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First with the news

Monday 29th August 2011

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## New FC Cruise Guide

**FLIGHT** Centre this morning launched the fourth edition of its Cruise Guide, which has 82 pages featuring over 30 cruise lines.

For more of the latest brochure releases see our Brochures of the Week feature on **page eight**.

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Lonely Planet and VISA have joined forces to create a comprehensive online resource for Australian travellers: [www.lonelyplanet.com/campaigns/visa-know-before-you-go](http://www.lonelyplanet.com/campaigns/visa-know-before-you-go)


Every day this week, VISA and **Travel Daily** are giving readers the chance to win a \$50 Visa Prepaid Card.

Every entry will be in the running for our major prize - a \$250 Visa Prepaid Card and The Lonely Planet - Travel Book: *A journey through every country in the world!*

For your chance to win, email [visa@traveldaily.com.au](mailto:visa@traveldaily.com.au) with the answer to today's question.

**What is the best thing about the new site from Lonely Planet and Visa?**

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## EK restructures Australia

**KEY** travel agency relationships for Emirates are set to be handled by former Qantas executive Bryan Banston, who has been appointed to the newly created role of EK's National Accounts Manager (**TD** breaking news Fri).

Long-time QF staffer Banston was most recently the carrier's Commercial Mgr International Sales and was also formerly QF regional gm for America and Qantas Head of Alliances.

He'll commence next month and will also have responsibility for EK's pricing and e-commerce divisions in Australia.

The appointment follows a review of EK's management team in Australia and NZ, which saw

some commercial roles expanded.

New regional manager roles have been filled by Tim Harrowell in NSW/ACT; Jenny Trebilcock in Qld; Dean Cleaver in Vic/Tas/SA; and Darren Tyrrell in WA.

EK Vice President Australasia, Barry Brown, said the changes were timely, with the carrier boosting its weekly flights to Australia to 70 on 01 Oct.

## US hurricane waivers

**QANTAS** has issued a fare waiver for passengers travelling to New York due to disruptions caused by Hurricane Irene.

The storm has caused transport chaos in New York, including the closure of airports and the shutdown of the subway system.

Qantas customers holding a valid QF (081) ticket issued on or before 25 Aug for travel to/from New York can change their bookings for travel up to and including 30 Aug without penalty for new travel dates up to 04 Sep.

## Nine pages of news

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

- AA Appointments jobs
- inPlace Recruitment

## No ADL QF tickets

**QANTAS** has announced that collection and drop-off of paper tickets issued by the Qantas Industry Centre will no longer be available from the Qantas Travel Centre in Adelaide.

The move is effective immediately, and is a result of the pending closure of almost all Qantas Travel Centres across the country (**TD** 19 Jul) including the one in the SA capital.

Adelaide agents requiring paper ticket collection will instead have the documents posted via normal mail, while ticket returns will have to be mailed or couriered to the Qantas Industry Centre in Sydney.

## UA JFK resumptions

**UNITED** Airlines will resume New York flights at noon local time today.



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## Travel Daily on location in Mauna Lani, Hawaii

**TD is coming to you today from Kona, on the Big Island of Hawaii, courtesy of Hawaii Tourism Oceania and Hawaiian Airlines**

**THE** group of participants **TD** has joined to explore Hawaii's Big Island as part of the Experience Aloha Famil are currently staying at The Mauna Lani Bay Hotel & Bungalows, on the west coast.

The 343-room hotel offers a range of oceanview & oceanfront rooms, four spacious oceanfront suites & five luxurious bungalows.

Each room has its own private lanai, with the property pitched at the honeymoon, couples and families markets.

Guests will enjoy the number of complimentary inclusions offered at The Mauna Lani Beach Hotel & Bungalows, such as wifi, valet parking, beach cabanas and a massive selection of activities (yoga, lei making, coconut husking, throw net fishing, sand castle creation and hula lessons).

For more details on the property see [www.maunalani.com](http://www.maunalani.com).

## Skywest focused on Virgin

**PERTH** based Skywest Airlines today reported a \$7.7 million unaudited profit after tax for the year to 30 Jun, with the carrier's management "highly focused" on establishing the new Virgin Australia Australian Regional Airline Network (ARAN).

Skywest will operate Virgin Australia-branded ATR turbo-prop aircraft on a wet-lease arrangement, receiving a fixed fee per hour along with "incentives for cost lowering initiatives and code share opportunities," according to a statement from Skywest chairman Jeff Chatfield.

Chatfield said the deal provides Skywest with the opportunity to geographically diversify its operations onto the east coast as well as giving it the ability to renew its fleet over the medium term.

The existing business recorded an 11% increase in revenue to \$187m for the year, and will pay a 1.23c per share dividend.

Skywest said the introduction of an A320 to its fly-in, fly-out mining charter operations during the year had been so successful it's considering adding a second A320.

The carrier said talks with its large mining customers shows there's still "significant potential for growth in the FIFO market".

## Davis to leave Tiger

**THE** acting head of Tiger Airways Australia, co-founder Tony Davis, will leave to take up a "new position outside of the company," according to a Singapore Stock Exchange statement today.

Davis was seconded from his role as Tiger Airways ceo in Singapore to take over from Crawford Rix and get the Australian operation flying again after its recent CASA grounding.

Tiger Singapore has confirmed that its acting ceo, former Singapore Airlines executive Chin Yau Seng, will remain in the role on a permanent basis.

Davis will cease to be a director of the airline on 01 Nov, with the carrier saying the decision to leave "supports his long term plan to return and reside in Europe".

TT said it was now in the process of appointing a permanent ceo for Tiger Airways Australia.

## MH A330s to ADL, MEL

**MALAYSIA** Airlines has confirmed the deployment of its new A330-300 aircraft on flights to Adelaide and Melbourne, with the move effective 26 Sep.

The new product, which debuted globally on the Brisbane-Kuala Lumpur route (**TD 07 Apr**), includes power supplies and USB ports for all seats, a new Business Class cabin and "sophisticated interiors" across the aircraft.

MH regional vp for Australia, NZ and SW Pacific, Ignatius Ong said the move "demonstrates the significance we place on the South Australian and Victorian market".

There's clearly strong interest in the new MH product, with **Travel Daily TV's** exclusive videos highlighting the aircraft having attracted more than 20,000 views so far - see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## Hotels.com loyalty

**ONLINE** agency Hotels.com has enhanced its 'Welcome Rewards' program so that loyalty credits never expire, as long as members use or redeem points at least once every 12 months.



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True Paradise

## CTM gets the Sabre rundown



**ABOVE:** A number of senior Corporate Travel Management staff visited the Sabre Inc HQ in Dallas, Texas following last week's Global Business Travel Association conference in Denver.

Pictured above from left: Adam Tulich, Sabre Manager Global

Corporate On-Line; Glenn Cusack, Sabre head of corporate Aust/NZ; Kyle Moore, Sabre Dallas VP Information Technology and Consulting Services; Al Laird, CTM Mobile Product Manager; and Ben Wheeler, CTM Head of Product Development.

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## FCm with 39 agencies

**FLIGHT** Centre's FCm Travel Solutions is now working with more than 39 public service agencies as part of the federal government's panel of preferred travel management providers.

Five TMCs were appointed to the panel last year (**TD** 10 May), and FCm says the move has seen it take on a "significant volume of new government business".

Regional director of sales, Rob Dell, said FCm had established dedicated travel teams in Sydney and Canberra to manage federal govt business, and had also helped agencies develop travel policies and boost bookings via FCm's e3 online reporting tool.

## Alpine Daffodil bonus

**THE** Falls Creek and Mount Hotham ski resorts in northern Victoria have successfully raised \$10,000 for cancer research, after developing specially priced Daffodil Day lift tickets.

\$5 from each special two-day ticket will be donated to the Cancer Council of Australia, along with the proceeds from the sale of Daffodil Day merchandise.

## New Sydney precinct

**THE** Sydney Harbour Foreshore Authority will officially open the new Darling Quarter precinct on 24 Sep, creating a newly regenerated area for "locals and tourists to enjoy day and night".

Located in the southern corner of Darling Harbour, public areas in the \$560m Lend Lease project will include a theatre, boulevard, community green and a water play area, plus an interactive "urban light installation".




## Window Seat

**THE** future of airport customer service has been unveiled at Paris Orly Airport this month.

Instead of signs alerting passengers when it's time to board, the airport now features holographic humans who make boarding announcements and direct travellers to the gate.

The holograms are projected onto "human-shaped plexiglass," and are one of several experimental technologies being trialled by Aeroports de Paris.

So-called "virtual assistants" are also set to be installed at the security checkpoints of most UK airports by Dec. 

To see the Orly holograms click on the logo above or go to [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

**A FLIGHT** from Moscow to London last week included a rather different type of early morning inflight entertainment, when a female passenger decided to engage in a little bit of impromptu "dirty dancing".

The pilot of the 7am departure from Domodedovo eventually decided to return to Russia because of the drama, with a spokesperson for the Moscow Transport Police saying the woman was "in a state of insobriety, inconveniencing the passengers, taking off their glasses and dancing erotic dances".

Once the plane landed back in Moscow she was arrested and "taken to a local hospital to be examined," according to a report from news agency AFP, which didn't name the airline.

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## Tok Tok off to another Planet



**TOK** Tok Vanuatu delegates were last week hosted to a cocktail party by Planet 107, said to be the South Pacific country's "first and only nightclub".

The venue opened two months ago and has had its doors wide open continuously ever since.

The 24 hour club offers a number of lounge areas and a dance floor and will allow locals and tourists to dance at anytime

of the day or night.

Pictured enjoying a drink after a long first day of meetings from left are: Georgia Ditton, Vanuatu Tourism Office representative - Australia; Natalie Birks, Coral Seas; Malcolm Pryor, Air Vanuatu Manager Australia; Jackie Carson, Vanuatu Tourism Office New Zealand representative and Nina Henderson, Destination Manager - Pacific, Specialist Holidays.

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### NF's later bookings

**AIR** Vanuatu passenger loads have been "doing it quite tough out of Australia" with 2011 starting off slowly but picking up over the last few months.

Malcolm Pryor, NF Australia Manager said booking patterns over the last year have shown that short haul passengers are booking later than normal for their holidays.

The current schedule of six flights weekly from Sydney to Port Vila and one each weekly from Melbourne and Brisbane "are good for the airline and hotels," he said.

**MEANWHILE** Air Vanuatu has launched an upgraded website which offers travellers the ability to book multiple sectors rather than just point-to-point flights.

The new website is being heavily promoted during NF's flights, with Pryor saying the airline has "found that travellers are booking more online".

### Vanuatu Holiday Inn

**THE** \$15m renovation of the Holiday Inn Vanuatu Resort (formerly the Palms Resort & Casino) is proceeding on track, with the property - Vanuatu's only internationally branded hotel - expected to officially open in the first week of Oct.

Ten villas have had new roofs built, while the upgraded Banyon Wing will also be completed shortly and future projects include a new teens area and a renovation of the villa suspension bridge plus two new family suites themed on the resort's "Totel" kids club.

Holiday Inn also plans to buy some kayaks so villa guests can take a unique alternate mode of transport to their accommodation.

GM Thomas Tait told **TD** at Tok Tok that the property was a keen supporter of the new Vanuatu Tourism Office campaign with Flight Centre (**TD** Fri) as "a great way to launch our presence into Vanuatu".

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\*ezRez Reward Seat Availability Survey 2011.

# VTO plans roadshows, famils

THE Vanuatu Tourism Office is planning to host biennial roadshow events to promote the destination to the Australian market, according to VTO GM Linda Kalpoi.

Speaking at last week's Tok Tok trade show, Kalpoi said Aussie agents would be able to win one of 25 places on a famil to Vanuatu by going online and completing VTO's training module, with this educational due to depart by the end of the year.

Two mega famils are also in the pipeline for 2012 as well as a

wholesaler trip that will "showcase the destination to the people who sell the product to the travel agents".

VTO and Air Vanuatu are also promoting Vanuatu with an agent fare of \$50 return (plus taxes), to allow them to experience the destination in a "relaxing holiday mood" rather than on a faster paced educational.

Other initiatives planned for 2012 include a campaign targeting the wedding market, Kalpoi added, while the expanded 'Discover What Matters' campaign features images of crystal clear waters and Vanuatu culture so that Australians know they can interact with the locals.

"This really resonates with the Australian market," she said.

Kalpoi also detailed visitation statistics showing that Australians stay in Vanuatu 5.5 days on average, compared to the European market which spends up to 14 days in the country, hopping between its various islands and staying a few days on each.

She said the VTO had identified the US and Asian markets as emerging sources of visitors, but extra funding is required to "put more effort" into selling Vanuatu to these travellers.

## Vanuatu's own Advisor

THE Vanuatu Tour Operators Association has launched its own version of TripAdvisor, encouraging travellers to post both positive and negative comments on its website at [www.toursvanuatu.com](http://www.toursvanuatu.com).

The association's president, Zeak Smith, said the site was upgraded last year to provide more capacity, and now attracts about 2100 visitors each month.

Many of the reviews online are from cruise ship passengers.

## EK BKK/KUL/SIN deals

EMIRATES has released a number of special Business Class and Economy fares to Bangkok, Kuala Lumpur and Singapore.

Return fares ex MEL/BNE/SYD lead in at \$3200 in business class (\$2080 one way), while economy return fares start at \$680 (\$442 one way) including taxes.

Fares are commissionable at 7%.

## London tour bargain

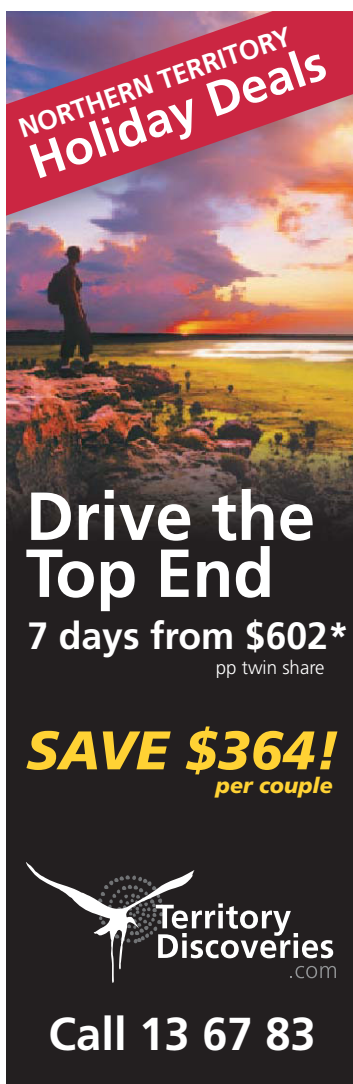
HOLIDAYS to Europe is offering discounts on Golden Tours London Hop on Hop off buses, with two day passes available for the one day price (\$31 per adult); and 3 days for the two day price - [holidaystoeurope.com.au/specials](http://holidaystoeurope.com.au/specials)

## AIME 2012 earlybirds

THE organisers of next year's Asia-Pacific Incentives & Meetings Expo (AIME) have announced a 10% earlybird saving off the registration fee for prospective visitors who submit a Hosted Buyer application before 28 Oct.

AIME will take place 21-22 Feb at the Melbourne Convention and Exhibition Centre, with hosted buyers offered flights, accom, touring and access to networking.

See [www.aime.com.au](http://www.aime.com.au).



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## Scenic famil options

**TRAVEL** agents are being invited to apply for places on a number of upcoming educational with Scenic Tours.

Two Canada famils will take place in Sep and Oct, including a 10 night Rockies trip departing 28 Sep visiting Victoria, Banff, Whistler, Vancouver and Jasper.

The eight day Eastern Canada trip leaves on 21 Oct covering Toronto, Quebec, the Thousand Islands, Ottawa & Montreal.

There's also an Evergreen Tours seven night famil to Tasmania departing on 21 Sep taking in Hobart, Strahan, Cradle Mountain and Launceston.

For more information email [famil@scenictours.com](mailto:famil@scenictours.com).

## etm top for Virtuoso

**ETM** group, recently acquired by Corporate Travel Management, has been named as the Top Virtuoso Producer for Australia and New Zealand, at the annual Virtuoso Awards in Las Vegas.

## Intrepid South America

**INTREPID** Travel says it's seen a massive surge in bookings to South America during Jul.

The growth included a 245% year on year increase in Brazil trips, followed by Chile at 229%, Argentina at 96%; Ecuador, up 91%; Bolivia, up 64%; Peru, up 55%; and Colombia, up 43%.

Intrepid gm Global Sales, James Thornton, said the boost was driven by a campaign highlighting the myths and legends of the region, the 100th anniversary of Machu Picchu plus a 15% discount for travel before 31 Mar 2012.

## Marriot Kamehameha

**HAWAII** Island's iconic King Kamehameha Kona Beach Hotel will rebrand under the Marriott International group from 01 Nov.

The hotel will take on the name Courtyard King Kamehameha's Kona Beach Hotel, but will remain under the management of Pacifica Hotels.

The hotel is currently in a frenzy to complete construction of a new restaurant and spa which were destroyed earlier this year by the Japanese tsunami.

In the past few weeks the hotel has completed a refurbishment to it's lobby which was damaged extensively in Feb.

## Disney Aulani opening

**THE** Walt Disney Company will open its newest resort in Hawaii today, Aulani, on the island of Oahu, about an hour's drive east of the capital, Honolulu.

The \$US800m 840-unit property focuses heavily on the Hawaiian culture, and features a mix of hotel rooms and timeshare options.

Historial and contemporay island scenes, artwork, values, designs, textures, colours & language have been built into Aulani's design, *West Hawaii Today* reported.

It features a 1,280sqm pool, a 290m long river pool that winds its way through forests & caverns, a saltwater snorkel lagoon with tropical fish, an aquatic play area for kids and lava tube water slides.

Base room rates start at US\$399 per night, and ocean view rates are priced from \$599.

Aulani is located in the Ko Olina Resort which is also home to the JW Marriott Ihilani Resort & Spa.

## CX boosts LAX

**CATHAY** Pacific will increase its flights from Hong Kong to Los Angeles by four flights per week effective 02 Mar 2012, lifting frequencies to three per day as well as introducing its new 777-300ER business class on the route.

### CONGRATULATIONS

**Peter Kollar**

from *Flight Centre*

Peter is the top point scorer for Round 23 of *Travel Daily's* AFL industry footy tipping competition, and has won a family pass (two adults and two children) to Sydney WildlifeWorld, courtesy of Sydney Attractions Group.



### Major Prize Sponsors

**1st Prize:** 4-night holiday to Europe, courtesy of Emirates, Adina Apartment Hotels & RailPlus



**2nd Prize:** 4-night cruise in Fiji, courtesy of Pacific Blue & Blue Lagoon Cruises



**3rd Prize:** Apple iPad 2, courtesy of Compass Car Rental



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## Lost in space on Mauna Kea

**THE** group of agents that **TD** has joined to explore Hawaii's Big Island on the Experiene Aloha Famil, organised by Hawaii Tourism Oceania, have quickly learnt why it's known as the 'adventure' island.

Over the past three days the group has climbed an extinct volcano and learnt about lava tubes, flows and fissures with Hawaii Forest & Trail.

A visit to the Hula Daddy Coffee plantation provided an insight into the growing, picking and roasting of the coffee bean.

They've snorkeled with majestic manta rays at night and learnt how to stand up paddle board, with some sharing the experience with a pod of dolphins.

On Fri night the group drove to the summit of the world's 'tallest mountain' (including its height below sea level) - Mauna Kea - which means White Mountain.

The trip provides people with spectacular views overlooking the island, and an amazing sunset from the volcanic peak of 4,205m.

So high is the dormant shield volcano that during winter it receives snowfalls - hence the name - which attracts locals to ski and snowboard.

Temperatures on the volcano can drop below zero degrees, and added wind-chill makes the peak very frigid, even in summer.

Mauna Kea is also home to a some of the world's most powerful telescopes and space observatories, with visitors to the area able to get alongside the housing for the equipment.

Being at such an altitude, even further down the slopes, Mauna Kea makes for amazing stargazing experiences due to its thin clear air & distance away from towns.

**Pictured** here on Mauna Kea, rugged in heavy coats, hoods and gloves to escape the chills, from left are Jenna Tyrrell, Ambassador Travel; Tom McMenemie, My Hawaii; Emma Harding, Gilpin Travel; Ally Casey, Travel Managers; Siobhan Foley, Holidays on Location; Michele Lucey, Travel World Mount Annan; and Ashlee Galea, Hawaii Tourism Oceania.

In front: Rebekah Femia, Flight Centre North Sydney, Leisel Donnelly, Infinity Holidays and Krystal van Somersen, STA Travel.

See our day-by-day photo diary with a gallery of exclusive hotel, landscape and group photos at [www.traveldaily.com.au/photos](http://www.traveldaily.com.au/photos).

### WIN a double pass to see the *Snow Flower and the Secret Fan*



The Peninsula Shanghai in partnership with **Travel Daily** is giving ten subscribers the chance to win a double pass to see *The Snow Flower and the Secret Fan*.

A number of the scenes of this beautifully shot movie were filmed at The Peninsula Shanghai. All you need to do to win is be one of the first two people to send in the correct answer to the question below to:

[snowflower@traveldaily.com.au](mailto:snowflower@traveldaily.com.au)

**What is the name of The Peninsula Shanghai's sophisticated cocktail lounge reminiscent of 1930's glamour and decadence?**

THE PENINSULA SHANGHAI **Travel Daily**  
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- Driving and reporting on sales, coordinating with other departments locally for roll out projects and acting as the key point of contact within the Sales Team for the assigned products.
- Managing the Sales Coordinators, ensuring all processes and procedures from an operational aspect within the sales area occur efficiently and liaising with other departments within the business for any new systems, processes and procedures that may impact the Sales Team.

**KNOWLEDGE, SKILLS & EXPERIENCE:**

- Appropriate tertiary level education in business and / or related fields or equivalent industry experience
- Intermediate to advanced IT knowledge (including network and PC skills) and relevant travel industry experience
- Demonstrated capability to develop a sales process and manage it through to closure
- Experience at contract negotiation
- Knowledge and application of the qualification criteria for technical solutions
- Strong business awareness, able to understand business issues from a customer perspective
- IT knowledge and a sound understanding of the travel industry, GDS products and services - desirable
- Innovative and creative with the flair for identifying unique solutions for customer needs
- Prior experience in a sales related customer services environment
- Superior presentation skills, both written and oral

**If you'd like to know more, contact**  
[recruit.apac@travelport.com](mailto:recruit.apac@travelport.com)

[www.travelport.com](http://www.travelport.com)

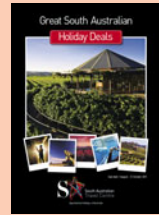


## Brochures of the Week

**WELCOME** to Brochures of the Week, **Travel Daily's** Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au). And don't forget our **FREE brochure listing service** at [www.traveldaily.com.au/brochures](http://www.traveldaily.com.au/brochures).*



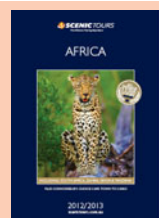
**Coral Princess Cruises - PNG and Melanesia 2011/12**  
This new brochure includes a special 'Victories in the Pacific' Melanesia expedition to commemorate the 70th anniversary of World War II battles in the region. Also included are 10-12 night expeditions in Papua New Guinea, with a 15% discount offered on a number of departures onboard *Oceanic Discoverer* - for more info or brochure copies see [coralprincess.com.au](http://coralprincess.com.au).



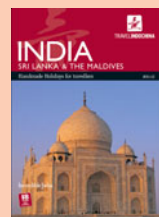
**South Australian Travel Centre - Great South Australian Holiday Deals Aug - 31 Oct 2011**  
The four page brochure offering holiday packages throughout South Australia including the Barossa, Kangaroo Island and Flinders Ranges with the most popular package currently to Lake Eyre. Product includes rail, sail and self drive options.



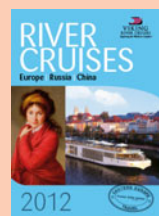
**Royal Caribbean International, Celebrity and Azamara Club Cruises - European Cruise Escapes**  
This special flyer features destinations in Italy, Greece, Croatia and France on Royal Caribbean, Celebrity and Azamara Club Cruises between Apr and Nov 2012. The cruise lines will have a total of 11 ships in the European region next year, more than any other company and voyages on offer also include the brand new *Celebrity Shouette* which launched last month.



**Scenic Tours - Africa 2012/13**  
All inclusive luxury tour options are available in this new Africa brochure that offers product in South Africa, Kenya, Tanzania, Zambia and Botswana. Each tour is mapped out with a daily itinerary, departure dates and saving of up to \$1600 per couple. Also included are extension options to Zanzibar and on the Blue Train plus add on activities such as a Victoria Falls Helicopter Flight or morning hot air balloon trip - [scenictours.com.au](http://scenictours.com.au).



**Travel Indochina - India, Sri Lanka and the Maldives**  
The Asia travel specialist has released its Handmade Holidays and Footloose brochure for the India, Sri Lanka and the Maldives comprising 42 pages and offering independent travellers a range of bespoke travel alternatives. The brochure features boutique hotels in historical precincts, as well as day tours and itineraries that cover the country's favourite products. Lastly included is a section on wildlife reserve tours, with safari options.



**Eastern Europe Travel - Viking River Cruises 2012**  
This expanded brochure includes 15 trips in Europe, Russia and China and provides info on the new Viking *Longships* incl deck and cabin plans. In Russia in 2012 the refurbished *Viking Peterhof* will now feature staterooms with verandas. Early Bird Discounts of up to \$3,000/couple and an extra Flexi Bonus of \$200/couple are also on offer - see [eetbtravel.com](http://eetbtravel.com).

## DTCM and EK training

**EMIRATES** customer service staff will have access to the Dubai Experts training platform to build their knowledge of Dubai's tourism offering.

The move is the result of a joint venture between EK and the Dubai Department of Tourism and Commerce Marketing (DTCM).

"Dubai is always growing and diversifying, so this type of regular training with our teams ensures that our clients are always provided with the most up to date destination knowledge" said Barry Brown, VP Australasia for Emirates Airline.

60 staff have already taken part in the inaugural training sessions.

## TAM JetBlue pact

**BRAZILIAN** carrier and Star Alliance member, TAM Airlines, has announced a new interline partnership with US-based JetBlue, offering onward connections across the USA from New York JFK and Orlando International Airport.

TAM operates flights to JFK from Rio de Janeiro and Sao Paulo.

Monday 29th Aug 2011

## Champers winner

**CONGRATULATIONS** to Rachel Menhennitt from Flight Centre who was Fri's winner of a bottle of Champagne courtesy Aircalin.

## AKL airport hotel

**ACCOR's** Formule 1 Hotel will open at Auckland Airport today offering "affordable" accom in time for the Rugby World Cup.

It's the first newbuild Formule 1 in New Zealand & features the new Cocoon concept room including soft colours, extra storage space, flat screen TV, extra channels & wireless internet.

Complimentary transfers are available to and from the international terminal every 15 minutes around the clock.

The hotel still has availability for the Rugby World Cup with rooms starting at \$129 per night during Sep, & \$190 over the semis/finals.



Singapore Airlines, one of the world's most respected travel brands, currently has the following temporary vacancy in the Area Marketing team in Sydney:

### Pricing Officer Net Remit (Temporary) - Sydney

Reporting to the Pricing Manager your principal accountabilities will be to input, update and distribute net remit deals in the SQ fare system and perform daily job functions in the PALMS system.

**Applicants for the position should have the following knowledge and attributes:**

- Fares and Ticketing I & II.
- Experience in net fares and the PALMS system
- Fare rule application and interpretation.
- Experience in travel agent computer systems.
- Keen attention to detail.
- Good analytical, problem solving and communication skills.

Applications for the position close on 02 September 2011 and successful candidates must be able to start immediately.

**To apply, forward your application to Mr. Dale Woodhouse, Manager Passenger Marketing Australia, by email to [Maria\\_Bernardo@singaporeair.com.sg](mailto:Maria_Bernardo@singaporeair.com.sg)**

**Singapore Airlines is an Equal Opportunity Employer and all applications will be treated in strict confidence. Only successful applicants will be contacted.**

## Business Relationship Manager

Discover something different with Australia's largest international General Insurer, one of the top 25 worldwide Insurers.

An exciting opportunity is available for a Business Relationship Manager in our Glen Waverley office. The purpose of this role is to build relationships with all territory customers to optimise profitable growth, achieve state/territory business targets/operational plans & provide support to the Distribution Manager.

The successful candidate will have experience in strategic key account management, relationship management and extensive travel industry experience. You will be a relationship builder with strong influencing and presentation skills.

**To apply please visit [qbecareers.com.au](http://qbecareers.com.au) or for further questions [ganga.keshav@qbe.com](mailto:ganga.keshav@qbe.com)**







**JAPAN** Holidays hosted two famils in Jul and Aug to show agents that "Japan is recovering well", and giving them the opportunity to discover all that the country has to offer.

The groups flew to Japan on Singapore Airlines and enjoyed a range of activities including a visit

to the sacred Mt Koya.

**Pictured** above at the airport are members of the first group who travelled to Kyoto, from left: Kerstin Rheinlander, MTA; Cyd Bullwinkle, API Travel; Karen Follett and Julieanne Wyatt, MTA and Jan Hutton, Product Manager of Japan Holidays.

## APT expands NZ

APT has expanded Wellington product in its new 2012 New Zealand brochure, with most trips now including two nights in WLG plus Freedom of Choice Touring.

## WIN A HOLIDAY TO MAURITIUS

Today's entry into our Mauritius competition comes from **Anne Paddington** of **Pulse Travel**. She is lying on a cold Queensland beach, dreaming of a relaxing holiday in a hot Mauritius.



Anne 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: [mauritiuscamp@traveldaily.com.au](mailto:mauritiuscamp@traveldaily.com.au)**

[CLICK HERE](#) for terms & conditions and to view other photos for entry into the competition.



## Finnair Flybe deal

**THE** route network for the newly founded Flybe Nordic carrier, jointly owned by Finnair and Flybe (**TD 04 Jul**) has been announced.

All routes will be operated as AY codeshares and Finnair Plus customers can accumulate Frequent Flyer points.

24 Flybe Nordic routes will operate from 30 Oct out of hubs in Helsinki and Tallinn.

## Falls Creek bargains

**YESTERDAY'S** no reserve auction of apartments at the Victorian ski resort of Falls Creek saw some buyers bag big bargains.

77 properties were up for grabs, including many in the Mirvac-managed Quay West resort.

\$12.4m in total was raised, with an Albury man getting the deal of the day, paying just \$206,000 for a 3 bedroom apartment.



## EXECUTIVE SECRETARY Sydney

Emirates, International Award winning Airline, wishes to recruit a dynamic & customer service-oriented professional to join our team in the Sydney town office.

### Interested applicants should have:

- At least 5 years experience in an administrative capacity with 2 years at a senior level.
- Fully competent in MS Word, Excel, Power-point and e-mail.
- High degree of confidentiality and maturity to handle matters with tact and discretion.
- Ability to handle a variety of tasks simultaneously and often under extreme pressure.

### The successful candidate must be able to:

- Co-ordinate and manage the business affairs of, and provide full administrative support to, the VP Australasia.
- Co-ordinate and organise meetings/seminars within the company, and with external providers, and assist with the preparation of presentations, agendas and minutes.
- Provide administrative functions related to the VP Australasia's office and where requested provide accurate and timely reports.
- Be fully conversant with the activities of the organisation in order to liaise effectively with senior executives and external contacts on behalf of the VP Australasia.

For further details, and on-line application process, please visit our web site [www.emiratesgroupcareers.com](http://www.emiratesgroupcareers.com). Ref No. ES/CC/18890

Please note: Telephone and postal applications will not be entertained. Applications close Sunday 04th September 2011.

Only candidates that meet the minimum requirements will be considered and contacted.

Keep discovering

**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](http://www.traveldaily.com.au).

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## YOU CAN TRUST THE EXPERTS AT AA WITH YOUR EXECUTIVE CAREER

### GRAB THIS GM OPPORTUNITY WITH BOTH HANDS

#### 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.

### COVER THE COUNTRY AND LEAD A TEAM

#### 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. This high profile national role requires experience in a similar role.

### YOUR HUNTING SKILLS WILL WORK HERE

#### CORPORATE BDM

SYDNEY – SALARY PACKAGE OTE \$100K+

The thrill of the chase, the excitement of the win, these are the things that excite a true Sales person. If you love the B2B sales process and have a proven track record of developing pipelines and winning new business, bring your talents to this rapidly growing corporate travel agency. You will be handsomely rewarded with a fantastic salary package including lucrative incentives. Represent a truly professional organization.

### A SUPERB SENIOR ROLE IN MELBOURNE

#### GENERAL MANAGER – CONTRACTING

MELBOURNE - SALARY PACKAGE NEG ON EXPERIENCE

Overseeing a team of 10 product contractors this role is responsible for the contract requirements for Australia, NZ and South Pacific regions. This integral part of the business will see you involved in functions including senior stakeholder relationships, negotiation of allotments, rate implementation, budget forecasting, pricing strategies and implementing exclusive campaigns for roll out throughout the year.

### 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.

### 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.

### AMBITIOUS PROPOSAL WRITER

BUSINESS DEVELOPMENT EXECUTIVE – INBOUND  
MELBOURNE OR SYDNEY – SALARY PACKAGE TO \$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, strong relationship management and sales skills are highly regarded.

### WHOLESALE REVENUE ANALYST

REVENUE ANALYST  
MELBOURNE - SALARY PACKAGE \$60k + BONUS

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

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Toni Francis  
NSW & ACT  
Ph: 02 9231 2825

Kathryn Heberton  
VIC, SA, WA, QLD  
Ph: 03 9670 2577

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

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



# Start your Job search here!



## Sales Manager - Guest Amenities

When you first check into a hotel, do you love to check out all the facilities and products provided as part of your stay? Do you like the finer things in life that add to your overall experience when staying away from home? If you are looking for a role in the hotel industry that gives you the variety of being on the road some days and office based on others, this is for you!

**Ben Carnegie**

- ▶ Amazing luxury products
- ▶ **Based on Sydney's northern beaches**
- ▶ Salary package up to \$75K

**Click here for more details or call Ben.**



## Wholesale & Retail Consultants

It's about time you worked for an organisation that treats you like a professional & pays you like one! Multiple opportunities for experienced Travel Consultants whatever your forte. Recommend & sell worldwide destinations and provide superior customer service to all your clients. You will also be able to work on a rotating roster 9am - 5pm one week & 11am - 7pm the next.

**Liz Vibert**

- ▶ Bright, modern & open plan offices, state of the art facilities!
- ▶ **Located in Sydney's funky inner west - drive, bus or ferry**
- ▶ Salary up to \$52K + super + incentives

**Click here for more details or call Liz.**

## Business Development Executive - MICE & Hotels

If you are starting out in business development in MICE & Hotels then this role will be a great way for you to launch the next step in your career. Supporting the Regional Director of Sales & Marketing, you will be working at a group level in a large chain of hotels and resorts. 1-2 years in a similar role will be ideal although experience in Conference and Event Sales will also be highly regarded. Own car & flexibility to travel within NSW is req.

- ▶ Great opportunity to take the next step up in your career!
- ▶ **Sydney based**
- ▶ Salary up to \$60K + super

**Click here for more details or call Ben.**

## Corporate Travel Consultant - Sydney

Join this dynamic boutique corporate agency in their beautifully restored offices in Sydney's famous Rocks area. They have a very prestigious high end client base and VIP accounts. They believe in paying above the industry norm to secure the best Corporate Travel Consultants in the business. You will be booking interesting and intricate itineraries to both domestic and international locations, so superior airfare knowledge is ess.

- ▶ Great team who just love to come to work!
- ▶ **The Rocks, Sydney**
- ▶ Salary up to \$60K package

**Click here for more details or call Liz.**



## Commercial Manager - Online Hotels

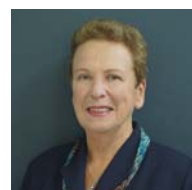
Our client is looking for an exp Commercial or Revenue Manager to lead their steadily growing team. Take responsibility for and guide the company in maximising revenue in key regions. Drive revenue management, product analytics

**Kristi Gomm**

and strategic initiatives around transactions, revenue, conversion, promotions, rate competitiveness and hotel numbers.

- ▶ Join one of the world's largest online travel companies
- ▶ **Sydney CBD location**
- ▶ Excellent salary package on offer

**Click here for more details or call Kristi.**



## Recruitment Cons - Client Manager

Why recruitment you ask? It's fun, full of energy & excitement and we'll help you flourish. A greatly varied position incl. meeting job seekers, clients & sourcing new business. Previous travel, tourism or MICE sales exp is highly regarded along with an attitude of determination to succeed. Join our dedicated, up beat and vivacious team who are highly professional yet loads of fun!

**Sandra Chiles**

- ▶ Full training and mentoring by the best in the business
- ▶ **Sydney CBD based, national & international clients**
- ▶ Competitive base salary + great earning potential

**Click here for more details or call Sandra.**

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.