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Travel Daily

First with the news

Thursday 8th December 2011

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Jetstar VN merger?

JETSTAR'S Vietnamese offshoot, Jetstar Pacific, is likely to merge with state-owned Vietnam Airlines. Media reports from Hanoi today cite government officials saying the move is "considered the most feasible plan to save the carrier from bankruptcy".

First Class guide

WATCH your inbox later today for the latest revision of our popular First Class Airline Guide. **TD** subscribers will be sent a copy of the guide, and it will also be available on our website at www.traveldaily.com.au/features.

UPDATE

Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature. Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.com.au

Business buoys patchy Q3

INTERNATIONAL business travel growth in Australia has proven its resilience during the Sep quarter, with the latest International Visitor Survey showing the area is now exceeding pre-GFC levels.

Federal Tourism Minister Martin Ferguson yesterday said the latest Tourism Research Australia survey identified a 1% growth in overseas visitors over the past year, but the Sep quarter alone was down 2%.

The number of nights spent and expenditure had shown signs of growth, up 4% and 5% respectively over the year to Sep.

Visitor numbers from traditional markets such as Europe, North America and Japan were down, but China, Indonesia and India helped prop the declines, with increases up 20%, 12% and 9%.

The Sep quarter saw a 2% drop in int'l visitor numbers, but nights and spend rose 4% and 3%, which the government says was on the back of strong business growth, with the number of visitors, nights and spend at peak levels.

Inbound business nights were up 18% for the quarter and spending up 13%.

"These figures reinforce that the tourism sector is in transition with traditional markets making way for emerging markets," he said.

Ferguson said the shift presents opportunities for business that "can adapt to these trends" and invest for growth.

Maroun to Groupon

TRAVEL Daily's long-time marketing and advertising manager, Lisa Maroun, has been appointed as general manager of the travel division of group buying phenomenon Groupon.

She takes up her new position at the daily deals specialist on Mon, heading up the Groupon Getaways team based in Sydney.

More industry appointments on **page six** of today's **TD**.

Seven pages of news

Travel Daily today has seven pages of news, a full page of pics from the **Harvey World Travel** conference last weekend, plus full pages (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs



Indian Pacific Golden Outback adventure.

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Hahn Air

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EY cuts VAT red tape

ETIHAD Airways has announced a new system which will allow the 1.3m members of its Etihad Guest frequent flyer scheme to use their membership cards to help reclaim VAT on purchases made while travelling in Great Britain. The cards will be able to be used at both points of sale in UK stores and at customs desks at airports, allowing information on VAT claimable to be instantly retrieved for refund purposes. The technology is being developed in collaboration with a firm called Smartax Network.

Q Card readers for Tasman

QANTAS today launched the first international implementation of its high-tech Q Card automatic check-in system, with the readers now operational at several key trans-Tasman ports. Sydney, Wellington and Auckland are the first international airports to operate with the system, allowing trans-Tasman frequent flyers to simply scan their frequent flyer card and passport to receive a boarding pass within seconds.

The systems are available for Qantas Platinum, Gold and Silver Frequent Flyers, as well as Qantas Club members who hold an Australian or NZ passport. "It's all about cutting down the journey time for our customers," said Qantas ceo Alan Joyce. The 'Faster, Smarter, Check-in process' has "responded to the changing needs of Qantas' most valued customers" and had been well received on domestic routes, Joyce added. He said that trans-Tasman Q Card readers would also be rolled out across Melbourne, Brisbane and Queenstown in the coming weeks, with further plans to add Christchurch in 2012.

Travel Daily
on location in
Cook Islands

Today's issue of TD is coming to you from Rarotonga at the annual Kia Orana Cook Islands National Tourism Forum.

The Australian delegation at this year's Cook Islands Tourism forum are enjoying the generous hospitality of a number of Rarotonga properties. Moana Sands Beachfront Hotel and Villas offers fabulous views of the lagoon, reef and ocean from studio and villa rooms, along with the Paw Paw Patch restaurant and Bar, open daily for breakfast and dinner. Some are staying at the Sanctuary Rarotonga, a sister property to the Rarotongan Beach Resort and Spa. The Sanctuary is an adult only resort with 48 suites, a spa, wedding packages and a new Ginger Garden Asian restaurant. And the Edgewater Resort and Spa sits on six acres overlooking the lagoon, with 250 guestrooms and complimentary snorkelling gear and daily activities.

sales business improvement specialist
Brisbane based

Virgin Australia is again changing the face of the Australian aviation landscape. This is a unique opportunity to play an integral role in shaping the evolution of this iconic brand, and to become a part of a dynamic company that genuinely believes and demonstrates our people are our greatest asset.

We've recently announced the move to the *SabreSonic® Customer Sales and Service* (CSS) system with the migration expected to be completed by March 2013. To drive this change and represent the sales division in developing and releasing this new system and other project related initiatives over the next 12 months, we are seeking a Sales Business Improvement Specialist.

You will need extensive travel industry experience and previous experience in project management, GDS systems and large-scale change programs/projects.

To apply visit our website virginaustralia.com choose the tab "About Us", then "Careers", and access the current opportunities link.

Applications close Sunday 18 December 2011

now you're flying 

Wego ninemsn deal

ONLINE travel meta-search engine Wego is now powering the travel section of internet portal ninemsn, significantly boosting the site's range of travel options. Deals from over 150 suppliers are aggregated by Wego, with the firm's Australasian gm Dean Wicks saying the ninemsn pact gives them much more visibility. The system's technology collates travel products and deals giving users a choice of more than 300,000 accommodation options and over 500 airlines including all of Australia's low-cost carriers. The ninemsn implementation also incorporates daily deals, including "the hottest offers from Getaway Lounge, Living Social and Wego FAST:DEALS" and a newsletter option delivering the deals via email.

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ben?
?

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CLICK HERE for further details

TripAdvisor spin-off

EXPEDIA Inc's stakeholders have voted in favour of the spin-off of one of the world's largest travel sites, TripAdvisor Inc.

The transaction of the shares and stock deal is expected to be processed around 20 Dec, at which time it will trade on the US Nasdaq Global Market as TRIP.

After the spin-off Expedia will cease to have any ownership interest in TripAdvisor and will become an independent entity.



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Canada

NSW tops Xmas list

VICTORIA has closed the gap on NSW as the destination of choice to take a Christmas holiday to this year, to a single percentage point.

According to the latest Roy Morgan Research Holiday Tracking poll 26% of those surveyed are planning a holiday at Christmas/New Years to New South Wales, down from 29% last year.

Victoria was up 1 point year on year, while Queensland also saw a three percentage point drop to 16%, followed by other states/territories on 15%.

The survey also indicated a one point gain in the number of people intending to travel overseas for the festive season, up to 14%.

NSW guru training

DESTINATION NSW has rolled out the second module of its online training platform for travel agents, in partnership with Jetset Travelworld Group.

The second of five modules focuses more broadly on the state and follows the 'Introduction to NSW' module launched in Sep - see triplinettraining.com.au.

APD to hit BA growth

BRITISH Airways says it will halve the number of new staff members it recruits next year due to the punitive Air Passenger Duty tax which will increase by a further 8% in Apr (**TD** yesterday).

Willie Walsh, who's head of BA's parent company International Airlines Group, told the *BBC* that the carrier was also reviewing plans to add an extra Boeing 747 to its fleet due to an expected dampening of demand because of the APD increase.

Creative Thailand '12

CREATIVE Holidays has launched its 2012 Thailand brochure which features three new extended tours, 30 new properties and a collection of bonus night accom deals and upgrade offers.

Qatar adds 5th LHR

QATAR Airways will lift flight frequencies between Doha and London Heathrow with a new 5th daily service, effective 25 Mar.

The move boosts QR's weekly capacity to LHR to 35 flights.



US TV and movie star Alec Baldwin attracted headlines of the wrong sort yesterday, after he was kicked off an American Airlines flight for playing a game on his smartphone.

According to his Twitter feed, Baldwin confirmed that a "Flight attendant on American reamed me out 4 playing WORDS W FRIENDS while we sat at the gate, not moving".

Known most recently for his long-running role as Jack Donaghy in *30 Rock*, Baldwin threw quite a tantrum according to other passengers, who also tweeted that he had been asked to turn off the phone at least five times before the pilot decided to return to the gate.

A BRITISH woman has launched a new accommodation option for people who want to "rediscover the true meaning of Christmas".

Fiona Turton, based in the South Downs area of Sussex, is renting out her donkey's stable which offers a "cosy double straw bed, tea making facilities and heating".

Other options available at extra cost include shepherd outfits and bath towels, but the stable comes with free wireless internet - probably so that guests can instantly provide reviews of the back-to-basics property on TripAdvisor.

It costs £12 per night over the festive season, with all funds going to cancer research.



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Westin Abu Dhabi

STARWOOD Hotels & Resorts has debuted the Westin brand in the emirate of Abu Dhabi opening the 172-room Westin Abu Dhabi Golf Resort & Spa.

The property is located about 20 minutes from Abu Dhabi's Corniche waterfront and is owned by the emirate's Tourism Development & Investment Co.

ATEC Symposium rego

REGISTRATIONS for the 35th ATEC Symposium being held from 01-04 May on the Sunshine Coast have opened - see bit.ly/sympo12.

Cox & Kings/AAT link

COX & Kings in the UK has ramped up its Australian and New Zealand 2012/13 program, with the addition of new escorted group tours with AAT Kings.

Also new to the program are motorhomes in New Zealand, and dedicated pages to Samoa, Vanuatu and Hawaii.

Gatwick Express tkts

NEW ticket gates are being installed at London Victoria train station and at Gatwick Airport from next week for the non-stop rail-air link, Gatwick Express.

The new ticket gate lines will eliminate the ability to purchase tickets onboard the Gatwick Express from 12 Dec, with pax given the option to buy tickets either online, from customer service hosts, or ticket machines. See www.gatwickexpress.com.

Maldives departure tax

THE Maldives is to introduce a new Airport Development Tax of US\$25 payable by all passengers at the international airport, effective 01 Jan 2012.

Fiesta offline on Sat

FIESTA Holidays is advising that its office will be closed on Sat 10 Dec for a staff conference.

Normal office hours will resume from Mon 12 Dec, the firm said.



Hurry, log your sales by 19.12.11 to score a ticket at Emirates Stadium, London

Switzerland, tastier than ever

ONE European country that seems to be popular with Australian tourists is Switzerland.

According to Switzerland Tourism more Aussies than ever are enjoying the delights of the country with visitation from Australia increasing 10% over last year, and last night it celebrated its Swiss Winter Program launch, treating guests to a 5-course degustation dinner at the 5-Star Four Seasons Hotel, Sydney.

"Australians continue to be enthralled with the beauty of Switzerland and are increasingly enjoying travelling there," said Director Switzerland Tourism Australia Evelyn Lafone.

She said the most popular destinations for Aussie continue to be the Bernese Oberland, Zurich, Lucerne and the Lake



Geneva region.

"And what about our old train journeys across the Swiss Alps, city breaks and unrivalled winter sports," she added.

"The strong AU\$, big savings with Earlybird bookings and fast, easy connections from Asia to Switzerland have also helped," said Lafone.

Pictured are Evelyn Lafone, Switzerland Tourist Office & Sarah Vickery, Four Seasons Sydney.

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INSIGHT Vacations yesterday released its much-anticipated new India and Nepal program, with expectations it will make the destinations much more accessible to Australian travellers.

The not-so-well-kept secret was revealed in a tweet last month (**TD** 14 Nov) by Insight's global chief, John Boulding - amidst a teaser advertising campaign about the new programs.

MD Lorraine Sharp told **TD** the company was thrilled about the new brochure, which offers a total of 12 itineraries including two luxury Gold tours, four Premium escorted tours and six optional extensions across India, Nepal, Bhutan and Sri Lanka.

She said that until now India had been lacking a "quality escorted product that provides a hassle-free holiday with high attention to detail and a focus on comfort.

"Insight recognised this gap in the market, and a growing demand for this destination by our clients," she said.

Accommodation offered in the program includes top-line Taj properties in the Gold program, along with The Leela Palace and the Oberoi Hotel in Agra, where all of Insight's rooms face the iconic Taj Mahal.

The Premium itineraries, which will operate with smaller minimum numbers (average of 25 pax) than Insight's operations in Europe and the US, range from

eight to 14 days, including a lead-in "golden triangle" program called 'Essence of India' taking in New Delhi, Agra and Jaipur.

Essence of India is priced from \$2335ppts land only, while other example packages include the 14-day Imperial Rajasthan which starts at \$5006ppts including taxes and return flights from Australia.

The programs also include a range of private tours and experiential activities, as well as highlight lunches and dinners.

The first tours will operate from Aug 2012, with Insight now taking bookings and a range of airfare options in partnership with Singapore Airlines.

Sharp said that on some of the the top line Gold itineraries, which offer the ultimate in accommodation, agents can earn up to \$1000 in commission.

She said that the India and Nepal program was expected to appeal to both first time Insight travellers as well as the brand's legion of past passengers.

One of the add-on tours is a 'Call of the Jungle' addition to the Imperial Rajasthan trip, with the five-day extension including safari game drives in Banhavgarh and Kanha.

Lorraine Sharp is pictured above right with Maureen van Metter, who's heading to India tomorrow as part of a familiarisation in her role as a 'brand champion' for the new destination.

Thursday 8th Dec 2011

TripCase Pro extension

SABRE Pacific is offering users of the 'Pro' version of its TripCase smartphone app a further 12 months use free of charge.

An email sent to registered TripCase Pro trial users this week undertook to continue to provide the expanded facilities at no cost through until 31 Dec 2012.

The Pro version includes seat maps, traffic alerts, conversion tools in addition to live itinerary updates and flight information.

New Langkawi flights

MALAYSIAN regional carrier Berjaya Air has announced new flights to the island of Langkawi in the Andaman sea.

It's the airline's fifth destination, adding to Koh Samui in Thailand as well as Tioman, Redang and Pangkor in Malaysia.

Berjaya Air will operate four times per week between Kuala Lumpur and Langkawi using new generation ATR 72-500 aircraft.

The airline is part of Berjaya Corp which also owns Berjaya Hotels & Resorts - 02 9929 2829.

WIN AN iVENTURE CARD



The **iVenture** attraction pass offers great value and unbeatable convenience. It's the best way to see and explore all that Tasmania has to offer while saving money.

Today one lucky reader will win the **Tasmania Xpress pass** which gives a free entry into three of the city's attractions listed on the iVenture website, to the value of \$79.

To win, simply be the first person to send in the correct answer to the question below to: iVenture@traveldaily.com.au.

Any iVenture card holder in Tassie gets free entry to how many of Tasmania's top attractions and tours?

Congratulations to yesterday's lucky winner of **Gold Coast Xpress pass**, **Lalitha Murthy** from **World Aviation**.



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SIA Sydney requires a highly motivated and skilled Passenger Sales Executive to join the Sydney Sales team. The position is responsible for managing relationships with agency accounts and achieving revenue targets.

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- The ability to work with minimal supervision
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This is a full-time position. The successful candidate will be offered an attractive salary package including travel benefits, medical insurance and superannuation. Starting salary is AUD\$51,471 per annum.

Written applications should be forwarded to Mr. James Dunne, Manager NSW/ACT. Email: Cecily_Woo@singaporeair.com.sg

Applications close Friday 16 December 2011.

Only shortlisted candidates will be contacted.



Industry Appointments



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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.

Air Chief Marshal Angus Houston has been named as the next Chair of Airservices Australia, with his appointment commencing 03 Jun 2012. Houston has joined the Airservices board this week, and will replace current chair David Forsyth when his term expires next year.

Air Marketing Asia Pacific has appointed **Vera Gregson** as its new Western Australia Sales Manager.

China Southern Airlines has appointed **Paul Lim** as its new Commercial Manager in Perth. Lim's career has included 11 years with Royal Brunei, including as national sales and marketing manager and acting country manager for Australia and New Zealand. He joins new CZ Perth Airport Operations Manager, Nik Bebach, in the China Southern WA operation.

The **Association of Corporate Travel Executives** has appointed **Georgie Farmer**, head of Asia Travel at Microsoft's Global Procurement Group, as its new Australasia Region Board Representative. ACTE has also named **Aileen London**, senior manager Global Meetings Asia-Pacific for Oracle Corporation as regional chair for ACTE's new Australasia Region.

STA Travel Asia Pacific managing director **Michelle Cox** has been appointed to the global role of International Brand Director for the Travel Corporation's **Contiki Holidays**. Her appointment will be effective 01 Feb, and will see her relocate to Contiki's Geneva head office.

Stewart Manson has been appointed to the position of Senior Guest Experience Manager - Development Role at **Holiday Inn Potts Point**. He moves from his most recent role of Front Office Manager at the Heritage Hotel in Queenstown, New Zealand.

Richard Morgan has taken on a new role as Director Business Development Asia Pacific for **Sabre Airline Solutions**, moving across from his previous position with Sabre Pacific as the GDS firm's general manager of Sales, Marketing and Product.

AMR Corporation, the bankrupt parent company of **American Airlines**, has named AA's treasurer **Beverly Goulet** as its chief restructuring officer. In this role Goulet will oversee the operation's Chapter 11 bankruptcy, while AA has also named **James Ream** as senior vice president of operations in addition to his existing position in charge of maintenance and engineering. His new operations role will replace **Robert Reding** who will retire at the end of the year. Other departures include **Monte Ford**, chief information officer, who will be replaced by **May Leibman**, currently head of the AAdvantage loyalty scheme. Vice president of employee relations **Mark Burdetta** will also leave 31 Dec, and will be replaced by **Denise Lynn** who is vp of flight service. CEO **Gerard Arpey** announced his retirement when the company declared bankruptcy, and has been replaced by **Tom Horton**.

African safari specialist **&Beyond** has named **Joss Kent** as its new Chief Executive Officer. Kent was previously global ceo of Abercrombie & Kent and in his new position will also lead &Beyond's tour operating division which operates in 16 countries around the world.

VisitCalifornia has appointed Aussie chef **Michael Moore** as its first official culinary ambassador. Moore owns Sydney's iconic Summit Restaurant, and is also well known for his numerous cook books and through appearances on TV shows such as *Junior Masterchef* and *Sunrise*.

Alan Porteous has been appointed as the new general manager of **U Paasha Seminyak Bali**. Porteous' career includes gm roles at a range of properties including Vanuatu's Iririki Island Resort, The Rarotongan Beach Resort & Spa in the Cook Islands and Peppers Bale, Port Douglas.

LH A380s to Houston

LUFTHANSA is to commence Airbus A380 services to Houston from 01 Aug, with the hub saying Bush International will be the first Texan city to get superjumbos.

MSC readies for Divina delivery

MSC Cruises, riding a wave of record sales from Australia, thanked the industry last night at their Sydney offices for their continued support in boosting sales in 2011.

MSC, which is about to launch its newest passenger ship, *Divina* on 26 May in

Marseille, France says its biggest seller ex-Australia is the Grand Mediterranean 14-night cruise.

The sailing combines East and West Mediterranean cruises, and is about to be further enhanced with the launch of *Divina*, the 12th and newest passenger ship in the MSC fleet.

The 4,363 passenger Fantasia Class ship will sail the Eastern Mediterranean, while luxury sister ship *Splendida* will cruise the Western Med offering a combined 14-night cruise of the most wonderful ports in the Med. "We've always had that wow factor and *Divina* will take us to new heights" said Lynne Clarke, Managing Director of MSC Cruises Australia and New Zealand.

After its maiden six-night Mediterranean cruise from Marseille to Venice, *Divina* will take on a series of seven-night

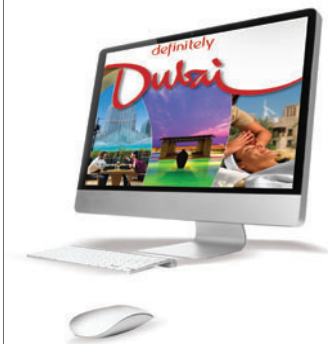


Eastern Mediterranean round cruises from Italy's Bari, Greece's Katakolan, Turkey's Izmir and Istanbul and Croatia's Dubrovnik.

Cruises will be priced from \$939pp twin share.

Pictured at the event in Sydney from left are: Angelya Vassiliadis-Balaguer, Dubai Tourism; Emanuele Attanasio, Italian Tourist Office & Lynne Clarke, MSC Aus/NZ md.

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AA/Hainan codeshare

AMERICAN Airlines and Beijing-based Hainan Airlines have announced plans to begin code-sharing on services between China and the USA, and on select domestic services.

New Celebrity suites

CELEBRITY Cruises has revealed *Celebrity Reflection* will feature five 441-sqft stateroom & 118-sqft veranda entirely new Signature Suites on the ship's 14th deck when it launches next year.

Reflection will also feature the cruiseline's first 2-bedroom suites, dubbed Reflection Suites.

All smiles for top Harvey World agencies

LAST weekend's Harvey World Travel Symposium (*TD* Fri) included a Gala Awards Presentation and Dinner, with awards presented to lots of high achieving agents and suppliers.

The HWT Airline of the Year was Singapore Airlines, while Agency of the Year awards went to HWT Belmont Central (NSW Regional/ACT Country), HWT Winston Hills (NSW), HWT Toowoomba (Qld), HWT Mount Gambier (SA/Tas/NT), HWT Eltham (Vic) and HWT Mandurah (WA).

And the coveted Spirit Award went to Cindy Lee from HWT Blacktown, Seven Hills and Lithgow.



ABOVE: Kelley Matson, HWT regional business mgr is pictured with Grant Horrigan from HWT Mt Gambier, Simon Clark and James Kotsiros, HWT Vic Business Mgrs, and Anton Loeb, Cover-More.



ABOVE: Sue Ball and David Sorpassa, HWT Qld business mgrs with Bernie Freyling and Leah Fuller, HWT The Ridge and Anton Loeb, Cover-More.



ABOVE: Cath Bisaro, HWT Regional business mgr; Cathy Tees and Melanie Stedman with the team from HWT Winston Hills and Anton Loeb, Cover-More.

RIGHT: Anton Loeb, Head of Sales Cover-More; Cath Bisaro, HWT Regional Business Mgr; Kimberly Day, HWT Belmont Central and Hamish McCracken.



RIGHT: "Prime Minister Julia Gillard" presents the DriveAway Holidays award to Maxeine McKeon.

RIGHT: Travel Indochina was announced as the exclusive pre and post touring partner for next year's Harvey World Travel Symposium, which will take place in Ho Chi Minh City (*TD* Mon).

LEFT: Melissa Hadaway and the team from Harvey World Travel Eltham with HWT business managers Kelley Matson and James Kotsiros.



RIGHT: The event kicked off with a Great Harvey Barbie at Taronga Zoo.

MD David Rivers is pictured with the weekend's MC, cartoonist Warren Brown.

RIGHT: Leave it to Diva opened the Symposium with a 'where it all began' performance'.



BELOW: Special guests at the event included HWT pioneers Scott Harvey and Paul Fleming.



AAT Kings air credit

AAT Kings is offering air credit of \$250pp on flights to New Zealand and Tasmania when combined with any NZ tour and seven-day or longer Tassie tour.

The deal applies for travel until 31 Mar if deposited by 31 Dec.

WA Events calendar

TOURISM Western Australia has launched its 2012 event calendar with a record 84 events to be held in 58 locations across the state.

China Qld delegation

A GROUP of 280 trade & corporate business delegates from China arrived in South East Queensland on a four-day familiarisation.

The visit to the Gold Coast and Brisbane has been coordinated by Tourism Queensland, Gold Coast Tourism, China Southern Airlines and other partners, and aims to build relationships between trade representatives of both nations, TQ's chief executive officer Tony Hayes said yesterday.

Among the delegation are senior airline management and senior execs from CZ's top travel and ticketing agencies.

In addition to showcasing the region to the delegation, the trip includes China Southern's annual staff and client appreciation event.

Hamilton Island on top of Google search

SEVEN Australian holiday destinations have been named in the top 10 most popular travel-related searches for 2011 by Google Australia.

Of those, four were located in Queensland, with Hamilton Island at the top of the chart, Port Douglas in 5th place, Hayman Island in 6th and the Great Barrier Reef in 7th.

Queensland Tourism Minister Jan Jarratt said the "coup" for the Sunshine State was directly attributable to the success of the State and Gillard govt's \$12m 'Nothing Beats Queensland' campaign which launched after last summer's natural disasters.

"Google receives billions and billions of search queries each year, so it's great to know that the

allure and appeal of Queensland continues to shine, despite the challenges of 2011," Jarratt said.

Byron Bay and the NSW Blue Mountains placed 3rd and 4th respectively, while Uluru was in 8th spot.

The three international hot spots included Hawaii (2nd on the Google search results), New York (9th) and Las Vegas (10th).

PHG multi-gen focus

PREFERRED Hotel Group are to launch a new website next year designed to aid multigenerational travel and reunion planning.

The Preferred Family website has been designed to cater for what PHG says is one of the "hottest trends in travel and hospitality."

The site will feature Preferred Family certified hotels & resorts that offer unique amenities, customised packages and activities that suit young and old travelling companions.

Virgin 4 year refit

VIRGIN Australia's fleet livery switch from brand names Virgin Blue, V Australia, Pacific Blue and Polynesian Blue is expected to take four years, the carrier says.

DJ says the extended period of change will minimise the operational impact for guests.

During the period Virgin Australia will also be upgrading its fleet with new interiors.

HA traffic surges 4.5%

HAWAIIAN Airlines has reported a 4.5% year on year increase in passenger numbers during the month of Nov, to 707,450.

NCL Alaskan addition

NORWEGIAN Cruise Line will deploy a third vessel to Alaska for the 2013/14 season, with *Norwegian Sun* to operate a series of voyages from Vancouver to Whittier from 20 May 2013.

Send in your Christmas photos and win a night in at Fraser Suites Sydney!



LEFT: *Travelport's Ruby Royale Christmas Party. Pictured clockwise from front left: Ofa Vakameilalo, Dominique Constantinidis, Jennifer Clubb, Rachel Menhennitt, Lindel Duquilla & Paul Ramos at the centre front.*

Travel Daily's popular Christmas photo competition is back!
Our good friends at Fraser Suites Sydney are asking you to send in your work Christmas party photos and at the end of the month, they will select their favourite photo to win an overnight's stay in a Two Bedroom Suite, sparkling wine & a

fruit bowl upon arrival & complimentary car parking.

Bonus points will be awarded for photos that include a copy of the TD issue.

So get into the spirit and start snapping, then email your festive photos (including names of the people pictured) to: xmasphotos@traveldaily.com.au





Corporate International Consultant, Sydney

- ★ Award winning travel management company
- ★ Work in a team of 9 VIP Corporate Consultants
- ★ Salary to \$65k

Our client, a corporate travel management company is renowned in the industry as being the market leader in their field. They have a long standing impeccable reputation, and most people in corporate travel aspire to work for this leader.

They are currently looking for an experienced Corporate Travel Consultant to join their Corporate Division.

You will be managing your own portfolio of VIP Corporate Clients, working in a team of 9 very experienced consultants, all of whom have been in the industry for a long time and are renowned for their customer service and travel knowledge.

This is a rare opportunity for an experienced Corporate Travel Consultant who would like to work for a leader in corporate travel.

You will be rewarded with an outstanding working environment, have the ability to work within the most experienced travel team and they are offering a leading salary in corporate travel.

Contact **Sally Frape**
T: 02 9231 6444 E: sally@tmsap.com

Customer Care Online Travel Consultant - Brisbane

- ★ Do you love to give excellent customer care?
- ★ Do you like to deal with a variety of people?
- ★ This is a great chance to earn fantastic \$\$\$

This position is available for a short time as they are interviewing right now! And only the best need apply. You will be dealing with consumers, consultants, suppliers and affiliates while responding to any client queries as in a helpdesk online capacity. You also will be supported by a great team of people who do really love their job. The earning potential of this position is fantastically surprising. Having customer care, positive attitude and a can do work ethic is the key to being successful in securing an interview. To find out more about these exciting roles in Brisbane.

Contact **Lucinda Coorey** T: 07 3221 9916 E: lucinda@tmsap.com.

Business Development Manager

- ★ CBD District
- ★ Generous Salary
- ★ Boutique AGENCY

This Company is looking for a candidate who has a proven track record of success. Previous business development experience. Strong strategic and analytical skills. Excellent communication skills. Excellent communication skills. If you feel you are ready to make a career move for 2012 then this is the perfect opportunity.

Contact **Marie Anderson** T: 02 9231 6444 E: marie@tmsap.com.

Corporate Travel Consultant - SYDNEY

- ★ Top Industry Salary
- ★ High End Corporate Travel Clients
- ★ Award Winning Travel Management Company

We are looking for a candidate who is able to manage their own portfolio of VIP and corporate clients. You must possess strong IT and GDS knowledge and offer the kind of customer service that has clients coming back time and time again.

Contact **Marie Anderson** T: 02 9231 6444 E: marie@tmsap.com.

Inside Sales Executive, Sydney

- ★ Leading Corporate Travel Management Company
- ★ Entry level role into Sales
- ★ Base \$50k + commission

Are you a Travel Consultant looking to get in to sales?

Our client has an entry level role to help kick start your sales career.

The client: The fifth largest travel management company in the world due to their commitment on delivering a higher standard of corporate travel service and innovative technology.

This is an entry level role into sales which will see you responsible for: Cold calling, prospecting, get meetings, analyse client needs, build relationships with the client, working closely with BDM's.

The client would like someone with previous experience in the travel & tourism industry who is energetic, motivated and not afraid to pick up the phone.

Contact **Sally Frape** T: 02 9231 6444 E: sally@tmsap.com or apply online.

International Travel Consultant - Perth

- ★ Are you an experienced travel agent with exceptional customer service skills?
- ★ Are you work towards sales targets in a busy team environment?
- ★ Do you want to be rewarded for your great results?

We are currently looking for a motivated travel consultant to join one of the most dynamic travel companies in WA. If this sounds like you, contact us now!!

Contact **Mehdi Spighi** T: 02 9231 6444 E: mehdi@tmsap.com or apply online.

Junior Account Manager

- ★ Leading Online Company
- ★ Salary 65k plus super
- ★ Rare opportunity

Our client is a leading online company with offices throughout the world. They are currently looking for an experienced sales professional to join their team in Sydney. You will be motivated and driven and have previous experience in working towards tight deadlines. The role will see you developing and managing the region to maximize revenues.

Contact **Stacy Balderston** T: 02 9231 6444 E: stacy@tmsap.com.

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IT'S NOT SLOWING DOWN – CHECK OUT THESE GREAT NEW EXEC ROLES

COME FLY WITH ME

CORPORATE SALES - AIRLINE

SYD/MEL/PER/BNE – SALARY PACKAGE OTE \$100K+

If you have the proven ability to build new business through your initiative, relationship skills and target-driven attitude, this Airline has a place for you on their growing team. You will identify new business opportunities and build a pipeline using your confident, friendly communication and presentation skills to put you in the winning position. This is a revenue-generation role so you must be hungry and motivated to achieve targets.

CRUISE INTO AA TO STEER YOUR CAREER

OPERATIONS MANAGER (CRUISE)

SYDNEY – SALARY PACKAGE \$100K+

This role is now available as a result of exciting growth within this large organisation. As an Operations Manager for a new division your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures, budget control, good knowledge of cruise product and have the drive to succeed with a growing company.

THIS M.I.C.E ROLE WILL SEE YOU FIND THE CHEESE

OPERATIONS MANAGER – CONFERENCE & INCENTIVE

MELBOURNE – SALARY PACKAGE TO \$100k +

Bring your wealth of experience to the day-to-day program management team and add an edge of creativity and innovation to the design & delivery of the product. Extensive background in incentive travel & conference management is essential, as well as being a passionate leader of people with the motivation to drive team performance and service delivery to VIP clientele. Strong financial skills also required.

HIGH PROFILE POSITION TO TAKE YOU PLACES

CORPORATE ACCOUNT MANAGER

MELBOURNE – SALARY PACKAGE OTE \$80K

Get ahead of the game and raise your career profile by joining a leading Brand and managing prestigious Corporate clients. You'll be responsible for both the retention and growth of the business as well as identifying new opportunities to gain new clients. You must have outstanding communication and presentation skills and be experienced in account management, working in the corporate sector.

TRAVEL TECH HEADS TAKE IT TO THE NEXT LEVEL

GLOBAL ONLINE SUPPORT MANAGER

SYDNEY – ATTRACTIVE SALARY PACKAGE NEG DOE

If you are a travel technology executive with a global or APAC focus, then CHRISTMAS really has come early this year! This role will see you managing a team who are responsible for application services in a global sense. Bring your technical skills and knowledge about GDS companies and the relevant airline systems automation. Succeeding in a similar role but ready to play with the big boys? Call for a confidential discussion.

YOUR SIMPLY THE BEST

CORPORATE TRAVEL TEAM LEADER

SYDNEY & PERTH – SALARY PACKAGES TO \$80K

These roles are all about getting the best out of your leadership skills and getting the best from your teams which all add up to delivering the best in customer service to your clients. Coach & develop skills, manage workflow, identify process improvement opportunities and manage KPI's. You must thrive in a leadership role and enjoy having a positive impact on people and the business.

EUREKA! THIS ROLE IS GOLDEN

CORPORATE SALES MANAGER

NATIONAL - SALARY PACKAGE OTE \$110k +

Capitalize on this great opportunity with this leading corporate agency. You will be highly motivated to perform with a keen hunter mentality and the ability to surpass goals and objectives. With your proven skills in lead generation and negotiation skills you will be able to take advantage of this booming market for business travel. If you have a strong network in WA including mining & resources this is a gold mine waiting to be opened.

ADD SOME SPICE TO YOUR LIFE IN SALES

BUSINESS DEVELOPMENT / INDUSTRY SALES

SYDNEY – SALARY PACKAGE TO \$60K

You can step in to this exciting Sales role, get out on the road and keep on travelling until you reach the airport and head off to exotic international destinations! As an experienced BDM and having great product knowledge, you'll know how to run a territory, plan your call cycle, drive sales and business growth, train Agents on your product, and deliver pressos at conferences & expos. Make sure your passport is valid.

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

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