club Med for Xmas

CLUB Med is offering a 20% discount at select resorts over peak holiday periods (from 18 Dec to 21 Jan), for bookings made before 30 Nov.

Deals are valid at Club Med properties in Bali, Phuket, the Maldives and other locations.

See www.clubmed.com.au.

SYD YHA open day

SYDNEY Harbour YHA will open its doors on 7 Nov to showcase its preserved archaeological remains, as part of the Sydney Open biennial event.

Citypasses for the event are priced from \$40pp and are on sale at www.hht.net.au/sydown.



Corporate Sales Executive Melbourne

Emirates, the International Award winning Airline of the UAE, wishes to recruit a dynamic & customer service orientated professional to join our sales team in Melbourne.

The successful candidates must be able to:

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- Take a strategic approach to developing and maintaining brand awareness and recognition.
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- Confidently present, promote and educate Emirates products and services to potential corporate customers and corporate travel partners. The position requires you to grow and maintain a well-organised corporate database.
- Enhance relationships with key industry contacts & stakeholders within designated regions and/or portfolios.
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Minimum Requirements:

- Minimum 5 years sales experience within the travel industry.
- Strong local knowledge of the corporate travel market in Victoria/ Australia.
- Have management experience at a junior level, and ability to act on own initiative.

We offer an attractive salary package and benefits associated with the airline industry. For further details, and on-line application process, please visit our web site www.emiratesgroupcareers.com

Telephone and postal applications will not be entertained. Applications close Sunday 17th October 2010. Only candidates that meet the minimum requirements will be considered and contacted.

Keep discovering

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EK picture perfect winners



EMIRATES has selected Christie Robinson, from Atlantic Pacific Sydney, as one of the Week 2 winners of this month's Emirates Europe incentive.

Christie answered the question: What tips would you offer when selling Madrid? (as pictured in the postcard above) saying, "There is certainly something for everyone."

"It has wonderful culture, architecture and best of all the 'Golden Triangle' were you can find three of the most impressive

art museums in Spain all within walking distance of each other" she further explained.

She also praised Emirates Chauffeur-driven transfers after receiving positive customer feedback and said the service is wonderful in all classes.

Other week two winners incl Andrew Challinor, MTA Travel Robina QLD; Penny Broome, Armadale Travel VIC; & Vanessa Weigall, Travelcorp Claremont WA. See emiratestoeurope.com.au.

STA Travel, the world's leading travel agency for students and young adults has several outstanding opportunities across Australia. To apply for any of these roles or to express your interest in joining this award winning company, email your covering letter and resume to careers@statravel.com.au



Ticketing Coordinator x2 - Perth

Do you have an in-depth knowledge of air tickets, fares and related terms and conditions? Yes I hear you say...then read on... STA Travel's Perth ticketing office has 2 amazing positions vacant; perfect for an experienced consultant who loves the travel industry but the sales focus just isn't doing it for them, or for an experienced ticketer looking for a change of environment. What we are looking for is excellent time management and multi-tasking skills with a strong analytical mindset and even stronger attention to detail. The possibility to be appointed team leader is also on the cards for the right applicant so get in quick.

Corporate Consultant - Melbourne

Are you an experienced Travel Consultant wanting to make the next move in your career? STA Travel's Latrobe University branch has an opening for an Academic (what we call Corporate) Consultant to service the needs of the University staff. The University staff are off on research trips throughout the year and before you know it, you'll be making bookings to the most remote parts of the world. Great base salary plus commission is here waiting for the successful applicant.

Account Manager Academic & Corporate Travel - Melbourne

This is a key role in the strategic partnership between STA Travel and TravelEdge. Overall you will take responsibility for growing the profitability and portfolio of current academic accounts, and ensure that new acquisitions are transitioned seamlessly into the portfolio. Liaising daily with the Director of Sales and quarterly meetings with STA Travel and TravelEdge, this role will suit a candidate experienced in business development and account management. Travel background is essential.

National Contact Centre - Carlton

Our National Contact Centre - located in the heart of Lygon Street's café culture - is growing...and we need you to help us meet the demand. We are looking for a couple of sales superstars to handle the increased phone enquiry and also another to join our email and live-chat team. A great culture, monthly dinners and outings, excellent support structure. Come see how STA Travel adds pizzazz to contact centres!

New GC tagline

GOLD Coast Tourism has adopted a fresh tagline which it says is the result of a shift in its marketing approach, and designed to appeal to domestic and international holiday planners.

The slogan *Gold Coast, Famous for fun* "reflects a focus on the experience and feeling of a holiday, the consumer's emotional response," the organisation said.

GCT says the new tagline is pitched at two key segments of the holiday market, 'Social Fun Seekers and Connectors' which account for 57% of Aussie holiday makers, and focuses on four main Gold Coast experiences - beaches, theme parks, entertainment and hinterland.

GCT and Tourism Queensland have teamed up, as flagged by *TD* late last month (*TD* 28 Sep), to promote the region through TV, online, print, outdoor and retail channels over coming months.

"Through this new destination marketing platform, we are confident the Gold Coast will positively enhance its position as Australia's favourite holiday," said Gold Coast Tourism ceo Martin Winter.

"The line, imagery and tone is cheeky and contemporary to help bring to life the Gold Coast's young at heart attitude," GCT said.

Mercure Slovakia

ACCOR has branched out with its Mercure brand hotel, launching it in Bratislava Slovakia.

Rates at the Mercure Bratislava Centrum are priced from €69 (AU\$100) per night.

DXB clears the air

DUBAI International Airport has spoken out in response to recent comments at an airline summit in France about alleged subsidies and preferential treatment of Dubai-based Emirates (*TD* yest).

"The only thing Dubai is guilty of is providing an environment that actually supports aviation," said airport ceo Paul Griffiths.

He accused most governments around the world of choking the growth of aviation with "costly, misdirected regulation, instead of adopting policies that recognise its considerable socio-economic benefits and support its sustainable growth."

"In Dubai aviation is embraced as a strategic imperative," Griffiths said, with a further key to success being the equal treatment of carriers which, combined with the UAE's open skies policy and the growth of Dubai as a destination, "is why we have 130 airlines operating into one of the fastest growing airports in the world".

WIN A COPY OF BOND VET ON DVD

Congratulations to **Kristen Crossley** from **HWT Caloundra**, who was yesterday's lucky winner.

Each day this week, **Duke Home Entertainment** is giving **TD** readers the chance to win a copy of **Bondi Vet: Season 1** on DVD, available at Big W from 14 Oct.



Featuring TV's charismatic Sydney Veterinarian, Dr. Chris Brown, *Bondi Vet: Season 1* is an unscripted 16-

part, half hour television series, set against the breathtaking backdrop of Australia's most famous beach, Bondi Beach.

Chronicling the adventures of Dr. Chris, who lives and works in Bondi, *Bondi Vet* gives you a unique insight into the world of one of Sydney's busiest vets and the animals he devotes his days to caring for and treating.

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

Who is the distributor of the Bondi Vet DVD?

BA free side trip

BRITISH Airways is offering a free side trip to over 75 European destinations when purchasing an int'l ticket before 05 Nov and for travel 01 Nov to 30 Sep 2011.

Travel Agency for Sale

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Email: belinda.glasson@isofthealth.com

Anantara set for rapid expansion

ANANTARA Hotels, Resorts & Spas is setting out on an ambitious path to expand its portfolio of 12 properties to 50 globally within the next five years.

Speaking with *TD* yesterday, Anantara's Marion Walsh-Hedouin said the five-star accommodation developer and operator will next year alone open between five and eight properties.

On the list for 2011 are two locations in China, Anantara Sanya Resort & Spa (the group's debut property in China) and Anantara Xishuangbanna Resort & Spa; the Anantara Kihavah Villas in the Maldives (opening in Jan); Anantara Al Madina Z'Zarqa Resort & Spa in Oman and the Anantara Uluwatu Resort & Spa in Bali.

Two other management deals are also planned for Abu Dhabi on Sir Bani Yas Island, joining the

Desert Island hotel already there.

Other properties earmarked for 2012 are in Morocco (x2), India and a location in the Emei Mountain sanctuary in China.

Walsh-Hedouin told *TD* the group would also look to push beyond Asia, the Indian Ocean and Middle East in coming years, with projects flagged in Africa as part of a management deal with the Elewana Afrika.

Elewana Afrika has six properties located in Tanzania, Kenya and Zanzibar.

She also confirmed that the group has no immediate plans to launch properties in Australia.

The Australian market accounts for 29% of Anantara's non-Thailand property sales, with bookings made via wholesalers and increasingly through the group's direct site.

See www.anantara.com for info.

TA's Symphony

TOURISM Australia will host the second ever YouTube Symphony Orchestra at the Sydney Opera House next year.

The concert will be held on 20 Mar 2011 - for more info visit www.youtube.com/symphony.

Malay Food Festival in SYD



THE Flavours of Malaysia Food Festival was launched last week with a party at The Grace Hotel in Sydney, hosted by Malaysia Airlines and Tourism Malaysia.

The tasty event is running through to 29 Oct at the Grace Brasserie and features several Malay cooking styles, such as Mamfak, Sambal Udang, Lemak and Assam Jawa.

The weekday lunch buffet is priced at \$38pp, Sunday lunch is \$48 or a dinner buffet is available on Fri and Sat nights, from 6pm, priced at \$48.

Bookings can be made online at

BA/IB/AA clauses

A NUMBER of UK corporate travel agents have reportedly refused to agree to a British Airways request to divulge details of their BA contracts to the carrier's new trans-Atlantic alliance partners American Airlines and Iberia.

The corporate contracts include confidentiality clauses, but BA has apparently asked the agents to waive the secrecy so it could share the details with IB and AA.

According to UK publication *Business Travel News*, BA sales chief Richard Tams said the waivers are not compulsory and "are designed to facilitate joint agreements that will be better than those currently offered by individual partners of the JV".

restaurant.reservations@gracehotel.com.au.

Pictured above at the launch last week *from left* are: Shahrin Mokhtar, Tourism Malaysia; The Grace Hotel's Maxine Choppard, Anne Andrews and Philip Pratley; Mrs Mokhtar, Tourism Malaysia; Joshep Selvans, The Grace Hotel; Julia Ong, Malaysian Airlines; and Harisah Munip, Tourism Malaysia.

Indochina bargains

TRAVEL Indochina says the strength of the dollar has seen prices on its small group journeys go "back to the future", with tours in its 2011 Small Group Journey brochure costing the same as in 2005.

"The prices may be lower, but the quality and quantity of offerings is better than ever, with even more guaranteed departures than ever before," said the operator's md Paul Hole.

A brochure launch incentive is offering agents 15% commission on bookings made before the end of the month, for travel before 31 Dec 2010.

Hole also confirmed that TI is so committed to excellent service that if clients return home with a legitimate complaint about a Travel Indochina service failure the company will rectify the client's concerns and also give the agent \$500 as a gesture of goodwill.

Tailor Your Ultimate Tassie Trip



Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

Email your answer to: qhcomp@traveldaily.com.au

To view the Qantas Holidays 2011 Tasmania Brochure, click here.

Click here to view Terms & Conditions and see some sample itineraries!

Promotion commences 1 October 2010 and ends 31 October 2010.

*TERMS & CONDITIONS: Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

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Quito - Guayaquil - Galapagos Islands

Lima - Iguazu

Lima - Easter Island

LAN introduces three new routes, so you can enjoy the wonders of South America in a convenient way.

The LAN Group consists of LAN Airlines, LAN Argentina, LAN Ecuador and LAN Peru. From Santiago LAN Ecuador provides connections to Guayaquil and the Galapagos Islands in Ecuador. LAN Peru offers connections from Santiago to Lima, Peru and from January 2011, LAN Airlines will offer direct flights from Lima to Puerto Iguazu, Argentina and Easter Island, Chile. For flight schedules please refer to your GDS or contact LAN Airlines on 1800 221 572.

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Reach for the Top!

Give your career a boost with TMS



Hot Jobs (Australia) - October 2010

Sydney – 02 9231 6444 – nswjobs@tmsap.com
Melbourne – 03 9602 1809 – vicjobs@tmsap.com
Brisbane – 07 3221 9916 – qldjobs@tmsap.com

Adelaide & Perth
– 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 0411 421 465 – wendy@tmsap.com

Temp or Contract Executive – **Alex and Sharon**
– **Wendy and Sally**

JOB OF THE WEEK!

MANAGING DIRECTOR, Sydney

- Leading travel wholesaler
- Provide strategic direction
- Competitive executive salary



Contact **Sally Frappe** at TMS
E: sally@tmsap.com
T: **02 9231 6444** or
apply online now!

BNE • MEL • PER • SYD • BKK • HKG • SHA • SIN

Restaurant Manager - Sydney

- **Work for this iconic establishment and be part of the success story**
- **Great staff benefits – free meals, subsidised parking and lots of discounts**

We are currently looking for an experienced Restaurant Manager to be part of the senior management team with the intention to recruit, train and lead the pre-opening front of house team. Ideally you will possess experience in recruiting, training, managing and leading staff in a high volume restaurant or outlet. You will have excellent communication skills, demonstrated experience liaising with senior management and building strong working relationships with internal and external stakeholders. You will have previous exposure to the pre-opening process (desirable) and being part of a successful team. You will be available across a 7 day roster - opening hours will be 6am to 2am.

Contact Anna Wachowiak T: **02 9231 6444** E: annaw@tmsap.com or **apply online now!**

Groovy Retail Travel Consulting Temp Role - Inner West

- **Long term temp role**
- **Fun & vibrant atmosphere**

If you have been a retail travel consultant and you are looking for some on going temp work - read on.....We are looking for two temps that have retail travel consulting experience that would like to work in a groovy travel organisation in the Inner West. You will be booking domestic and international travel all over the phone and via email with no face to face!

Contact Sharon Moss T: **02 9231 6444** E: sharon@tmsap.com or **apply online now!**

Corporate/Leisure Travel Consultant – Sydney

- **This established travel agency is located in Easter Suburbs**
- **Up to \$55K + super**

Excellent opportunity exists for the right person to join this reputable travel agency in a Multi Skilled capacity. You will be booking domestic and international arrangements for Corporate and Leisure clients. You will have previous experience in a similar role, working knowledge of Sabre and Tramad and excellent airfares knowledge.

Contact Anna Wachowiak T: **02 9231 6444** E: annaw@tmsap.com or **apply online now!**

After Hours Consultant - Sydney

- **Award winning agency**
- **No longer feel like just a number**

A fantastic opportunity exists for an experienced Consultant to enjoy the best of both worlds working for this boutique agency assisting their valued clients with any out of hours requests. Working on a rotating roster of early evening, nights and weekend shifts you will enjoy greater flexibility and even have a week off between rosters. What could be better than spending time with your family and making the most of the approaching summer. To be considered for this role you will need solid corporate consulting experience, the ability to use minimum 2 CRS systems and enjoy working in an autonomous role.

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com or **apply online now!**

National Account Manager

- **Global Brand**
- **Competitive package**

A fantastic opportunity exists for an experienced National Account Manager to join this global organisation. You will be responsible for developing national account retention and sales plans to achieve business growth. The ideal candidate will have extensive and intimate knowledge of the travel industry, strong analytical skills and negotiation and problem solving skills.

Contact Stacy Balderston T: **03 96021809** E: stacy@tmsap.com or **apply online now!**

Corporate Consultant - North West Sydney

- **Work close to home**
- **Enjoy the benefits of working for this global company**

Do you love Corporate Travel but sick of making the commute to the city? This global company is looking for an experienced Consultant to join their team based in the leafy north western suburbs. Booking a range of domestic & international travel you will be an experienced Consultant with who thrives in a quick paced environment and thinking outside the square to offer clients the best service possible. CRS knowledge is essential as is solid consulting experience.

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com or **apply online now!**

Market Co-ordinator – Sydney

- **Salary up to 50K**

Unique and exciting opportunity to work as Market Co-coordinator. In this role you will be managing and monitoring the website content, manage the contract process with suppliers, prepare and maintain reports as well as assisting with customer service issues. The ideal candidate will have strong analytical skills, good attention to detail, be a fast learner and a creative problem solver.

Contact Stacy Balderston T: **03 96021809** E: stacy@tmsap.com or **apply online now!**

Cruise Consultant - Sydney

- **Inner city location**
- **Great benefits**

This leading cruising wholesaler is looking for a superstar to join their team who is as passionate about cruising. Based, in the inner city you will be assisting agents with their enquiries, offering information on the various cruise lines and making recommendations for pre & post travel. This is a great role for an experienced consultant who would like to move away from face to face selling but loves offering second to none customer service. To be considered you must have CRS knowledge and a passion for cruising!

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com or **apply online now!**

Corporate Travel Consultant - Melbourne

- **Modern offices in the CBD**
- **Fantastic team environment**

Due to growing accounts this fantastic corporate travel company in the city is looking for experienced international corporate consultants to come on board. The ideal candidates will have experience in corporate travel consulting, have excellent customer service, good product knowledge and a great work ethic. You must have minimum 2 years corporate consulting experience and knowledge of a CRS

Contact Stacy Balderston T: **03 96021809** E: stacy@tmsap.com or **apply online now!**



Quality recruitment for the travel and hospitality industries in Asia Pacific





Register with AA for a chance to win 2 VIP Tickets to the U2 360 Tour in Sydney on Mon 13 Dec 10

MANAGING DIRECTOR OF A GLOBAL BRAND

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

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.

REALLY CONNECT WITH YOUR AUDIENCE

CORPORATE BUSINESS DEVELOPMENT MANAGER

SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$90K+

Get back to basics – if you build it they will come! Make yourself known to the corporate market by making the calls, building the relationships, delivering compelling offerings, and signing the deals. You'll be rewarded by a great salary package, genuine ongoing career development, and a dynamic, motivated team around you who know how to celebrate success. Ongoing career development assured.

MANAGE YOUR FAN CLUB OF VIP CLIENTS

CORPORATE ACCOUNT MANAGER

MELBOURNE – SALARY PACKAGES OTE \$100K

This is a senior Account Management role with a leading global organization requiring a highly experienced person with a proven background in analyzing client spend and making strategic recommendations that assist your clients' travel programs. Your value will be in your abilities to negotiate with suppliers and manage key relationships with multiple stakeholders across the business.

REVENUE MANAGEMENT ON THE WORLD STAGE

REVENUE PLANNING MANAGER

SYDNEY – SALARY PACKAGE TO \$100K

This role plays a critical part in the ongoing improvements in revenue through the effective development & execution of pricing, analysis and systems strategies supported by detailed reporting and forecasting. We need a solid hands-on Manager with proven leadership skills. If you have a handle on Revenue management principles with advanced Excel & Database skills and proven analytical skills this is for you.

GIVE A FIRST CLASS PERFORMANCE IN SALES

INDUSTRY SALES MANAGER

SYDNEY – SALARY \$65K + CAR

Drive the ongoing sales of this beautiful product range through your extensive travel industry relationships and proven experience in growing key accounts. You will be conducting roadshows, product training, hosting famils and driving increased sales. We need a dynamic, self-motivated and highly driven individual who can deliver results and have fun doing it. This is a high profile industry role for a high profile product.

GRAB THE LIMELIGHT WITH GREAT EVENTS

MICE BUSINESS DEVELOPMENT MANAGER

MELBOURNE & SYDNEY – SALARY PACKAGES OTE \$100K+

Hungry for a high profile sales role where you can make use of your extensive network across the MICE market? You can now join the country's leading event management company in a BDM role that will elevate your career to a bigger stage. If you can sell, know MICE, love achieving targets and being rewarded for your success, join a team of like-minded professionals and pump the life back in to your sales career.

TAKE THE LEAD IN THE BEST SHOW IN THE WEST

WA SALES MANAGER

PERTH – SALARY PACKAGE TO \$90K inc INCENTIVE + car

Enjoy being on the road representing a leading travel product providing essential products & services to the industry. This role focuses on generating new leads and acquisitions and is one for a real self starter who loves that thrill of the chase and capturing the market. With a lucrative salary package including fully maintained car and great incentives this is sure to impress. Monday to Friday hours, a luxury in the travel industry!

BACKSTAGE PASS – WORK IN PRODUCTION

PRODUCT MANAGERS

SYDNEY – SALARY PACKAGES TO \$100K

"Product management" means many different things to many different people. There are now some really interesting roles available behind the scenes driving product development in both wholesale and technology. If you prefer to work in the Road Crew and put things together, these roles may suit you. We need contracting experience, project management, leadership skills, and GDS experience.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Kate Dalrymple
QLD & NT
Ph: 07 3229 9600

Linda Green
NSW & ACT
Ph: 02 9231 2825

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

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com