

The Best to the East

Eastern Europe fr \$1499*

Austrian
We fly our own airline

*Fares valid per person for outward and return flights. Excludes airport fees, ticket fees and taxes. Special conditions apply. Departures from SYD/MEL/PER to selected destinations.
www.austrian.com

Travel Daily AU

First with the news

Thu 23 Sep 10

Page 1

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

Refer a skilled TRAVEL TEMP to TMS and receive \$100 voucher

* conditions apply

Contact Sharon on 02 9231 6444 or email sharon@tmsap.com


TMS ASIA-PACIFIC

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

ISSN 1834-3058

SCENIC TOURS

EUROPE RIVER CRUISING EARLYBIRD ONE



ONE WEEK TO GO
(ends Sept 30)

[CLICK HERE FOR MORE DETAILS](#)

Virgin Blue-Etihad pact OK

THE Etihad Guest and Virgin Blue Velocity loyalty programs have already been integrated, following the announcement this morning that the ACCC would provide interim authorisation for the proposed DJ/EY alliance (*TD* breaking news).

Members can earn status/tier and frequent flyer points effective immediately, with the ability for members to burn miles on both airlines' services coming into effect on 01 Oct.

And also from 01 Oct Virgin Blue will begin selling airfares between Australia and Abu Dhabi with onward connections, with DJ customers able to access EY's network of 65 destinations.

Reciprocally Etihad passengers will be able to fly to all Virgin

Blue ports in Australia, NZ, the Pacific, Asia and the USA.

"The Virgin Blue group of airlines will now be able to deliver an alternative and competitive network to the Middle East, Europe, United Kingdom and beyond," said DJ ceo John Borghetti.

Subject to obtaining final ACCC approval, V Australia will operate three Sydney-Abu Dhabi services a week from Feb 2011, along with three Brisbane-Singapore-Abu Dhabi flights from Feb 2012 - making it the first Australian airline to operate to the Middle East since 1991.

Rankin to Cruise1st

QANTAS Hols gm Chris Rankin has been named as the new head of the Royal Caribbean-owned fledgling Cruise1st Australia retail operation which started operation in Jul (*TD* breaking news), taking the role vacated by Sandy Greenwood (*TD* 10 Sep).

Rankin finishes up with his role as head of Jetset Travelworld's wholesale operations next week when the merger between JTG and Stella becomes effective, expected on 30 Sep.

More information on Rankin's new role in today's *Cruise Weekly* - and more appointments on p6.

Alaska downunder

THERE are still places available at the upcoming Alaska Downunder roadshows in Sydney, Brisbane and Melbourne, with RSVPs closing on 04 Oct - see p10.

Today's Travel Daily

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Alaska Downunder 2010

BUSINESS CLASS TO EUROPE

ON SALE NOW

\$4900
net return*

[Full details here](#)

*Airfares do not include taxes, surcharges and other fees.

swiss + Swiss International Air Lines

A STAR ALLIANCE MEMBER



Luxury Nights in Australia with Starwood

Offer ends 30 September 2010

starwood
Hotels and Resorts

Holidays earn points Trip

qantasholidays.com.au/agents

TRADE.TRAVELNT.COM

MIX IT UP IN **VIBRANT** DARWIN

Our online training program is your centre for learning

2010-11 Handmade Holidays brochure out now!

INDIA, SRI LANKA & THE MALDIVES

WIN a Golden Triangle 6 day trip

[Click here](#)

TRAVELINDOCHINA

Ticketing - Travel Wholesale

- ▶ Award winning company
- ▶ Modern offices - Sydney CBD
- ▶ Great employee benefits
- ▶ Salary up to \$50K package

Call Ben Carnegie
02 9278 5100
ben@inplacerecruitment.com.au



click here for details

Travel Daily_{AU}

First with the news

Thu 23 Sep 10

Page 2

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

الإتجاه
ETIHAD
AIRWAYS

Click for Etihad Interactive Tour

PacificFlier move

PALAU-BASED PacificFlier has terminated its long-term wetlease with Hi Fly, and told the US DoT that when it relaunches it intends to operate services using a 757-200 aircraft wetleased from Icelandair.

Philippines on Sale!

Business & Economy

From \$598

(\$787* incl Taxes)
Economy class ex MEL

From MEL,
SYD and BNE

Conditions apply. Valid for
travel until 18 Nov 2010
*taxes subject to change without notice

 **Philippine Airlines**

MANAGING PEOPLE 2 DAY WORKSHOP

As a Manager or Leader would you like to get more from your people? Can you see the potential of your team but don't know how to connect with each one of them to bring out their best performance?

This vital in-depth program will help you to develop the skills to build an environment where every staff member can excel and provide your business with fantastic results!

Investment: \$695.00+GST SYD MEL BNE ADL PER



TRAINING & CONSULTING

Click here for more information and dates in your state
or call us on 1300 206 637

Viator is getting social

AUSTRALIAN-founded activity and experience booking website Viator looks to be doing for tours and attractions what TripAdvisor has done in the hotel sector, with a range of enhancements, incl the ability for travellers to submit recommendations and reviews on its 5500-plus attractions, tours and activities in 450 destinations.

The redesigned Viator site also now features links to interactive maps, while member reviews and photos can also be uploaded by site users whether or not they have actually made a booking.

Viator has big plans for the social networking additions, with ceo Barrie Seidenberg saying that "with more than two million monthly site visitors, we expect that this content will grow

iTropics accepts CC

MONEYDIRECT has added a new credit card option for the Travel Corporation's iTropics online coach tour reservation system.

The site now allows credit card payments for Trafalgar, Insight Vacations and Contiki, and agents can also monitor their bookings and make amendments when necessary.

The new option is available in addition to the current electronic funds transfer facility which is accessible without leaving iTropics.

Excite site

EXCITE Holidays md George Papaioannou says the travel agent-only online wholesaler's website (TD Tue) can be viewed at www.exciteholidays.com.

exponentially and become a leading resource for the kind of local information most important to travellers".

The site also now offers suggestions related to existing attractions, giving ideas on other activities in each area during the booking process, and the revamped site includes expanded integration with the ubiquitous Facebook and Twitter.

Viator is now headquartered in San Francisco and has regional offices in Sydney, London and Las Vegas - see www.viator.com.

Now it's Virgin Hotels

THE never-ending growth of the Virgin empire is continuing with the announcement of a new Virgin Hotels division.

The new brand is intended to offer a range of four-star properties catering to "high income, well-educated, metropolitan 'creative class' customers," according to a new www.virginhotels.com website.

Property owners and developers are encouraged to be part of the brand, with a new joint venture established with two key investors which aims to acquire up to US\$500m in properties over the next three years.

Virgin Hotels is seeking sites initially in the US, with targets including cities such as New York, Boston, Los Angeles, San Francisco and Miami and plans for global expansion later.

staff travel co-ordinator.

During your 12 month contract as a Staff Travel Coordinator you will be responsible for processing staff travel bookings in a customer focused, timely and accurate manner.

If you are the successful applicant you will be a self starter, have strong problem solving skills balanced with a high level of self control when working under pressure and with tight deadlines. Your outstanding customer service, ability to build rapport quickly over the phone and attention to detail will see you excelling in this exciting role.

Of course to do all of this and to ensure you are a front runner you will have proven experience in the airline or travel industry. Reservations experience will be highly regarded.

So if you're someone who likes working in an energetic, fast-paced, dynamic environment where your passion for challenging convention and fast-tracking innovations can go into overdrive, then we're probably a good match and we'd love to hear from you. To apply visit our website virginblue.com.au/careers or click 'Apply Now' below.

Applications close 26 September 2010



CRUISE1ST isn't actually looking for divine intervention with the appointment of Chris Rankin.

A typo in TD's breaking news announcing the JTG wholesale chief's new role yesterday inadvertently quoted Cruise1st UK md Daniel Townsley saying he was "confident that Christ would help Cruise1st become the number one player in cruise retail in Australia".

Of course we weren't intending to be blasphemous, but the error drew a number of responses from quick-thinking agents saying "Amen to that" or "sounds like they must have some great connections".

PERHAPS police should get some tourism training.

Officers in Darwin were called on to provide some impromptu travel advice overnight when a backpacker called them at about 1.30am and asked for information on a campsite where he would be safe from crocodiles.

There was a heavy downpour at the time, and the backpacker had apparently been sleeping outdoors and "wanted a safe place to camp out of the rain," according Duty Superintendent Bob Rennie.

"He was advised to go to a motel or a similar place of abode with a roof," the officer dryly confirmed.

Vietnam Beach Break Specials
Nha Trang/Danang/Hoi An/ Phu Quoc from \$1100* (12 per share)
 Price includes:
 • Return economy airfares with taxes
 • 4 nights accommodation (4 star)
 • Free stopover at Ho Chi Minh City/Hanoi
 • Arrival transfer & daily breakfast
Stopover hotel specials:
 Ho Chi Minh City from \$38pp, Hanoi from \$39pp
 *Conditions apply. Minimum of 2 passengers travelling together.

Hurry! Book now.
1300 309 117
www.vnholidays.com.au

VN Holidays
 Vietnam, Cambodia & Laos specialist

Best Economy Class.

Business Traveller
 Middle East Awards 2010



Tauk sees growth

TAUCK World Discoveries has this week been showcasing its range of tours and river cruises to agents across Australia in partnership with representative Travel The World, reflecting a strong focus on the local market.

Yesterday Tauk spokesman Navin Sawhney said the company was expecting its Australian business to grow, with interest from Aussie travellers in both its escorted tours and river cruise products.

The company also yesterday announced a new South American itinerary to Peru and Bolivia, responding to growing demand for South American tours.

The 13-day 'Empire of the Incas' tour departs Apr-Oct 2011 and features visits to Lima, Machu Picchu, Cusco and Lake Titicaca, while other highlights include a private hydrofoil journey to Sun Island, Bolivia.

Maximum group size is 16 and prices start from \$5444ppts including meals, accom, entertainment, sightseeing, gratuities and a dedicated Tauk tour director.

Further information at www.traveltheworld.com.au; and also see today's *Cruise Weekly* for more - subscribe free at www.cruiseweekly.com.au.

AF to LIM and ORL

AIR France has announced two new routes, Lima (Peru) and Orlando (Florida), both scheduled to begin in Jun 2011.

The Paris to Lima service will operate five times a week on a Boeing 777-200, while the Orlando service will operate out of Paris thrice weekly on a Boeing 777-300.

UU-LH agreement

AIR Austral has announced a new interline agreement with German flag carrier Lufthansa, covering LH flights from Paris to Munich and Frankfurt.

Air Austral marketing mgr Jean-Marc Grazzini said the move would open up the German tourist market for Reunion.

"The first step is an interline agreement, we'll see later if we agree to a pro rate or code share with Lufthansa," he said.

NBTA fee push

PEAK corporate travel group The National Business Travel Association in the USA says it will lobby the US Department of Transportation for an "improved framework of customer service requirements for purchasers of air travel".

The DoT is soliciting responses to a proposal on 'Enhancing Airline Customer Protections', with the NBTA's submission to focus on expanding protections against lengthy tarmac delays, updating denied boarding compensation caps, and providing "full transparency for the sale of airline ancillary products or fees".

In particular, the NBTA says proposed DoT rules don't do enough to protect businesses and consumers purchasing air travel tickets, as they are forced to navigate "an ever-more complex array of ancillary airline fees or products".

The NBTA has urged the department to establish a framework for transparency so that travellers and booking agents can understand the total cost of travel before booking a ticket, regardless of the platform selling airline inventory.

Bill keeping singles peachey



SINGLE travellers will continue to be a key focus market in Bill Peach Journeys 2011 strategy as the company heads into its 28th year of service as a leading luxury Australian operator.

Following the successful release of last year's Single Travellers brochure featuring 'no single supplement' and 'singles only journeys', the company has compiled another series of programs for 2011 dedicated to this growing market, which already makes up over 45% of Bill Peach Journeys business.

Founder, Bill Peach, told *Travel Daily* yesterday that most of Bill Peach Journeys single travellers comprise of professional women that are looking for friendships, a good deal and an interesting touring program.

"We are the pioneers in outback travel in this big country and continue to offer travellers new places to go to", says Peach.

Bill Peach Journeys flagship

itinerary, the 12-day Great Australian Aircruise, will next year offer 10 tours, including three departures where the single supplement has been waived.

And Bill Peach himself will be hosting Peach's 9-day Gold Aircruise departing 02 Apr 2011 featuring highlights including learning about the gold history in Australia and visiting the famous gold rush towns of Charters Towers, Rockhampton and Gympie - all whilst travelling by private aircraft throughout.

"People on this tour feel this is part of our nation...and make them want to see and learn more about Australia", said Peach.

The company says 90% of its travellers are Australian, with some passengers having done more than 60 trips with them.

Pictured *above* at the Quay Restaurant yesterday overlooking Sydney Harbour is Bill Peach with communications manager, Allison Portus and md, Jan Musgrave.

WOW Sale! 3 days only!

Book 26-28 Sep

Onboard credit up to US\$200 per cabin*

+ Half price deposits*

Offer available for new bookings on all Royal Caribbean Cruises from Jan 2011

*Conditions apply

1300 754 500

CLICK HERE FOR FULL DETAILS



YOU'RE SO GOLD!
 Tauk's Classic New England tour like no other!

Join Tauk in this charming corner of America as the leaves turn to Autumn Gold. Tauk takes you through Boston's colonial history to the rugged Atlantic coast to the Green & White mountains. Cruise aboard a real Maine lobster boat...take a guided walk on Portland's historic waterfront... and sample local cheese and wine at "Taste of Vermont" reception.

For more on Classic New England, click here



Livin' Las Vegas Loca



LAST week seven corporate travel agents from CT partners were lucky enough to be sent to Las Vegas for a famil hosted by The Las Vegas Convention and Visitors Authority, Delta Airlines and WORLDHOTELS.

The group stayed at the Aria Hotel and Casino located in the heart of the Las Vegas Strip.

Highlights of the trip included business class treatment on Delta Airlines, a Maverick Helicopter night tour over the Las Vegas Strip, Go-Karting at Pole Position Raceway, a Hummer limousine ride to Fremont Street, tickets to the newest Cirque Du Soleil show *Viva Elvis*, a Bootleg Cannon zip-

line tour in Boulder City, and front-of-the-line VIP entry into Haze Nightclub.

Pictured above proving that what happens in Vegas doesn't always stay in Vegas are, from left: Susan Carol, TravelManagers; Julie King, MP Travel; Dale Wood, Travel Beyond; Marcus Wade, Travel Edge; Emma O'Brien, Moves Travel; Renee Stanton, Delta Airlines; Amanda Leung, Las Vegas Convention and Visitors Authority; Francine Griffiths, Globetrotter Corporate Travel; Samantha Halpin, WORLDHOTELS; and Susan Olding, TravelForce.

Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm features stories including:

- Plitvice Lake, Croatia
- Sunshine Coast
- Olsen Hotel, Melbourne
- Top Gear Museum, UK
- Redang Island, Malaysia
- Norfolk Island
- Mission Beach, Qld

Uniworld Earlybird

UNIWORLD Boutique River Cruises has launched its China River Cruise and tours program for 2011, offering early booking discounts of up to \$500 per couple.

The maximum discount is available for bookings paid in full by 30 Nov, while guests who pay deposits by 31 Dec can save up to \$250 per couple.

Info at uniworldcruises.com.au.

Pacific Sun adds

PACIFIC Sun, Fiji's domestic carrier, has expanded services between Suva and Labasa, with the move meaning the carrier will operate 25 return flights each week between the two ports.

A new ATR41-500 service carrying 42 passengers will operate each day, with a bargain F\$70 one way launch fare on sale for a limited time, to be replaced by a "very competitive \$99 fare".

LH Airbus order

THE board of German flag carrier Lufthansa has approved an order for 48 new aircraft, including 48 Airbus A330-300s to be deployed on long-haul routes.

Five of the A330s will be used by LH subsidiary SWISS International Air Lines, while Lufthansa itself will keep the other three long-haul planes.

The order also includes 20 A320s plus eight Embraer 195s for Lufthansa and four A320/321s for SWISS, and eight A319s for Germanwings.

The planes will be delivered from 2012, and will "allow our airlines to make targeted use of the growth opportunities that are resulting from the growing demand," said outgoing chairman and ceo Wolfgang Mayrhuber, who will be replaced by Christoph Franz from 01 Jan 2011.

Sea World attracts

SEA World on the Gold Coast has a new attraction, with the birth of a female Inshore Bottlenose dolphin.

AR to join SkyTeam?

AEROLINEAS Argentinas could be the next airline to join the SkyTeam alliance, with reports from *Bloomberg* saying two sources with knowledge of the agreement have said AR will sign an accord at the end of Oct.

Mariano Recalde, Aerolineas President has confirmed that there have been discussions on the topic but did not comment on whether a decision had been finalised at this stage.

MEANWHILE Taiwanese flag carrier China Airlines has also formally confirmed the "start of its joining process leading to full entry into the SkyTeam Alliance."

SkyTeam is growing fast in China, with China Eastern also set to join incumbent member China Southern Airlines.

Air NZ goes all black

THOSE New Zealanders really love their rugby.

Air NZ yesterday unveiled the livery for its first new A320 aircraft scheduled for its domestic fleet - and it's all about the All Blacks.

Rob Fyfe, Air NZ ceo showed off the black livery in Sydney, saying it was in celebration of Air NZ's long running support of the rugby in NZ.

The first new aircraft - obviously a haka of a plane (right) - is due at the end of the year for operation from Jan and will be the only plane to sport the new design.



WIN A TRIP TO MALAYSIA!

BOOK ANY MALAYSIA AIRLINES FLIGHT AND MALAYSIAN LAND COMPONENT WITH ADVENTURE WORLD AND YOU COULD WIN A TRIP FOR 2 TO MALAYSIA!

[CLICK HERE FOR DETAILS](#)

LANGKAWI UNCOVERED

5 Days/4 nights from \$1429* pp ex PER from \$1479*pp ex SYD/BNE/MEL/ADL

HIGHLIGHTS OF MALAYSIA

10 Days/9 nights from \$2699* pp ex PER from \$2735*pp ex SYD/BNE/MEL/ADL

WILDLIFE TOUR OF BORNEO

7 Days/6 nights from \$2959* pp ex PER from \$2999*pp ex SYD/BNE/MEL/ADL

CONTACT ADVENTURE WORLD:

1300 363 055

info@adventureworld.com.au

www.adventureworld.com.au/malaysia

BERJAYA HOTELS & RESORTS



Adventure World
Trusted travel with the destination experts

*Terms & conditions apply

HRG

HRG Australia - A leading global travel management company currently has an opportunity for an experienced Business Manager to join our dynamic Business Management team.

Business Manager

Due to some great new business we now have an exciting opportunity for an experienced, driven and focused Business Manager based in either our Melbourne or Sydney office.

This role will be suited to a person with extensive industry expertise and high level analytical and communication skills. You will be highly organised and disciplined with an in-depth understanding of industry technologies and the benefits they can bring to travel programs. You will have the ability to build strong relationships and a proven track record of successfully managing corporate accounts. This role will give you the autonomy to make decisions and ensure that your clients travel program remains at the cutting edge.

For more information, or to apply for this role please visit the HRG Australia website at www.hrgworldwide.com/au.

Applications close Friday 1 October 2010

www.hrgworldwide.com

HRG Australia. A Hogg Robinson Group company

Fyfe pushes for Virgin Blue deal

AIR New Zealand ceo Rob Fyfe says that if the ACCC doesn't approve the NZ alliance with Virgin Blue the result will be a diminishing of competition on trans-Tasman routes.

Speaking at a function in Sydney yesterday, Fyfe said that the draft determination against the agreement runs the risk of marginalising the smaller airlines.

"The great risk is that if regulators focus on perceived short-term competition concerns, long term we will end up ceding the skies to rapidly expanding global hub-based carriers, and national carriers like Air New Zealand will become marginalised and forced to progressively

Stray Asia BOGOF

THE newly established Stray Asia travel network (TD 02 Sep) has opened a Bangkok store and is offering 2 for 1 deals with savings of up to US\$417 on passes across northern Thailand and all of Laos - see www.straytravel.asia.

reduce their networks," he said.

Fyfe said that he was convinced that Virgin and Air NZ would be able to address the ACCC's concerns, which centred around a reduction of competition on some routes operated only by the carriers, but added that if the pact is knocked back NZ would still "explore working with Virgin" in other ways.

Fyfe said that Air NZ and Virgin need to form the alliance to compete with the dominance of Qantas and Jetstar on the Tasman.

He added that overall Air NZ had not made any overall net profit on the Tasman over the last decade, having "lost money more years than we made it".

PNG Independence Day



AIR Niugini hosted an industry function in Cairns recently to celebrate Papua New Guinea's Independence Day.

About 260 people attended the event including 60 travel industry representatives with festivities including Cultural performances from dancers from the Eowa Traditional Group of Hisiu, Logohu Cultural Group and Manus Cultural Dance Group.

Pictured above in traditional dress from left are: Annemarie Rhodes, Air Niugini; Joe Kassman, Eowa Traditional Group; Paul Egan, Flight Centre; Oa Arua, Eowa Traditional Group; and Vera Huntink, PNG Tourism's Marketing Mgr for Australia/NZ.

Mirvac's for sale

THE Citigate Hotels in Melbourne and Perth are up for sale, and although both are owned and operated by Mirvac they are being offered with "potential vacant possession".

Mirvac will continue to manage the hotels if the new owners desire, with the 277-room Perth Citigate being the former Hotel Grand Chancellor.

The Citigate Melbourne has 179 rooms and is located in Flinders Street, with the properties expected to sell for a total in excess of \$100 million.

Cuba Ballet winners

AIR Canada has announced the lucky winners of the Ballet Nacional de Cuba promotion that ran in *Travel Daily* last Thursday.

The lucky people off to the ballet in Brisbane on 29 Sep are: Della Han, Flight Centre; Andrew Smith, Virgin Blue; Phillip Haines, Territory Discoveries; Emmily Strong, CPE Travel; Amy Shaw, HRG Worldwide; Michelle Alcorn, National Seniors Travel; Lynne Hardie, Travel Masters; and Andrew Crompton, Travelport.

They correctly identified all of Air Canada's six Cuban destinations - accessible in one stop from Australia - as: Cayo Coco, Cayo Largo del Sur, Havana, Holguin, Santa Clara and Varadero.

Tahiti saves \$1000

TAHITI Tourism is offering savings of up to \$1000 as part of its 'You Deserve Tahiti' campaign.

The seven night deal incl Air Tahiti Nui flights, ex Syd, Mel and Bri, five nights accom at the Moorea Pearl Resort and Spa with brekkie and dinner and two nights at the Manava Suite Resort Tahiti, priced from \$2099ppts.

On sale until 15 Oct and for travel from Nov-15 Dec 2010, Feb-29 Mar and 18 Apr-31 May - youdeservetahiti.com.au.

SCENIC TOURS

The Ultimate Touring Experience

Sales Development Manager, Brisbane

SCENIC TOURS is one of Australia's most dynamic escorted touring companies delivering the ultimate luxury touring experience across Australia, Canada, and Europe and to a number of other international destinations. Our thriving organisation has an excellent opportunity for a Sales Development Manager to be based in Brisbane, managing our sales activities in; Brisbane Metro & CBD, Sunshine Coast, Fraser Coast, Capricorn Coast and Northern Queensland regions.

Working to achieve pre-determined sales targets, you will be responsible for maximising sales revenue, profitability and market share within your specified geographical region. Your proactive approach, strong relationship building ability and call cycle activity to the retail agency network will help build product sales for Scenic and Evergreen Tours.

Success in this key role will require:

- Excellent verbal and written communication skills
- Strong relationship building capability
- Demonstrated sales ability
- Self-motivation, energy and enthusiasm
- An ability to work to deadlines
- An ability to multi-task and manage daily priorities
- The capacity to undertake 'cold calls' and prospect for new business
- A tenacious and resilient outlook
- Flexibility to work outside of core business hours including weekends, with evening travel obligations and early morning agent training commitments
- A valid driver's licence

Remuneration will consist of competitive salary; company maintained vehicle and other required tools of trade.

Please register your interest by emailing your resume and remuneration expectations to: employment@scenictours.com by COB Friday 24th September 2010.

For further information on the company please visit our website www.scenictours.com.

SPECIALIST HOLIDAYS

NOW EMPLOYING

Specialist Retail Consultants experienced in selling Fiji and the South Pacific. Must have min 3 years experience in retail travel sales and possess a passion for Fiji and the Pacific. The right candidate will have access to an attractive base salary plus a commission structure.

If you have exceptional communication skills, a commitment to customer service and are a high achiever send your resume to gmsales@specialistholidays.com.au before 30th September 2010.



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.

The Unique Tourism Collection has appointed Emma Gardiner as its part time PR Manager. Emma has had several years media experience with the ABC and in public relations.

Mercure Cairns Harbourside has named Shane Edwards as its new general manager following a multi-million dollar refurbishment. He previously held the gm role at Accor's Grand Mercure Mount Lofty House property in the Adelaide Hills.

GTA by Travelport has announced the appointment of two new VP roles. Daryl Lee will take the role of the company's Vice President of Asia effective 21 Sep and Martin Jones is the new Vice President of Hotel Contracting, Asia Pacific.

GHM has appointment of Tiana Kartadinata as Director of Digital Marketing and CRM, based in Singapore. Kartadinata helped open the Mandarin Oriental, New York as Public Relations Manager and served as Director of e-Marketing at The New York Palace - a Dorchester Collection property.

Conference, event and accommodation management travel specialist The Lido Group has appointed Joel Robertson as its new Business Development Executive.

Mirvac Hotels and Resorts has named Craig Syphers as the Sebel Cairns General Manager. Craig has 15 years experience in the hotel industry including roles with other Mirvac hotel including the Citigate Central in Sydney, and The Sebel Parramatta.

Ethihad Airways has appointed Judith Crompton as Head of Global Account Sales. She will replace Jean-Marc Crescent who has been promoted to the new role of EY's Regional General Manager Europe. Crompton will be based in London for her new role.

Ethiopian Airlines has announced Ato Tewolde G. Mariam as its new CEO. Tewolde has been with the airline for the past 25 years holding different roles within the Marketing Division.

LAN Airlines has appointed Mauricio Hughes to the new role of Sydney Airport Operations and Contract Manager. Hughes has been with LAN for five years, and will be responsible for all aspects of LAN's SYD operations including check-in.

Anantara has named Andrew Turner as the general manager for its first property in China, the Anantara Sanya Resort & Spa which is due to open next year. Turner moves from his most recent gm role at Solis Lough Eske Castle in Donegal Town, Ireland and originally trained at the Hotel School InterContinental in Sydney.

Robert Halfpenny has been appointed as Director, Sales - Asia Pacific for Rocky Mountaineer. He moves from his previous role as national sales manager for the Globus family of brands, and was also previously industry sales manager for Virgin Blue.

FCm Middle East

FLIGHT Centre's FCm Travel Solutions is targeting strong growth in the Middle East, with the launch of an online booking tool, new client reporting capabilities and corporate card solutions for customers.

FCm gm Middle East Andrew Boxall said the tools would cater for the small-to-medium and mid-to-large UAE corporate market.

"Our corporate customers are also more focused on leveraging the global purchasing power of FCm's worldwide network as a way of sourcing more competitive deals on their air travel and accommodation," he said.

FCm Dubai grew by 80% over six months "setting new records for growth on a monthly basis in the first half of 2010," Boxall added, with the success driven by several new multi-national SME clients and "the ability to offer an expert local service that has the support and backing of FCm's global network".

Agent incentive

MURI Beach Club hotel in Rarotonga is offering agents the chance to win an iPad for making bookings with the property.

For every four night booking made before 23 Dec you will receive one entry into the draw. More info sales@wrd.com.au.

Brindabella to SYD

BRINDABELLA Airlines has become the newest regional airline to operate flights into and out of Sydney Airport, under a four month trial.

The airline will operate the new 90-minute Sydney to Cobar flights from tomorrow, as a partnership with Cobar Shire Council and several Cobar mining companies.

TSAX Intrepid push

TRAVELSCENE American Express is encouraging members to promote Intrepid Travel 2011 tours, with an exclusive Travelex Cash Passports client bonus.

Intrepid trips sold through TSAX with full payment received by 02 Oct for travel between Mar and Oct 2011 will qualify for the cash card loaded with between \$100 and \$500 per passenger in US Dollars, British Pounds or Euros, depending on client preference.

India travel warning

DFAT has reissued its travel advice for India, advising of the highly publicised collapse of a footbridge at the Commonwealth Games venue in Delhi.

"Australians should be aware that building standards in India may not be comparable to those in Australia," DFAT warned.

TRIP OF A LIFETIME

WIN
x2 nights Suite
Accommodation at
Marina Bay Sands*



CLICK HERE FOR DETAILS

Leisure Travel Consultant

Goldman Travel Corporation has a fantastic opportunity for a proactive individual with strong selling skills and product knowledge to join our team. Your expert knowledge in leisure travel, coupled with your exemplary client service will see you succeed in this exciting role.

Key responsibilities will include booking international and domestic leisure travel packages. You will have a minimum of three years leisure experience in travel. We are looking for someone with Sabre experience who is well travelled, has excellent knowledge of upmarket hotels and tour suppliers.

If you believe this role is right for you or request further information send through your resume or contact David Goldman, at david@goldmantravel.com.au or (02) 8333 7700. Applications close 8 October 2010.

All applications and contact will be treated as confidential.



FREE MOVIE TIX

want to know first?

Europe for independant travellers 2011

CLICK HERE!

BUSABOUT europe **EASTERN TREKKER** **HAGGLES ADVENTURES** **SHAMROCKER ADVENTURES**

WIN A HOLIDAY FOR TWO TO HAWAII



During September, *Travel Daily* is giving readers the chance to win an incredible seven-day holiday to Hawaii, courtesy of **Hawaii Tourism, Hawaiian Airlines and Aqua Hotels and Resorts.**

This fantastic prize includes return economy airfares from Sydney to Honolulu with Hawaiian Airlines, six nights accommodation at your choice of an Aqua property in Waikiki and return transfers with a lei greeting.

Each day *Travel Daily* will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.



Q.17: What are the two frequent flyer programmes Hawaiian Airlines is participating in?

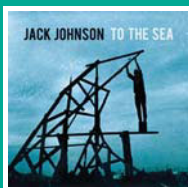
Email your answer to: hawaiicomp@traveldaily.com.au

Hint! Visit www.hawaii-tourism.com.au

Plus, a daily prize of the new Jack Johnson CD - To The Sea (pictured to the right) will be awarded for the first correct entry received, thanks to **Universal Music Australia.**

Congratulations to yesterday's lucky winner: **Nymol Kim from Scenic Tours.**

Click here for competition terms & conditions



New AMEX magazine

AMERICAN Express will launch an Asia-Pacific version of its Departures "luxury lifestyle magazine" in Dec, with customised editions for Platinum Cardmembers in Australia, NZ, Hong Kong, India, Singapore, Malaysia and Taiwan.

JTG Business Select conf

JETSET Travelworld's Business Select agents last weekend held their National Corporate Conference at the Langham Hotel in Auckland.

Facilitated by gm Oliver Tams, attendees included a range of TMCs including BCD Travel, Aerius Travel, Platinum Travel Corporation, QBT, Anywhere Travel, and the Hunter Travel Group among others.

Also taking part were representatives from NZ's First Travel Group, which is a Business Select alliance partner.

Supporting suppliers included Avis, Sabre Pacific, Emirates, Qantas, Pinpoint Travel and Air New Zealand, with a highlight being a visit to NZ's Hangar Nine aviation technology facility and in-house speakers including David Hughes from QBT, Chris Phillips from JTG's National Cruise Centre along with a "who's who" of Australia's top presenters incl Craig Rispin who gave a glimpse into the future of technology.

BELOW: Peter Dall, Julie Primmer, Beulah Phillips and Mark Koffman enjoy the welcome cocktails.



RIGHT: Graham Halinan, Chris Phillips, Shaun Houston and Harvey Lennon enjoy the Air New Zealand hospitality.



RIGHT: Jetset Travelworld Group retail network general manager Warwick Blacker and Mark Koffman at the Business Select Conference.



LEFT: It's been a big weekend! Oliver Tams imagines what it will be like taking a long flight on the Air New Zealand SkyCouch in NZ's Hangar Nine Auckland facility.



JQ to boost Asian partnerships

QANTAS ceo Alan Joyce yesterday confirmed that Jetstar was planning more alliances with partners in Asia which would allow it to establish new bases.

He told *The Australian* that Jetstar is already talking to "governments and private parties" who wanted to see the airline expand into their territories.

"I'm sure that for the strategy to keep on going and for the pan-

Asian strategy to work, we're going to need more than just the two we have," Joyce said.

Although China and India have been flagged as potential growth areas, Jetstar has also established a subsidiary company in the Philippines (*TD* 13 Sep) and is believed to be working through long regulatory processes which would allow it to establish operations there.

STATE SALES MANAGERS NSW & QLD

Bunnik Tours, one of Australia's fastest growing and most dynamic travel companies, is creating exciting new opportunities in NSW and QLD. We are looking for energetic and experienced travel professionals to represent Bunnik Tours to the industry.

This will be an interesting and challenging role with massive growth potential. This is your chance to get involved and grow our trade presence from the ground up in these key markets.

In return for a generous package including expenses, benefits and achievable bonuses we are looking for a highly experienced industry professional with the drive and passion to succeed.

To apply, or for more information contact:

Samantha Badcock at Hunter Careers

email jobs@huntercareers.com.au

or call 0449 976 844 (please quote ref no 10005)



Set Sail on a New Career!

Chart a course towards these exciting new positions



Hot Jobs (Australia) - September 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!

Retail Travel Consultant

- Sutherland Shire Area – work close to home
- 40k + super + commission

Our client, an award winning agency based in the Sutherland Shire area is looking for a dynamic, customer service orientated consultant to join their team. Servicing a number of loyal clients you will have immaculate presentation skills and be able to build rapport easily. You will have excellent product and destination knowledge as well as knowledge of Galileo. You will be rewarded with great working conditions, training, educational to exciting destinations and a happy and friendly team.

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



Corporate Consultant – Brisbane

- *Finish Early in Summer*
- *Great team environment*

This global company is looking for a multi skilled consultant to join their thriving team. Being the central contact for this lucrative account, you will have a professional manner and work well in a team environment as you book domestic & international travel. Sabre is preferred, however they will cross train. Join this award winning team and never look back.

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

Domestic Corporate Consultant - Sydney

- *Modern offices in CBD*
- *Up to \$45K + super*

Due to continued growth, this successful company is currently looking for an experienced Domestic Corporate Travel Consultant. You will be working in a team booking air travel, accommodation and car hire. In return you can expect support from the management, growth opportunities and above average remuneration. You must have previous experience in a Retail or Corporate consulting role, Sabre and outstanding customer service skills.

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

Retail Travel Consultant - Temp Role- Full or Part Time – Parramatta

- *No face to face consulting*
- *Transport close by*

This is a great temp position for a travel consultant that has strong Sabre and consulting skills. You must have booked all aspects of travel using Sabre including ticketing.

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

Corporate Consultant - Melbourne

- *Up to \$50k plus super*

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

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

TEMP OF THE MONTH (AUGUST)



From left to right:
Sue White, Sharon Moss, Jill Christian (temp of the month)
and Marleen Harb

Wholesale Consultant – Sydney, Perth

- *Great team environment*
- *Parking available*

Are you ready to move away from face to face consulting and into a behind the scenes role? This well established company is looking for experienced consultants to join their successful team. With your strong destination knowledge, CRS skills and ability to build rapport easily over the phone become an expert in the areas you love to sell!

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

Fares and Ticketing Specialist

- *Well known popular travel company*
- *Fantastic team environment*

You will be responsible for developing and maintaining technical expertise on air product and provide support and information to both internal and external customers. This is a great opportunity for someone who is in the travel industry and would like to combine their fares and ticketing knowledge with their excellent customer service skills.

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



Awarded
Best Practice
Accreditation
2010

Quality recruitment for the travel and
hospitality industries in Asia Pacific





NEW POSITIONS AVAILABLE NOW FOR TALENTED EXECUTIVES

STEP UP TO THE MAJOR LEAGUES OF CORPORATE

SENIOR ACCOUNT MANAGER

SYDNEY & MELBOURNE – SALARY PACKAGES TO \$100K

If you're an experienced Account Manager with a solid background in corporate travel programs, you can make a difference to this growing TMC. Winning several new large accounts you'll have a clear understanding of the clients objectives & performance criteria, analyzing data and making recommendations. Retention and growth is the name of the game, and you will be rewarded richly for your talents.

IF YOU BUILD IT, THEY WILL COME

BUSINESS DEVELOPMENT MANAGER

SYDNEY & CANBERRA – SALARY PACKAGE TO \$90K

Get back to basics – do the legwork to build a sales pipeline, build relationships, deliver compelling pitches, and win new business. Follow the steps and the rest will follow – a great career with a leading corporate agency, fantastic remuneration package, uncapped earning potential and genuine ongoing career development. If you enjoy working with like-minded, motivated and fun people you'll love working here.

FLY HIGH WITH YOUR AIRFARE KNOWLEDGE

AIRFARE PRODUCT MANAGER

MELBOURNE – SALARY PACKAGE TO \$80K

This exciting senior role will see you overseeing the daily workflow & performance of the team while being involved with competitor analysis and ensuring the company is in front of their competitors pricing. You will have strong analytical skills to interpret data and commercial awareness to determine marketing requirements. Your relationship with suppliers will be strong to be able to negotiate any additional fares required.

DO YOU DREAM OF WORKING FOR AN AIRLINE?

AIRLINE SALES MANAGER

BRISBANE – SALARY PACKAGE TO \$60K

This is a fantastic opportunity for an enthusiastic self starter with on-the-road sales experience, travel industry contacts and a "can do" attitude! You will be "jack of all trades" raising the profile of this widely recognized airline, conducting famils & training, servicing corporate and leisure clientele and assisting the executive management team with the implementation of their sales and marketing strategies.

WORK "THE HILL" - TREAD THE HALLS OF POWER

GOVERNMENT SALES MANAGER

CANBERRA – SALARY PACKAGE OTE \$120K+

This role screams success! As an experienced Sales Manager, you will be capable of leading a team, driving performance and managing high level relationships with key Govt clients. You will be a well respected, professional and self-motivated individual who wants a high profile Brand behind you to elevate your own profile in the industry. You must be well connected in the Capital and know how it ticks.

JOIN A GIANT ON THE WORLD STAGE

KEY ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$90K

This is an exciting opportunity for an experienced senior Sales professional to join a Global organization. With a mixture of acquisition & retention targets, the key purpose of your role will be to build and maintain relationships with key client decision-makers to develop opportunities, maintain and expand business within the accounts, visiting clients and defining solutions. Great rewards with a dynamic company.

RECRUIT FOR THE WORLDS MOST ICONIC BRAND

HR / RESOURCE COORDINATOR

PERTH AIRPORT – SALARY PACKAGE TO \$60k

This leading international airline requires the skills of a Resource Coordinator within their HR Freight Team. You'll be responsible for all general HR functions including recruitment, coordination of rosters, wage costings, leave management and performance reviews. A full working knowledge of HR policies & procedures plus experience working with EBA's and industrial awards are required for this dynamic role.

SELL DIRECTLY TO OUTSIDE GROUPS

GROUPS & CHARTERS SALES MANAGER

MELBOURNE – SALARY PACKAGE \$65k + car + INCENTIVES

Market this exciting product outside the retail travel network creating new growth into diverse distribution channels. This senior sales role will be responsible for implementing sales strategies, formulating new focus for the business through your ability to think outside the square and identify new opportunities. You will have excellent negotiation & presentation skills along with strong commercial awareness.

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 Heberton
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



**Beyond Your Dreams.
Within Your Reach.**

DOWNUNDER 2010



Do your clients seek scenic beauty, wildlife experiences, adventure, culture, history, and friendly locals?

If the answer is yes, than for these reasons and much more think ALASKA!

We invite you to come and learn more about Alaska from the Alaskan's themselves. They can help you plan the ultimate holiday for clients of all ages. Our Alaskan travel professionals represent different tourism regions, tour and accommodation companies and can provide you with a wealth of information. There will be one on one time, presentations, games, prizes and great food.

**RSVP to: Oceania.Syd@aviareps.com
by the 4th October 2010.**

This event is strictly limited and RSVPs will be taken on first come first serve basis. So don't miss out reserve your seat today!

SYDNEY

Monday
18 October 2010
5.30pm Market Place Open
6pm-9pm
Amora Hotel
11 Jamison Street
Sydney

BRISBANE

Tuesday
19 October 2010
5.30pm Market Place Open
6pm-9pm
Sebel Citigate Hotel
King George Square
Cnr Roma & Ann Streets
Brisbane

MELBOURNE

Wednesday
20 October 2010
5.30pm Market Place Open
6pm-9pm
Rydges Hotel
186 Exhibition Street
Melbourne

AUCKLAND

Thursday
21 October 2010
5.30pm Market Place Open
6pm-9pm
Rydges Hotel
Cnr Federal &
Kingston Streets
Auckland

Please note: A no show fee of \$50 pp will be charged if no attendance on the evening.