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Thursday 25th August 2011

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Seven pages of news

Travel Daily today has seven pages of news and photos, plus full pages of jobs from recruitment firms: ([click](#))

- TMS Asia Pacific
- AA Appointments

Disasters slam Air NZ profit

AIR New Zealand has joined Qantas in flagging a major review of its long-haul operations, which have lost more than \$1 million a week over the last six months.

CEO Rob Fyfe this morning revealed a 45% decline in profit for the 12 months to 30 Jun, with a pre-tax result of \$75 million due to the combination of the natural disasters in Japan and Christchurch and high fuel prices.

Things were going so well earlier in the year, with the carrier recording a first half profit of NZ\$112 million - but the poor second half resulted in a \$37m loss. Fyfe said the operating conditions of the past six months were "cumulatively the most difficult Air New Zealand has faced in the past decade".

Despite the slowdown, Air NZ will continue to pay a dividend to shareholders, in stark contrast to Qantas which is holding onto its cash even though it made more than twice the profit of Air NZ.

NZ's operating revenue was up 7% to \$4.3 billion, and Fyfe said the airline had delivered "more game changing initiatives that have caught the attention of customers and competitors".

He said the Nov introduction of the 'Seats to Suit' fare products on Tasman routes had seen NZ grow its market share, with demand up 10.2% and load factors 2.9 points higher at 83.3%.

There's also been "positive

customer feedback" in the wake of the 26 Jul launch of combined operations under the airline's trans-Tasman alliance with Virgin Australia, and Fyfe said "we look forward to the resulting financial benefit as we progress through 2012 and longer term".

Attention is now firmly on the long haul international operations with Fyfe saying "no stone will be left unturned as we rigorously review our business model, the routes where our capacity should be deployed, our sales and marketing strategy and alliance partner opportunities".

He said the "process of change" would begin before Christmas.

White Bay terminal no longer suitable - Smith

ROYAL Caribbean md Gavin Smith has this morning urged the NSW government to consider reallocating some of the \$60m in funding for the proposed White Bay cruise terminal to establish a facility east of the Harbour Bridge.

Speaking at the Cruise Down Under conference in Newcastle, Smith said the decision to create the White Bay facility had "seemed like a good idea at the time" but in the last 12 months the proliferation of large ships being deployed to Australia means an alternative is urgent.

More details in today's *Cruise Weekly* - cruiseweekly.com.au.

DJ launches VS c'share

VIRGIN Australia this morning announced it will codeshare on Virgin Atlantic's Sydney-Hong Kong services from early in 2012.

V Australia will code on the flight and eligible guests will receive reciprocal Frequent Flyer and lounge benefits.

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Travel Daily on location in Port Vila, Vanuatu

Today's issue of *TD* is coming to you from Tok Tok in Vanuatu courtesy of the Vanuatu Tourism Office and Air Vanuatu

THE 2011 Vanuatu tradeshow, Tok Tok, is being hosted at the popular Warwick Le Lagon Resort and Spa over the next two days.

Celebrating its 10th anniversary this year, Tok Tok gives local tourism businesses the chance to promote their products to buyers from overseas.

Attendees include most of the major wholesalers in Australia and New Zealand, along with a number of specialist agents.

The Warwick Le Lagon Resort & Spa is located on 75 acres of tropical gardens on the edge of Erakor Lagoon, on Efate, about 8km from Bauerfield Airport, and 3km from the centre of town.

The property offers 142 guest rooms including four over-water Island Suites, suited primarily to the family and couples markets. See www.vanuatu.travel.

CTM forecasts 40% growth

LISTED TMC Corporate Travel Management this morning announced a maiden full year profit of \$8.27m after tax - up 149% on the previous corresponding period.

CEO Jamie Pherous said total transaction value was up a hefty 43% to \$502.3 million, and also released guidance for the coming financial year predicting growth in EBITDA of 30-40%.

"CTM's strong organic growth, its ability to leverage scale and efficiencies and its strong track record in transitioning acquisitions have all combined to ensure that FY11 has been a successful year for CTM," he said.

The recent acquisition of Melbourne-based etm group (*TD* 03 Aug) meant the company is well positioned, Pherous added.

Key priorities going forward will include maintaining strong organic growth through "compelling client service innovations" such as the ongoing development of client tools and solutions which "build relevance and new revenue streams".

Pherous said that client activity

is remaining solid, with Jul and Aug trading ahead of forecasts.

"We are seeing some project delays in Western Australia, but the decline in activity is expected to be short term," he said.

A combination of organic growth and acquisitions has seen CTM achieve compound annual growth in Total Transaction Value of 44% over the last five years.

New Velocity tier

VIRGIN Australia has this morning unveiled the first phase of its revamped Velocity loyalty scheme, which will include a new top tier Platinum level and an offer to match the current status of Qantas frequent flyers.

CEO John Borghetti unveiled the move as part of the airline's full year results announcement (*TD* breaking news) which confirmed a full year loss of \$67.8 million. Total revenue was up 9.7% to \$3.27 billion, with the figure hit by \$50m from the Qld natural disasters, \$7m due to the Chilean ash plume, \$15m from the Christchurch earthquake and \$20m in restructuring and costs due to the Navitaire failure.

International operations made a \$22.4m profit, but this was dragged down by a \$40.8m loss in the domestic network.

Borghetti said the Game Change Strategy was working, with over \$60m in new corporate business and the global alliance network with EY, NZ, DL and hopefully SQ completed ahead of schedule.

The Velocity program is being "re-built from the ground up" with over 380 retail partners and more benefits for families, he said.

Arabian prizes

AGENTS are now able to register for the upcoming Arabian Peninsula regional roadshows (*TD* 11 Aug), with attendees able to win one of six prizes of flights to the region courtesy of Emirates, V Australia and Etihad.

See bit.ly/arabianseminars.

Dunk rebuild canned

HIDEAWAY Resorts, the owner of the Dunk and Bedarra Island resorts off the coast of northern Queensland, has confirmed that it's "unfeasible" to rebuild the properties which were devastated by Cyclone Yasi earlier this year.

CEO Mark Campbell said the decision had not been taken lightly, but without an investment partner for a complete refurb it's likely the properties will be sold.

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The Indians will be coming...

TOURISM Australia has stepped up its focus on the fast-growing Indian tourism market, with the launch today of a major tourism mission in Hyderabad, India.

92 buyers from 77 Indian travel companies will attend, from key cities such as Mumbai, Delhi, Bangalore, Chennai and Kolkata - meeting with 43 Australian seller delegates from 32 companies and four STOs (**TD** 18 Aug).

TA md Andrew McEvoy told **TD** the mission was the continuation of ongoing investment in India, where the organisation had been active since 1996.

"India is one of the key markets which will help drive the future growth of the Australian tourism industry," he said.

Last year Indian tourism was

worth over \$800 million, with potential to grow to more than \$2 billion over the next decade.

He said the Indian Tourism Mission was a great platform to help Aussie operators "gain a much deeper understanding of the India market and its opportunities and challenges".

US airport closures

SEVEN airports in the north eastern USA suspended flights on Tue after a 5.9 magnitude earthquake hit Washington DC.

Flights were affected so that runways could be checked for damage at New York JFK, Newark, Washington Reagan National, Washington Dulles, Atlantic City and Philadelphia.

11 TCF terminations

THE Travel Compensation Fund has non-voluntarily terminated 11 travel agencies across the country, after they all failed to pay their annual renewal fees.

Nine of the terminated agencies are based in NSW, with one each from Vic and Western Australia.

The affected agents are:
Kostralia Tour & Travel from Bondi Junction NSW (ABN 97 050 043 135); **Sydney Sea & Air Centre** (ABN 29 050 289 177); **Suncone Travel & Tours** from Sydney (ABN 18 056 911 203); **Gerardo Cassaniti** of Haberfield NSW (ABN 89 106 657 223); **Ginga Express Travel Service** of Alexandria NSW (ABN 36 071 504 286); **Southern Pearl Travel** of Footscray Vic (ABN 47 005 288 077); **Sheikh Alam** of Ingleburn NSW (ABN 56 801 089 045); **Skyswan Travel** from Perth Airport (ABN 51 132 089 108); **Snowies Travel** of Chipping Norton NSW (ABN 97 140 121 615); **Everest Travels & Tours** of Sydney (ABN 56 144 703 266); and **Aussie Jolly Holiday** based in the Sydney suburb of Roseville NSW (ABN 46 135 383 372).

Window Seat

JAPAN Airlines has engaged the services of a "world-class Coffee Hunter" to develop an exclusive line of high-quality in-flight drinks for caffeine addicts.

Jose Yoshiaki Kawashima has created a so-called "first-rate beverage" which will be offered at no charge to customers in every JAL cabin on domestic and international flights.

Dubbed JAL CAFE LINES, different blends of beans will be used depending on the route and class, with the move following a successful trial of the concept in 2009 which is claimed to have significantly boosted passenger numbers in JAL's domestic First Class cabin.

TRAVELLERS to the UK may see a little bit more freedom, after the country's employment minister ordered a review of "daft" health and safety rules.

Chris Grayling issued a list of ridiculous rules, including a Butlins theme park which outlawed dodgem cars bumping into each other.

Also cited was a school which banned leather footballs in case kids hurt their feet, and a council which threatened kite-flyers with fines of up to £500 in case they hit people on the beach.

Travellers have also been impacted by ridiculous rules stopping them using power outlets in airports on unspecified "health and safety" grounds.

"This has to stop," said the minister, adding: "These regulations are intended to save lives, not stop them".

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National Business Partnership Manager

Established in 2004, the Breakaway Travel Franchise Group is a small boutique network of over 60 travel agents across Australia. In line with our current growth strategy and new business models, we currently have an exciting opportunity for a talented **Business Partnership Manager** to come and join the team and drive business on a national level.

In this role you will be responsible for managing, directing and executing the sales and marketing strategies, tactics and programmes for the Breakaway Travel Franchise and Affiliate membership network. Along with increasing the total travel revenue, franchise and member locations, and market share of preferred partners to increase and maximise the revenue and profitability of the Breakaway Travel Group agency network.

For further information or to apply for this position please contact or send your CV to btg@breakawaytravel.com.au

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WTP extends Amadeus

WORLD Travel Professionals has announced the extension of its current partnership agreement with GDS firm Amadeus, after migrating to the Amadeus Selling Platform over two years ago.

NZ car rental merger

NEW Zealand car rental firm EziRent/Nationwide Rental Cars has announced a merger with A2B Car Rentals, with all three brands to continue separate operations under a new parent company called NZ Leisure Limited.

AA and Amex deal

AMERICAN Express Global Business Travel has announced an in-principle agreement with American Airlines for guaranteed long-term access to AA's fares, schedules and other products and services via the carrier's controversial direct connect link.

Amex is the second major global TMC to agree to sign up to the GDS alternative, after a similar pact was announced by HRG earlier in the month.

Amex said it would explore a "long term arrangement for the benefit of corporate clients".

sales operations

Brisbane based

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Due to our focus on the Corporate Travel Market, and the growth we are experiencing in this sector, we have a number of excellent opportunities within our high performing Sales Operations team. This is the team that supports the entire Sales Division of our business - Corporate and Industry Clients, Business Events & Group Travel, and our entire team of Sales Account Managers. Ultimately, the whole team is striving for one common goal, to set the industry standard for customer service.

You must be a top performer, someone that provides unrivalled levels of customer service, and for whom 'above and beyond' is simply best practice. Through your exceptional interpersonal skills you will build strong customer relationships, and proactively follow up on opportunities. You will excel in a fast-paced and challenging environment, and thrive within a team that is focussed on producing results.

Within Sales Operations, we are recruiting for the following positions: Business Service Centre Consultants, Sales Support Coordinators and Groups Sales Consultants.

To be considered for these positions you must be able to clearly demonstrate your success in the travel industry, advanced GDS skills, and an unwavering commitment to customer service excellence.

To apply visit our website virginaustralia.com/careers or click here.

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OS upgrade moves on

AUSTRIAN Airlines has completed the refitting of 32 737 and A320 short-haul aircraft, with new modern leather seats, a new interior design and more space.

As well as giving better legroom the new seat is up to 5kg lighter, saving fuel, with the long haul fleet to also be upgraded in 2012/13.

Air NZ traffic up

AIR New Zealand carried 1.15 million passengers in Jul, up 2.8% on the same period last year.

Short haul numbers rose 4.1%, and the carrier enjoyed a healthy 83.4% load factor on its New Zealand domestic routes.

However long haul passenger numbers were down 6%, due to a significant downturn in demand on Air NZ's routes to Japan, Asia and the UK due to the combination of the Christchurch earthquake and the Japanese tsunami and nuclear crisis.

The carrier said its group-wide yields for the financial year to date are up 6.7%.

ABOVE: Sydney Convention and Exhibition Centre last week hosted the Platform11 seminar, which aimed to provide insight into success stories from the Australian conference scene.

Pictured above are presenters Dr David Schell of Westmead Hospital (left) and Emeritus Professor John Trinder from the University of NSW (right) who was the organising committee chair for the 34th International Symposium on Remote Sensing of Environment with event hosts SCEC ceo Ton van Amerongen and BESydney ceo Lyn Lewis-Smith.

DFAT New Cali advice

THE Department of Foreign Affairs & Trade is recommending travellers to New Caledonia to avoid the Australian Consulate General office in Noumea on Fri unless in an emergency.

A demonstration is expected in the capital city coinciding with the visit of French Prime Minister Nicolas Sarkozy, with Aussies advised to "avoid all protests."

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TA updates China site

TOURISM Australia has updated the Chinese version of its Australia.com website to include 56 new itineraries, covering destinations around the nation.

AA/Sabre date change

AMERICAN Airlines has extended its 'no action plan' deal with Sabre by more than four weeks, to 01 Oct, after a delay in court proceedings in the US.

AA vp of Global Sales Derek DeCross said Sabre users would continue to have access to the airline's full content "even beyond October 1, should Sabre decide to make it available" while they work on terms for a new deal.

"Whether by cooperation from Sabre or court injunction, we expect that your access to our full content in Sabre will be uninterrupted," DeCross said in an industry memo this week.

Topdeck pre-release

TOPDECK has rolled out a 2012 pre-release e-brochure for Europe ahead of its Oct hard copy release that features 18 itineraries at the 2011 prices.

Passengers booking before 30 Sep will save an additional 10%, and repeat pax or those booking more than one trip will save another 5%, which represents a saving of up to \$850.

Download the brochure now at <http://bit.ly/tdtopdeck>.

Travel Counsellors celebrates



ABOVE: Travel Counsellors had 30 of its home based agents visit the company's head office in Melbourne last week to celebrate its fourth anniversary in Australia.

The agents were given a chance to tour Travel Counsellors HQ and were included in the live studio audience of the group's weekly TCTV broadcast that's transmitted around the country.

Participants were themselves celebrating anniversaries from one or four years with TC.

Travel Counsellors Australia's new gm Deb Duncan said the special anniversary day was introduced as a reward for hard work, allowing counsellors to meet support staff and ask any

questions face to face.

Similar events are planned for other Travel Counsellors when they reach their anniversaries.

Pictured above are some of the TC's that attended on the day.

Hertz is a bright spark

HERTZ has announced the expansion of its Global EV (electric vehicle) initiative to China, with plans for an EV rental program in Shanghai and an electric car partnership with Chinese car manufacturer BYD.

The car rental company is also now offering a new electric vehicle car sharing service available at its downtown San Francisco depot at Mason St.

NSW Tourism Awards

TOURISM operators in NSW are being invited to enter their businesses into the NSW Tourism Awards, with the nomination deadline being 30 Aug - details at www.nswtourismawards.com.au.



Sales Development Manager Customer Relationship Management Focus

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Access Prepaid Worldwide is the world's largest distributor of pre-paid multicurrency debit cards with our product, Cash Passport, distributed by some of the world's leading organisations. Access Prepaid Worldwide is a MasterCard business. This role will focus on managing relationships and promoting Cash Passport to the front line employees of our business partners. This is a smart career move for anyone with experience selling within the travel industry looking to move into financial services.

Reporting to the local Regional Sales and Relationships Manager your key responsibility will be to grow the Cash Passport product by capitalising upon the enormous opportunities that exist for our product amongst international travellers.

Your success in the role will be determined by your ability to work constructively with our business partners to produce profitable sales growth of the Cash Passport product through their distribution networks.

The role includes on-site visitations, high frequency of client contact and occasional attendance at industry conferences. While most of your time will be spent out on the road you will be able to work from home when not performing on site visitations or attending meetings in our offices.

You will have outstanding communication and written skills and be pro-active, self motivated and highly driven. The ability to work across a variety of business cultures is required.

To apply for one of these roles please send your resume along with a covering letter via email to: Scott Sullivan, Regional Sales and Relationships Manager, Access Prepaid Worldwide at scott_sullivan@mastercard.com



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Lovely ladies at CDU



ABOVE: This team of cheekily self-confessed "STO Hotties" is pictured at the Museum of Newcastle during last evening's welcome reception for the annual Cruise Down Under conference.

Karen Fraser from Tourism Tasmania, Lynne Hocking of Tourism NT and Denise Deveney from Tourism Queensland are among more than 105 delegates attending the event, which is

appropriately themed 'Getting Regions On Board'.

Keynote speakers include Royal Caribbean md Gavin Smith (who is also appearing in his position as chairman of the International Cruise Council Australasia) and Captain Cees Deelstra, who's Vice-President Nautical Operations for Holland America Line and Seabourn.

Also presenting this afternoon is David Vass, President of Destination and Enrichment Programs for *The World*.

Newcastle Lord Mayor John Tate welcomed delegates to the event, saying cruising was a burgeoning area for the Newcastle region.

He undertook to continue to develop more facilities for cruise ships as visits increase, and hailed Carnival Australia for its two year trial of homeporting a vessel in Newcastle for part of the year.

To see lots more pictures from the event visit our website at traveldaily.com.au/photos, and for a full report of proceedings see today's issue of *Cruise Weekly* - subscribe free online at www.cruiseweekly.com.au.

New TMS job App

TRAVEL recruitment specialist TMS Asia-Pacific has launched a new iPhone App which it says can help candidates perform better at their next job interview.

Titled "You're Hired" the game includes a series of multiple-choice answers to questions typically asked by employers in an actual interview.

It's free, but players who 'didn't get the job' can pay \$1.99 for an "interview analysis and tips for future interview success".

New Egyptair route

EGYPTAIR will debut a new twice weekly service from Alexandria to Athens from 31 Oct.

The Embraer E170 service will operate each Mon and Fri.

Travel Daily
First with the news

Thursday 25th Aug 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.

Crown Hotels has welcomed **Kylie Burchmore** to the newly created position of Group Director Sales and Marketing. The Melbourne based role will see Burchmore lead the Crown Hotels Sales and Marketing teams in Melbourne, Sydney and Hong Kong.

Praveen Adiyodi has been appointed as Food and Beverage Manager for **Paradise Palms Resort and Country Club**. Adiyodi will be responsible for the Paradise Palms Clubhouse and Fifty Nine Restaurant and Bar.

Boathouse Resort on the Beach, in Kata Beach, Phuket has named **Marie Laure Fleury** as its new General Manager. She will oversee the extensive renovations in the lead up to the reopening of the resort in Oct.

Kevin Du has taken on the role of Marketing and Sales Manager at **Helen Wong's Tours**. Du has been promoted from his previous role as the wholesaler's NSW/ACT Business Development Executive, with that position now being filled by **Maryanne Perera**, ex Air Mauritius.

Yarra Valley and The Dandenongs has welcomed **Anita Donnelly** as its new Tourism and Events Manager for the Marysville and Surrounds Region. She will be responsible for implementing the new Marysville and Surrounds Tourism and Marketing Program 2011-2014.

Karl Mitchell has taken on the role of General Manager at the **Apex Temple Court Hotel**, London in the lead up to the hotel's 2012 opening.

Kelly Lewis has been appointed as the new general manager for luxury Phuket resort **Indigo Pearl**. He previously held a similar role with Makena Beach Golf Resort in Maui, Hawaii.

W Hotels Worldwide named **Jenne Lombardo** as its new Global Fashion Director. Lombardo's role is said to be integral to W Hotels' expansion as he will need to identify what's new and next in fashion & develop strategic initiatives and partnerships that showcase W's "innovative point of view".

Corporate Travel Management has appointed former Newcastle Knights rugby league CEO **Steve Burraston** to the newly created position of Strategic Sales Director. Burraston will oversee the listed TMC's sales strategy in Australia and New Zealand.

Trafalgar has welcomed **Tenneil Lawson** as its sales manager for Victoria, replacing **Kat Clarke** who will be off on maternity leave starting in Oct. Lawson's industry career includes previous roles with Cox & Kings Australia and Thrifty Car Rental.

Long-time **Air New Zealand** board member **Jane Freeman** has resigned from her role as a director which she has held since 2002. Her retirement, following the recent appointment of **Jan Dawson**, will bring the carrier's board back to the normal number of seven directors.

Nordic specialist wholesaler **50 Degrees North** has named Finnish-born **Leila Myllymaeki-Hay** as its new Sales & Business Development Manager. Her experience includes roles in travel agencies, DMCs and tourism bodies in Scandinavia and Australia.

Boutique public relations agency **Run Forrest** has been appointed to manage the marketing and public relations for **Geelong Otway Tourism** and **Searoad Ferries**, effective immediately.

Travelzoo has named **Stephen Dunk** as its new managing director for Europe, with responsibility for France, Germany, Spain and the UK.

The **Hyatt Regency Jing Jin City Resort and Spa** in Baodi, Tianjin China has appointed **John Lee** as its new general manager.

WIN A BOTTLE OF FRENCH CHAMPAGNE

Congratulations to yesterday's lucky winner, **Kerrie Walker** from **Y Not Travel**.

This week *Travel Daily* has teamed up with **Aircalin** and **New Caledonia Tourism** and is giving five lucky readers the chance to win a bottle of Piper Heidsieck champagne.

New Caledonia the "Pacific Heart" is so close, less than 3 hours from Australia. Aircalin flies to Noumea from Australia 12 times per week. For more information go to:

www.visitnewcaledonia.com.

To win, be the first person to send in the correct answer to the question below to:

newcal@traveldaily.com.au.

Name two destinations under the "Dream" heading on the New Caledonia Tourism website



nouvelle calédonie **Aircalin**
International Airline of New Caledonia

Thursday 25th Aug 2011

Fiesta luxury brox

FIESTA Holidays has launched its 2011-12 Bali Luxury brochure which contains a collection of villas, boutiques & luxury resorts. Copies from TIFS or Templar.

Ramada Treetops

WYNDHAM Vacation Resorts Asia Pacific has taken over the former Mercure Port Douglas Treetops Resort in Tropical North Qld from previous manager Accor.

The 194-room property will be rebadged as Ramada Resort Port Douglas, and is Wyndham's first hotel in the region.

The latest addition boosts Wyndham's presence in Australia, New Zealand & Fiji to 21 resorts.

UNITED



Account Managers

United Airlines is seeking dynamic and experienced individuals to join our sales team on a **full time basis as Account Managers**. These roles are **based in Sydney**.

You will be responsible for managing a major national **retail** agency and/or **corporate** customers.

Reporting to the Sales Manager - Australia & New Zealand, the successful candidates will manage and maximize revenues and profits from the assigned portfolio through a combination of excellent account management, business development and consultative selling skills.

Key areas of responsibility include:

- Managing the overall agency business relationship with responsibility for the achievement of set sales, revenue and market share goals
- Implementing a business development plan with customers which is reviewed on a regular basis against goals and objectives
- Conducting contract and incentive negotiations
- Designing contracts and incentives that create value for both United and the customer
- Relentlessly seeking out new opportunities to expand profitable United business

The successful candidates will possess:

- Well developed analytical skills
- Excellent presentation, communication and interpersonal skills.
- Ability to organize and prioritise within a demanding work environment
- Superior negotiation skills
- A customer focused approach to developing business relationships
- Proficiency in Microsoft Office applications

The successful candidates must also be prepared to travel as required.

Please forward your expression of interest to:
alena.stewart@united.com by Fri 2 Sept 2011.

* Please note due to the overwhelming response of applications expected for this role, if you have been successful for an interview **you will be telephoned by Fri 9 Sept 2011**. Thank you.

WIN A HOLIDAY TO MAURITIUS

Belinda Duggan from Jetset Travel Belmont has sent in the following photo for entry into our monthly competition. She says: "I would like to escape the winter warmth to Mauritius to escape from everyday life and experience the relaxation of this destination. Attempt to try the watersport activities while venturing out and seeing the culture of Mauritius. An experience of a lifetime!!"

Belinda is now in the running to win a sensational Mauritius

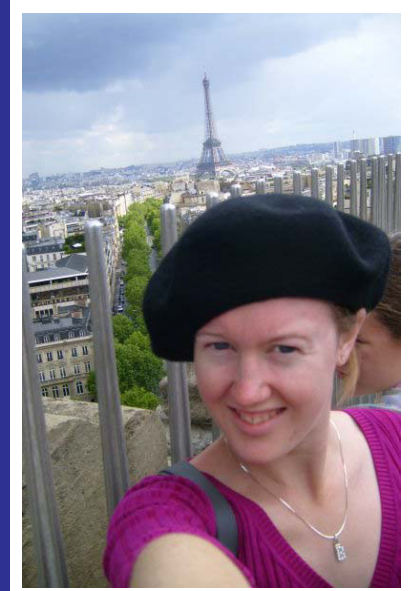
holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius and Beachcomber Tours**.

To enter this fabulous competition, simply send in a picture of yourself dressed in a French theme and showing how you imagine yourself escaping winter for the warmth of Mauritius.

The prize includes: Air Mauritius return economy flights for two from Sydney, Melbourne or Perth to Mauritius; five nights twin share accommodation in a luxurious Junior Suite at the 5-star Trou aux Biches Resort & Spa and daily breakfast & dinner for two.

Email your entries to: mauritiuscomp@traveldaily.com.au

CLICK HERE for terms & conditions and to view other photos for entry into the competition.



Wine tourism strategy

THE Winemakers' Federation of Australia is set to bring "world's best practice to wine tourism experiences across Australia," as a result of receiving \$226,500 from the TQUAL Grants program.

Federal Tourism Minister, Martin Ferguson, yesterday officially launched a new phase of the National Wine Tourism Strategy, with the development of wine tourism business support materials and a national workshop program to inform and train the industry.

He said wine tourism was a key driver of regional employment.

SQ US private jet pact

SINGAPORE Airlines has launched a new agreement with US-based JetSuite which will allow passengers to connect from SIA international flights arriving at Los Angeles, San Francisco and Houston Airports to more than 500 other destinations in the US.

The deal eliminates the "wait times and inconvenience of standard connections," with the onward flights provided using JetSuite's fleet of new four-passenger Phenom 100 aircraft.

US based Suites and First Class pax may also be offered discounts on the special partnership rates.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Adelaide & Perth
– 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 02 9231 6444 – sally@tmsap.com

Temp or Contract – Alex and Jane
Executive – Sally Frape



JOB OF THE WEEK!

Travel Industry Temporary Assignments

- Travel Consultants – Sydney and Melbourne
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Hot jobs this week!

1 x reservations and ticketing
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Wollongong
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Sydney
Sydney

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1 GDS + fares essential
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Contact Jane Dearden on +612 9231 6444 or email jane.dearden@tmsap.com



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National Sales Manager Australia

- Rapidly expanding travel technology company
- Manage sales teams across Australia
- Drive growth in the Australian marketplace

Our client is currently looking for an experience Sales Manager. You will be responsible for creating and driving growth in the Australian marketplace. You will be responsible for managing a team of Business Development Executives across Australia, driving sales and reporting on sales activities, developing and maintaining a new business strategy in co-operation with Manager. You will need proven sales management experience, IT knowledge and travel industry experience, previous business development or sales experience, demonstrated capability to develop a sales process and manage it through to closure. This position plays a key role in achieving annual leads, presenting to prospects, developing proposals and closing deals that comply with the organisations objectives on acquiring profitable new customers.

Contact Stacy or Sally T: +612 9231 6444 E: stacy@tmsap.com

Area Sales Manager x 2. SYDNEY & AUCKLAND

- Work for a Leading Global Organisation
- Generous Salary Package
- Global Career Progression and Training Provided

Our client is a global powerhouse in the serviced office and professional services space. With over 200 locations worldwide, they are the leaders in providing serviced office solutions, business centre capabilities and advanced integrated teleconferencing facilities. We are currently seeking two full time sales manager roles based in Sydney and Auckland. You will be responsible for targeting, attraction and securing of clients in the corporate sector for the provision of these services. An ideal background would involve sales experience in hospitality, real estate or procurement of corporate services or office products. The ideal candidate must be a positive-minded individual who can sell a solution to a wide range of discerning clients; from PAs to CEOs you can't have any fear in cold calling or networking to build your portfolio.

Contact Emmie T: +612 9231 6444 E: emmie@tmsap.com

Business Development Mangers - Corporate Travel SYD CBR

- Great earning potential
- Large travel company with fantastic management and support

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, strong work ethic, be confident and highly self motivated.

Contact Brendan Grant T: +612 9231 6444 E: brendan@tmsap.com or apply online now!

Corporate Travel Consultant – Western Suburbs – Hills District

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end domestic travel management for corporations. This is a great opportunity for a experienced corporate consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

Contact Brendan Grant T: +612 9231 6444 E: brendan@tmsap.com or apply online now!

Senior bookkeeper Accounting Ingleburn

This company, established in Australia for 30 years, is looking for a senior bookkeeper for their accounts department. Reporting to the Financial Controller, you will be responsible for the effective and efficient processing of accounting data for this food processing and manufacturing company. This position assists in the financial reporting requirements of the Company, including monthly management reporting, statutory and taxation compliance. The role requires considerable self discipline to ensure all the requirements are delivered to a high standard. You will be responsible for the Process Accounts Receivable and Payable, ensuring that all key control accounts reconcile to the trial balance and balance sheet on a monthly basis, PAYG, aged debtors, aged creditors, bank accounts, expenses control account, net salary control etc. You will be also responsible for the processing and reconciliation of Bank accounts and other balance sheet accounts, the assistance in preparation of monthly management reports; maintenance of the Sales database, providing information and assistance to Managers to aid in financial analysis of their reports, assist in the preparation of taxation returns, including company tax, fringe benefits tax and GST; PAYG, Superannuation and Workers Compensation; assist in the preparation of yearend financial statements; full account payable and receivable function including processing invoices; creation and maintenance of commitments; preparation of KPI'S; assist with special projects; aid in family administration matters and other tasks as requested by Management. You will have a previous experience in a similar position; preferably in the hospitality industry, and be able to use MYOB, Microsoft Excel and Word, with proficient spreadsheet skills. Finally, you will possess strong organizational skills; ability to prioritize; responsible, professional, friendly and co-operative; self-sufficient, shows initiative, supportive and confident team member. Great salary on offer for this growing and national business with free parking on site close to the M5.

Contact Remi Descamps T: +612 9231 6444 E: remi@tmsap.com

Accounts Payable Ingleburn

This company, established in Australia for 30 years, is looking for an accounts payable for their accounts department. Reporting to the Financial Controller and also CEO, you will be responsible for the effective and efficient processing of accounting data for this food processing and manufacturing company. This position assists in the financial reporting requirements of the Company, including monthly management reporting, statutory and taxation compliance. The role requires considerable self discipline to ensure all the requirements are delivered to a high standard. You will be responsible for Entering of daily invoices, matching purchase orders to invoices, maintaining supplier accounts, distribution of invoices for approval (various departments), processing Payment runs, entering of manufactured stock, liaising with suppliers, bank reconciliation for payments, transfer customer orders to MYOB using our internal system (training provided), invoicing of customer orders and cover reception when required. You will have a previous experience in a similar position; preferably in the hospitality industry, and be able to use MYOB, Microsoft Excel and Word, with proficient spreadsheet skills. Finally, we are looking for someone who is flexible with workload and type of work. This position was originally going to be for a reception/order processor as part time work but decided to get someone full time with a focus on Accounts Payable but also do the order processing and cover reception (8.30am -10am and over lunch). Great salary on offer for this growing and national business with free parking on site close to the M5.

Contact Remi Descamps T: +612 9231 6444 E: remi@tmsap.com



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GENERAL MANAGER

SYDNEY – SALARY PACKAGE TO \$130K

With a dynamic, fast-paced environment and a leading Brand behind you, you'll thrive in this senior leadership position within a successful organisation. If you are a competitive and results-driven leader with the ability to keep your team focused and performing at their peak, this position will satisfy your career hunger and give you a great profile in the travel industry. Experience in a similar level role is essential.

YOUR CHANCE TO SHINE AT A NATIONAL LEVEL

NATIONAL SALES MANAGER

SYDNEY – SALARY PACKAGE OTE \$140K

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, and manage key high level relationships this leading global organization has an exciting opportunity for you within their Australian business. The NSM will be commercially savvy, highly motivated and have proven record of identifying and winning new business. A great opportunity for you to shine with a leading company.

YOU CAN'T WORK WITHOUT TECHNOLOGY

BUSINESS DEVELOPMENT MANAGER

SYDNEY – SALARY PACKAGE OTE \$80K+

Make your sales career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationships across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you're experienced in sales, please apply now.

MICE MARKET SALES

BUSINESS DEVELOPMENT MANAGER – MICE MARKET
SYDNEY & MELBOURNE - SALARY PACKAGES OTE \$120K

Do you know how to hit the ground running and make your mark on the Events industry? These fantastic roles offer experienced Sales professionals the chance to get ahead with their career by joining a leading high profile company. You will have loads of high level B2B corporate sales experience with a track record of developing pipelines, presenting compelling pitches and signing on new business.

ANALYSE THIS GREAT CAREER OPPORTUNITY

REVENUE ANALYST

MELBOURNE - SALARY PACKAGE \$60K + BONUS

This key role in an expanding business will be responsible for inventory management within the pricing department. Your role will be to ensure this product sits in a competitive position within the market while ensuring an effective balance to the margins and yield requirements for the business. Your advanced numerical and analytical skills will be required here with previous experience in a similar role.

TAKE OFF AT FULL SPEED WITH THIS AIRLINE

SALES EXECUTIVE – AIRLINE

MELBOURNE – SALARY PACKAGE \$55k + car allow & bens

Watch you career fly further with this Airline Sales role managing the Melbourne retail agency network. You will need to show great understanding of the needs of Australian Travellers along with a solid track record of driving sales, building relationships and strong communication skills. This company offers great benefits such as airline discounts, health cover and car allowance.

MAKE THIS UNIQUE NEW ROLE YOUR OWN

BUSINESS DEVELOPMENT EXECUTIVE – INBOUND

MELBOURNE OR SYDNEY – SALARY PACKAGE OTE \$75K

This unique role will see you working alongside one of the Nations leading inbound operators. With your solid understanding of coordinating proposals for large inbound groups you will be creative by nature and have excellent written skills. Experience within onshore cruise excursions is highly beneficial. Proposal delivery experience is a must with an understanding of margins & yield.

THE MANY COLOURS OF CORPORATE SALES

CORPORATE BDM

SYDNEY – SALARY PACKAGES OTE \$80K+

Choice is a good thing, and these roles are available now for people at all levels of sales experience within the corporate market. The essential criteria include a "hunter" mentality, the desire to win, the motivation to progress your career and work with a leading corporate travel organization. Both Inside Telesales and Outside field sales roles are available now so if you have great sales skills please apply now.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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