

experts

Introducing the new eXpertsplus Visa card.

As good as gold.

lufthansaexperts.com



Travel Daily AU

First with the news

Thu 13 Jan 11 Page 1

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

Refer A **FRIEND** to TMS and receive **\$100** voucher

* must have travel industry experience

Contact us on **02 9231 6444**



TD McEvoy feature

TODAY'S issue of *Travel Daily* includes a special feature on the impact of Oprah Winfrey's recent visit to Australia from Tourism Australia's managing director, Andrew McEvoy - see page four.

TCF termination

THE Travel Compensation Fund has advised of the non-voluntary termination of the agent trading as *Moore Leisure Travel* of Calga NSW (ABN: 68 001 788 156) effective immediately.

The TCF says the agent lacks sufficient financial resources.

viva! holidays

A first for Viva! Holidays...

Experience the glitz and glam of the 2011 Sydney Mardi Gras Festival

Hurry! Book your package today!



SYDNEY MARDI GRAS 11
GAY & LESBIAN

earn points Trip

For more information visit www.vivaholidays.com.au/agents or call 13 27 87

Oprah to recognise floods

HARPO Productions says it will acknowledge the devastating flood situation occurring in Queensland as part of the coverage of *Oprah's Ultimate Australian Adventure* TV series, set to air next week.

Tourism Australia confirmed to *Travel Daily* today, that Oprah's production unit has been closely monitoring the flood crisis, and that it will "definitely" be mentioned in the first broadcast of the four Australian episodes.

The Ultimate Australian Adventure episodes are expected to reach an audience of over 40 million viewers in the US alone.

At the moment, exact details on the type of acknowledgement Oprah is planning to provide for the state is unknown.

Tourism Australia says at this stage it's too early to assess the full impact that the Queensland floods will have on local tourism, but it's "doing all it can to feed out accurate information."

TA is providing the latest update to industry partners and consumers

Six pages of news

Travel Daily today has six pages of news and photos plus full pages of jobs from:

- TMS Asia-Pacific
- AA Appointments

using its network of regional offices, websites and other channels, the organisation said.

MEANWHILE, managing director Andrew McEvoy will be travelling to the USA for the annual G'Day USA event which kicks off this Sat.

His primary focus of G'Day USA is building travel industry and media relationships through events in Los Angeles, Houston, Dallas and San Francisco, targeting new tour operator development and corporate events opportunities.

See page four for Part 1 of a report on the 'Oprah effect' from Andrew McEvoy, exclusive to *Travel Daily* readers.

Transport to BNE

BRISBANE Airport is advising of a number of road closures due to flooding, which it says could delay travel to and from the airport.

Public transport options are also "extremely limited", with Airtrain services expected to operate on the hour and half-hour to Roma Street Station until 8pm tonight.

Passengers heading to BNE are advised to check 131940.gov.au or translink.com.au for the latest information on services.

The airport is also notifying Brisbane residents that it is not a designated evacuation centre.

Vietnam 11/12 Brochure Product Range Out Now

Click here to view new & preferred product for this destination.

Holidays qantasholidays.com.au/agents

viva! holidays



Qantas to DFW?

THE rumour mill of a potential new Qantas service to the USA between Sydney/Brisbane and Dallas-Fort Worth is in overdrive on online airline blogs, with speculation a thrice weekly operation will commence in May.

It's understood Qantas plan to fly one-way from Sydney nonstop to DFW, and then operate the return leg flying back via Brisbane, effective 16 May 2011, (due to headwinds), using either A380 aircraft or B747s.

The move was previously slated in *Travel Daily* on 29 Oct 2010.

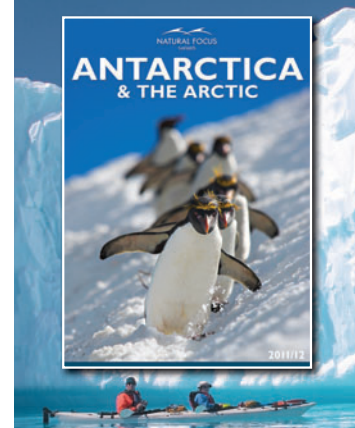
NATURAL FOCUS SAFARIS

Our 2011/12 Antarctica & The Arctic Brochure Is Out Now!

ANTARCTICA & THE ARCTIC

We are the experts in tailor made safaris and tours.

Contact
Natural Focus Safaris
on 1300 363 302
email info@awsnfs.com
www.naturalfocussafaris.com.au
Order brochures:
www.tifs.com.au



NO LEAVE NO LIFE

SATURDAYS AT 6:30PM

7

Tourism Australia



Corporate Implant - CBR

- ▶ Client implant office of Global TMC
- ▶ Canberra location, Galileo CRS preferred
- ▶ Strong customer service essential
- ▶ Salary to \$55K + super - Canberra

Call Liz Vibert
02 9278 5100
liz@inplacerecruitment.com.au



inPlace
RECRUITMENT

[click here for details](#)

Travel Daily AU

First with the news

Thu 13 Jan 11

Page 2

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

الإتجاه
ETIHAD
AIRWAYS

[Click for Etihad Interactive Tour](#)

UK airport security

THE Dept of Foreign Affairs and Trade is advising Aussie travellers to the UK to be alert to increased security arrangements at major transport hubs, following heightened terrorism advice.

Ancillary GDS fees

SABRE has begun showing fees on flights within the USA on Delta, United and Alaskan, for luggage, IFE & meals, according to displays.

AN ITALIAN SERENADE

MAY 11, 2011 - 15 DAYS



Italy's great 'cities of art', Venice and Rome, have been attracting visitors for centuries, but Italy has much more for the art lover to discover as this cruise around the coast of the Bel Paese will reveal. Explore the mosaics of Ravenna, the hidden gems of Palermo, the history of Cagliari, the Etruscan Tombs of Tarquinia and enjoy maiden calls to Crotone and Gaeta.

To book or request a brochure call your preferred wholesaler



*Terms and Conditions apply.

Dawn diverted to Sydney

THE Brisbane flood situation has caused P&O Cruises to alter the end course of *Pacific Dawn's* W102 'Week Fantastique' voyage, from the Queensland capital to Sydney (*TD/CW* breaking news).

Yesterday, P&O Cruises advised pax that the flood emergency had led to contingency planning for *Pacific Dawn*, with a final decision to divert the ship to Sydney on Sat made late yesterday.

Dawn set out from Brisbane on 08 Jan on its seven-day sailing with around 2,000 pax onboard, a few days before the heavy downpours struck Queensland's Darling Downs region.

P&O says passengers currently onboard the vessel have been advised of their new destination, and transportation in the form of flights with major airlines is being arranged for them to return to

TTF ce reminder

TOURISM & Transport Forum is reminding the industry that John Lee is the firm's new chief exec., replacing Christopher Brown.

For more industry appointments see page five in today's issue.

Click here to follow
Travel Daily on



Travel Daily
First with the news

Brisbane.

A relatively small number of pax are also being provided with accommodation in Sydney, and flights the next day, the cost of which is being absorbed by P&O.

P&O is also coordinating travel plans for pax preparing to embark on W103, also known as a 'Week Fantastique' voyage, from Sydney, due to depart late on Sat.

The cruise line said the safety and security of passengers was paramount in making the change.

P&O said the unprecedented measures to support the pax on the voyages "have become necessary because of uncertainty as to when the Port of Brisbane will be reopened to cruise shipping due to extensive debris in the water and the fast flow."

A spokeswoman for P&O Cruises told *TD* the diversion has resulted in very few cancellations for the W103 sailing (which is also operating at capacity), with an "overwhelming" number of pax saying they still wish to travel.

"Passengers have been very pleased at the steps we have taken to ensure they can still enjoy their holiday," she said.

A departure time and revised itinerary for Sat's cruise is currently being developed.

BAA traffic results

THE UK's BAA Group showed a 10.9% year-on-year drop in passenger numbers during Dec, handling 7.2 million passengers in the month.

BAA blamed the decrease on the disruptive effects of the coldest Dec since records began in the UK, with an estimated cost to the group coming in at about £24 million (AU\$38 million).



Window Seat

"I WANT to see the captain".

These were the words of a passenger on a flydubai flight from Amman to Dubai earlier this week, who threatened to blow the plane up when he was told that he couldn't see the captain during takeoff.

After the passenger was removed from the plane for questioning, it was discovered that he works as a co-pilot for an unnamed airline in the UAE.

He told security officials he was "just making a joke".

Obviously his joke failed to fly and the man was arrested, with an investigation now under way.

THEY don't seem to learn!

A 34-year-old French man was also charged following an incident of assault on a Delta Air Lines flight from Nice to New York last weekend.

During the flight, Franck Lebrun made several visits to the lavatory to have a smoke.

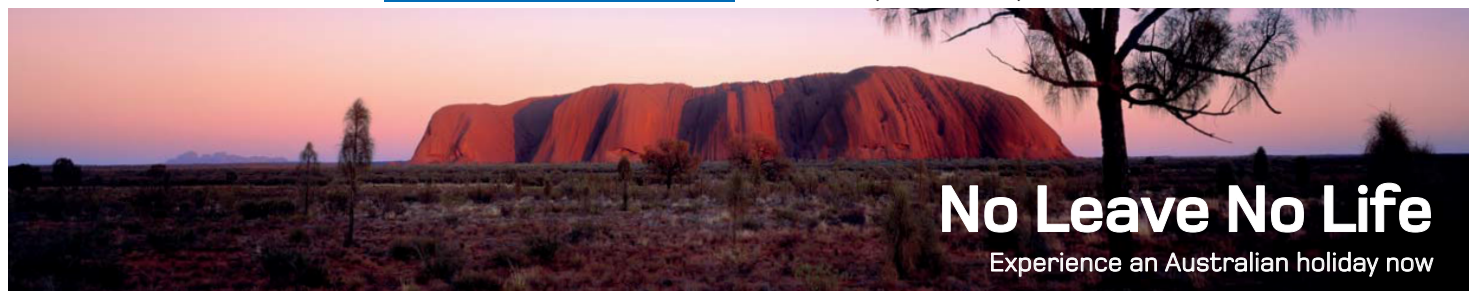
After being instructed on several occasions not to smoke by a female crew attendant, Lebrun, who also appeared intoxicated, aggressively pushed her with both hands.

He caused quite a scene on board screaming and yelling expletives in English and French.

To contain Lebrun, air marshals were forced to handcuff him and move him to the rear section of the plane.

However, this further agitated Lebrun, with passengers hearing him yell, "I'm French, f--- you!".

Both crew and pax were glad to say 'au revoir' on landing.



No Leave No Life

Experience an Australian holiday now



virginblue.com.au/noleavenolife



Vietnam Golf Escape
7 days/6 nights from \$2668*

Price includes:

- Return economy airfares with taxes
- 6 nights accommodation (4 star)
- 6 rounds of golf with green and caddy fees (18 holes)
- Private coach transfers
- Daily breakfast

Departs: 4 March 2011.

Early Bird Discount:
\$50 OFF per person if you book and full payment before 31/12/2010.

*Conditions apply. Per person, twin share. Minimum of 8 passengers travelling together.

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

Travel Daily AU
First with the news

Thu 13 Jan 11 Page 3

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

One of the world's youngest fleets.

QATAR AIRWAYS
الخطوط القطرية

CTED: Tourism jobs washed away

CAPRICORN Tourism and Economic Development (CTED) is expecting around 1,200 full time employees in the tourism and

hospitality industry will be without work for a prolonged period of time, due to the 03 Jan road, rail and air closures in and around Rockhampton.

The Queensland floods will also affect the casual and permanent part timers in the region who will receive no hours, resulting in no pay, says CTED ceo Mary Carroll.

"The irony is that the severity of these job losses are not because of businesses being inundated by flood waters, but rather by the capital of CQ, Rockhampton being inaccessible, therefore unable to trade due to inadequate road access on the national highway from the south and Capricorn Highway to the west," she said.

According to CTED, Central Queensland makes up 28.3% of tourism employment for the state with the accom market coming in second at 18% and gross regional product at \$343 million.

WA regional profiles

WESTERN Australia's regional profiles has been released this week for 2009/10 by Tourism Research Australia.

The document reports on the number of domestic and int'l overnight visitors, the top three regions visited, purpose of visit, transport experiences and travel party type.

It revealed that the largest inbound market for the state was from the United Kingdom at 18%, followed by Malaysia at 9% and Singapore at 7%.

The study also profiles tourism's contribution to local economies - to view the Regional Profiles report see www.ret.gov.au/tra.

WIN "CRUSTY DEMONS VOL.15" ON DVD

Every day this week, **Via Vision Entertainment** is giving **TD** readers the chance to win a copy of **Crusty Demons: Volume 15** on DVD.



One of the biggest selling action sports DVD/video's of all time; **CRUSTY DEMONS OF**

DIRT are known for their blatant disregard for life and limb while putting their motorbikes through some of the most mind-blowing aerial stunts known to man.

Crusty Demons Volume 15 is available now from all good retailers or online at www.viavision.com.au

For your chance to win your own free copy, simply be the first person to email the correct answer to the daily question below to:

crustydemons@traveldaily.com.au

What is Mason's favourite holiday destination?

Congratulations to yesterday's lucky winner, **Dominic Mehling** from **Hayman**.

Largest Airbus order

INDIAN low cost carrier, IndiGo, has placed a US\$15.6 billion order with Airbus for 180 A320s, which includes 150 new A320neos and is the biggest single order to be received by the manufacturer.

IndiGo is the first customer to order the A320neo, which features fuel efficient engines.

Lance promotes SA

CYCLING great Lance Armstrong has arrived in Adelaide ahead of this year's Tour Down Under, and is creating loads of interest in South Australia via his 'tweets' to over 2.7 million followers, as well as driving support for QLD floods.

DJ ceo on legroom

VIRGIN Blue chief executive John Borghetti says he's confident the carrier's cabin upgrade and roll out of new A330 jets in coming months will rival that of Qantas, and meet the needs of WA-based AFL players.

The comments follow AFL's decision to swap its carrier to that of DJ from Qantas late last year and subsequent remarks from Hawthorn president, Jeff Kennett saying that the welfare of players is at risk (*TD* yesterday).

Borghetti highlighted that Virgin already transports tall rugby league and basketball players on domestic routes.

Value Tours adds South America

VALUE Tours launched its 2011 New Zealand ski brochure last night in Sydney, featuring for the first time, snow holidays to South America, including packages to Argentina and Chile, as flagged by *TD* last week (*TD* 06 Jan).

Over the last six months the wholesaler said it has been working to "bring a bigger, better ski brochure" that has a whole new look and feel, and includes new product offers and resort information as well as dedicated family content.

New product includes the 'New Zealand Snow Passport,' for access to 19 different ski areas in NZ's North and South Islands and the 'Queenstown Action and Discount Pack' for holiday makers who want to experience high adrenaline activities.

Highlighted in South America are the Chile ski areas of Portillo and Valle Nevado, and Bariloche, an Argentinean resort.

"South America is largely an

undiscovered ski destination for Australians and is home to some of the best snow conditions in the Southern Hemisphere," said Value Tours gm David Owendale.

"With more than double the content of previous editions and expert commentary from well-known ski enthusiasts, this brochure has a real edge - and makes it the most useful tool in the market for helping Australians choose their next holiday of a lifetime," Owendale explained.

The ski season in South America runs from Jun-Oct and Value Tours will offer flights with LAN into Santiago.

Packages and info on Value Tours ski product in New Zealand, and its new additions South America, USA, Canada, Alaska, Europe and Japan can be found on the wholesalers new website.

The site offers dedicated ski and snowboard pages with improved search capabilities and a new look - valuetours.com.au.

Celebrity X Cruises®

Sale away

on Australia's highest rated† cruise ship **Celebrity Century** in Australia, New Zealand and the South Pacific

Save up to **\$900*pp**
and receive up to **US\$200***
Onboard Credit per cabin

Ends 28 Feb 2011
† Berlitz Guide to Cruising 2010

*For details **CLICK HERE**

Royal Caribbean® INTERNATIONAL

sale on now

Bigger Earlybird savings up to \$750*pp
on cruises to the South Pacific,
Australia & New Zealand

Book by 28 Feb 2011 ***CLICK HERE**

Accor GMs take a plunge



ABOVE: Accor's Queenstown general managers were put to the ultimate test in New Zealand recently, bringing in the New Year with a 43 metre bungy jump off the AJ Hackett's Kawarau Bridge.

The trio of GMs included Jim Moore, Novotel Queenstown; Lynne McVicar, St Moritz-M Gallery; and Paul Clark, Mercure Queenstown.

All confirmed that a serious meeting agenda was discussed on the way down, with the final outcome being, "never again".

QF buys simulator

QANTAS has purchased a CAE 7000 Series Level D full-flight simulator from Montreal-based CAE for about CAD\$13 million, according to Canadian sources.

The Qantas order is expected to be delivered in 2012.

oneworld iPad app

ONEWORLD has announced its airline flight schedules are now available to be viewed on a new iPad app that can be downloaded fby searching iTunes store in English, French, German, Italian, Spanish and soon, Portuguese.

Insight earlybirds

INSIGHT Vacations is offering Qantas and British Airways earlybird airfares priced from \$1969 when purchased in conjunction with an escorted holiday, paid in full by 14 Jan for travel from 01 Apr to 30 Nov.

Also on offer for a limited time is 'A Night on Us' including free one way transfers and one night pre accom valued up to \$400 per couple - insightvacations.com.au.



Business Manager NSW

Harvey World Travel is the most recognised retail travel brand in Australia. With a passion for travel and a dedication to excellence in service, the strength of the Harvey World Travel brand is our people.

We currently have an exciting opportunity available for a Business Manager based in Sydney focusing on NSW agents. This role is key role in establishing and maintaining the face to face relationships between the franchisor and the Harvey World Travel franchise network.

Focused on building and sustaining an overarching level of support and service delivery between Harvey World Travel (the business) and our Franchisee Network Partners to grow and maintain the strength of the franchise business and the franchisee's business.

To be successful in this role you will have a proven track record in business development, sound exposure and knowledge of the retail travel industry, strong business acumen and excellent relationship management skills.

If you are ready for an exciting opportunity with a market leading brand, look no further.

Apply now! careers@stellatravel.com.au

Rex graduation

REGIONAL Express will hold its 006 & 007 Cadet's graduation ceremony in Wagga Wagga, NSW at 10am on 02 Feb 2011.

The event will include Wagga Wagga MP Daryl Maguire as its guest of honour.

Part 1 - Oprah's visit Down Under

By Andrew McEvoy, Managing Director Tourism Australia



Bringing The Oprah Winfrey Show to Australia in December was a fantastic way to round off 2010 for Australia tourism.

Destination marketing is an integral part of what we do at Tourism Australia and the ability to get Oprah to come here was very much part of our global tourism strategy.

We will continue to think big and seek to implement the ideas that best demonstrate our campaign line, *There's nothing like Australia*.

A lot of hard work went into pitching to bring the show Down Under, planning the trip and now it's about leveraging off the four hours of destination television that will air in 145 countries to an estimated 70 million people.

What appears in the final edit is a closely guarded secret.

However, Oprah has promised a 'four-hour love fest about Australia' so I'm confident that we won't be disappointed.

The Australian tourism industry has rarely done anything on this scale before.

Oprah and her 302 guests visited 25 destinations, taking in every State and Territory, and were hosted by more than 150 tourism operators. Quite an achievement for just one week.

I was personally very proud of how the Australian tourism industry got behind the show, laid out the welcome mat and helped to demonstrate so passionately why *There's nothing like Australia*.

The real benefit of a project like this lies in the power of the broadcast medium, and The Oprah Winfrey Show in particular, to showcase Australia's unique visitor experience to a global audience.

Australia currently attracts around 480,000 Americans a year, who spend \$1.5 billion in our country.

Based on our own research, we believe there is the potential to grow this to 662,000 visitors spending \$2.3 billion by 2020.

Oprah is just a part of helping us tap into this huge market.

The 145 countries where these shows will be shown include 23 of our 33 key target markets where we expect significant tourism growth to come from in the next decade.

Some have questioned the cost of this project. Such scrutiny is entirely right but I believe that the \$1.8m spent by Tourism Australia and the additional effort by States, Territories and the industry in bringing The Oprah Winfrey Show to Australia has been money very well spent.

The visit has already generated close to 150 millions in national and tens of millions in global media exposure – and that's before the shows have even been aired.

We also know, anecdotally, that some of the operators who hosted Oprah and her guests saw an immediate spike in bookings immediately following the filming at their destinations.

It's important that we now capitalise upon the global exposure these shows will bring our country, by harnessing fully the marketing power of Tourism Australia, State and Territory Tourism Organisations and the commercial sector.

See tomorrow's Travel Daily issue for Part 2.



Unite's BA action

UNITE Union has plans to pursue legal action against British Airways as the third year of industrial action begins.

Members of the union have been advised they would be supported "as long as necessary".

The dispute stems from the airline's withdrawal of travel perks for employees who took part in the original strike action.

CCC Valentine's

CAPTAIN Cook Cruises has three Valentine's dining packages ranging from \$149pp for the Captains Dinner to \$99pp for the Top Deck lunch cruise, onboard the *MV Sydney 2000* on 14 Feb.

See www.captaincook.com.au.

SFCVB now SFTA

THE San Francisco Convention and Visitors Bureau has changed its name to the San Francisco Travel Association, after being unanimously voted by the Board of Directors earlier this week.

Kumuka 20% back

KUMUKA has brought back its 20% commission offer for a limited time, on tours booked and paid in full by 20 Jan 2011.

See www.kumuka.com/agents

NZ welcomes CZ

AIR New Zealand has welcomed the addition of China Southern Airlines flights to Auckland from its hub in Guangzhou (TD 05 Jan).

"This new service complements Air New Zealand's existing direct services between Auckland and both Shanghai and Beijing by opening up a third direct route which has not previously been available for New Zealand tourism as a whole," said deputy chief executive Norm Thompson.

Exotissimo Japan

DESTINATION Management firm Exotissimo Travel will offer tailor-made tours to Japan after adding the destination to its portfolio of six Asian destinations, effective 01 Mar 2011.

The company will set up an office in Tokyo's business district of Minato, to compliment its offices in Vietnam, Thailand, Cambodia, Laos, Myanmar and Indonesia and sales offices in San Francisco, Paris, Berlin, Barcelona and Melbourne.

LAN dec pax stats

LAN Airlines recorded a 13.7% year on year increase in system passenger traffic during Dec due to an 8.8% rise in capacity.

International flights were the main contributor to total passenger traffic, accounting for approximately 71% of the total, with the airline putting the large number down to the increase in routes to the United States and other regional areas.



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.

John Blacket is the Ramada Resort Breakas Beach Vanuatu's new general manager. The hotel is one of the latest properties to be added to Wyndham Hotel Group's portfolio.

Doyal Tourism Services has been named the global cruise market representative for the SinoTech Group.

Greer Krige has joined Sabre Pacific as its new marketing manager, effective immediately.

Abacus International has announced the appointment of Danny Kondic as its Vice President, Channel Management. He brings 20 years experience in the travel industry and has proven results in top level sales, marketing and key customer management roles.

China Southern Airlines has announced the appointment of Henry He as regional general manager Australia/New Zealand, to be based in Sydney. He was previously GM for China Southern Airlines' Taiwan branch, based in Taipei, and replaces James Liu.

Brett Wilson has been appointed as General Manager for Anantara's newest property, Anantara Bangkok Sathom, which launches next month.

The Bradford Group has named Karen Hoffman as the New York-based firm's new president.

Mercure Macquarie

THE Mercure Centro Hotel Port Macquarie is offering free continental brekkie for two adults and two children, during its Endless Summer promotion.

Hotel rooms start from \$189 per night - accorhotels.com.

Tempo discounts

TEMPO Holidays is offering a saving up to \$400 off per couple on its three-day Chateaux and Vineyards of the Loire Valley private tours in France, now priced from \$1830ppts, when booked by 15 Feb 2011.

REGISTER NOW

TRADE.TRAVELNT.COM

Gold Coast
Sydney
Canberra
Melbourne
Geelong

NT MUSTER

WIN A HOLIDAY TO VANUATU

Throughout January, **Travel Daily** is giving travel consultant readers the chance to win a fabulous Vanuatu holiday package for two, courtesy of **Air Vanuatu**, **Vanuatu Tourism Office** and **Warwick Le Lagon Resort & Spa Vanuatu**.

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila; five nights accommodation at Warwick Le Lagon Resort & Spa Vanuatu and daily buffet breakfast for two.

Every week **Travel Daily** will ask a different Vanuatu-related question – just read the issue and email us your answer. There will be five questions in total.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Vanuatu holiday.

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



Q.2: Discover What Matters when you fly Air Vanuatu - how many of these are offered?

1. Complimentary meals and drinks, including alcoholic beverages
2. A modern aircraft fleet & free inflight entertainment
3. 23kg free baggage allowance plus 7kg cabin baggage (in economy)
4. Qantas Frequent Flyer points

Hint! Visit: www.airvanuatu.com

Click here for terms & conditions



UA adds LAX/GDL

UNITED Continental Holdings is launching a new daily nonstop service between Los Angeles and Guadalajara, from 03 May, to be operated by Continental Airlines.

Ritz-Carlton Dubai

THE Ritz-Carlton opened its second property in Dubai yesterday, The Ritz-Carlton Dubai.

The property has 321 hotel rooms and 124 residences.

SINGAPORE AIRLINES



Ticket Assistant Sydney Office

A Ticket Assistant is required to fill a full time, day worker position in our Sydney office.

A good entry point into our Ticket Office, successful applicants will require good telephone and interpersonal skills and a strong service ethic.

The salary range will be between \$37,906 pa and \$44,300 pa. The successful applicant will also be entitled to travel benefits and subsidised health insurance.

Applications should be addressed to Manager NSW & ACT, Matt Raos, and sent to the following email address by COB Thursday 20 January 2011.

anastasia_petsas@singaporeair.com.sg

Only shortlisted candidates will be contacted.

Vaccination site

VACCINES manufacturer, GlaxoSmithKline has launched a new website to provide Aussies with simple information on vaccine-preventable diseases.

Myvaccination.com.au is "built around the key concepts of 'preventing infection' and 'maintaining immunity', and could come in handy for travellers.

DJ fined for spam

VIRGIN Blue has been fined \$110,000 by the Australian Communications and Media Authority and will be required to undergo and independent assessment of its electronic marketing practices, after it was reported to be sending spam to customers who try to cancel their subscription.

The ACMA said DJ should have identified the problem sooner.

Blue Lagoon issue

BLUE Lagoon Cruise is advising travel agents and wholesalers that they are continuing to have internet/online service issues.

For all bookings yet to be confirmed, agents are required to faxed them to the Fiji operator on +679 666 4098.

For requests not received within the last seven days, agents are instructed to phone Blue Lagoon's reservations department on +679 666 1622.

TMS workshop

TMS Academy and the Hospitality Sales and Marketing Association International Australian chapter have partnered to host a Revenue Management Concepts workshop, being held in Sydney on 24-25 Feb.

TMS says the workshop will provide a deeper understanding of systems, pricing and distribution channels.

Email Adelyn Ngion for more info adelyn@tmsacademy.com.

DL 'bump' auction

DELTA Air Lines has started an online auction for passengers who are willing to be 'bumped' off an overcrowded flight.

Pax can bid on computers or at airport kiosks, with the airline taking the lowest bid first and paying pax in 'Delta Dollars' to be used on future flights.

OAG appointment

AVIATION data solutions firm, OAG, has appointed Flightworld American Express as its Australian representative, to handle its corporate travel solutions and travel planning products.

St Regis BKK open

STARWOOD Hotels & Resorts will launch its first St Regis branded property in Thailand on 01 Apr, the St Regis Bangkok.

To celebrate, the hotel has an opening special which includes accom in a Deluxe room, brekkie or a two-course dinner for two guests, a voucher of THB1,000pp (AU\$33) for use at the Elemis Spa and internet access, all priced from THB7300 (AU\$242).

There's also a room upgrade to an Executive Deluxe room, for stays until 30 Jun 2011.

Carnival schoolies

CARNIVAL Australia says it will continue to ban its 'schoolies' cruises', despite being given a two and a half year exemption from the age discrimination legislation, by the Australian Human Rights Commission.

The firm said the ban remains due to a key element to maintain onboard safety and security.

WHOLESALE CRUISE CONSULTANT

Do you want to work as part of a small dynamic team in the cruise wholesale industry?

Cruise Abroad is looking for a person who has at least two years experience in this area or is currently working as a cruise consultant in a travel agency.

You will preferably have:

- ICCA Cruise Consultant accreditation
- A working knowledge of Sabre and Tramada
- A good understanding of airfares
- Good verbal and written skills
- Proficiency in the use of Outlook, Word and Excel

Remuneration is a base salary plus commission on sales.

The position is located in North Sydney with regular business hours Mon to Fri.

Send your application with Resume to admin@cruiseabroad.com.au



Develop Your Career Action Plan

Let us help you find your next opportunity



Hot Jobs (Australia) - January 2011

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

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

Temp or Contract Executive - Alex and Sharon - Sally Frape

JOB OF THE WEEK!

EXECUTIVE RECRUITMENT CONSULTANT, Travel & Hospitality

- Central CBD office
- Relaxed working environment
- Pkg \$100k +

TMS Asia Pacific, is currently looking to grow and build their executive recruitment division. This is your chance to create your own success and work alongside a supportive manager and a competitive team culture. Your responsibilities within the role will include sourcing, introducing and representing candidates at an executive level to our client base. It is crucial that you can demonstrate a strong client focus, ability to build rapport and establish relationships quickly. We are either looking for an experienced recruiter or someone who is currently working within the travel industry and who is looking for a change. An attractive salary package is on offer.

Contact **Fujio** at TMS Asia Pacific T: 02 9231 6444 E: fujio@tmsap.com



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

Temp To Perm Opportunity - Toorak

- Must have Galileo CRS
- High achieving, thriving agency

We are looking for a retail travel consultant that likes a challenge and can think outside the square! This is a great opportunity for someone to 'try before they buy', in this busy, expanding retail travel agency. Must have a minimum of 12 months retail consulting experience.

Contact Sharon Moss T: 03 9602 1809 E: sharon@tmsap.com or [apply online now!](#)

Corporate Travel Consultant - Perth CBD

- Excellent company benefits
- Salary up to \$50k - depending on experience
- Immediate start

Want to work in Corporate Travel? This renowned travel company requires a Corporate Consultant. Ideally you will have previous consulting experience. You will have great customer service skills, an excellent phone manner and email communication skills, a professional presentation and an ability to work well both individually and in a team environment. The work is of a high volume so candidates must have excellent time management and attention to detail.

Contact Stacy Balderston T: 03 9602 1809 E: stacy@tmsap.com or [apply online now!](#)

Business Development Executive

- Do you have experience in a BDE or BDM role in Wholesale travel?
- If so, we would like to hear from you!

Our client is a reputable and successful travel Wholesaler who is currently looking for an experienced Sales Representative. You will be responsible for promotion and education of products and services to travel agencies as well as representing the company during events. The role will see you develop the network of travel agencies, conduct seminars, promotional activities and consumer info nights in order to generate sales and market share. You must be willing to travel to regional areas as well as overseas if required. You will have previous experience in a similar role in Wholesale Travel with proven record in driving sales figures and meeting targets. You are proactive, have sense of responsibility, you are independent and customer friendly. You also have proven problem solving ability and high level of oral and written presentation and communication skills. Generous salary package and overseas travel are on offer for the right candidate.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or [apply online now!](#)

Junior Account Manager

- Do you have solid experience with the hotel industry?
- Are you a successful account manager?

Our client is the market leading online hotel reservation service. They are currently looking for a Junior Account Manager to work in collaboration with the Account Manager in developing and managing his/her region to maximise revenues. Main responsibilities include monitoring the rate parity and locate the best rates and availabilities within your region, creating and ensuring the follow-up of commercial mailings to further develop the region, preparing and going on market visits, following up on cancellations, evaluations and complaints. You will also manage some of the hotel partners in the same region. To be successful in this role you will have previous experience in Sales or Account Management, you will be fluent in English, you will be pro-active, have sense of responsibility, independent, customer friendly and target focused. You will have good communication and commercial selling skills. You will be a team player, motivated and enjoy the sector of e-commerce and hospitality. Hotel School or University background preferred. Driver's license required.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or [apply online now!](#)

Retail Travel Consultant - Sydney CBD

- 9 month contract
- Must have Galileo CRS

In this role you will be taking enquiry over the phone and via email. You will be using your excellent customer service skills to book flights, offer destination advice on where to stay, car hire, tours and additional activities, mainly in Europe.

Contact Sharon Moss T: 03 9602 1809 E: sharon@tmsap.com or [apply online now!](#)

Business Development Executive- Sydney

- A genuine market leader
- Get on board and take your career to the next level.

This is a role responsible for generating sales for this highly acclaimed travel company. You will have the ability to establish and maintain relationships with customers across multiple channels and you will be responsible for identifying new customers. This position plays a key role in achieving annual revenue targets by generating sales leads, developing proposals and closing deals. If you have a background in business development in travel technology or corporate travel this is the role for you.

Contact Stacy Balderston T: 03 9602 1809 E: stacy@tmsap.com or [apply online now!](#)

Business Partnership Manager

- Would you like to be part of this success story?
- Are you an experienced BDM who is well networked within the industry?

The main objective of the role is to assist travel professionals to make a positive change in both their professional and personal life. You will recruit and develop personal travel managers with focus on growth and retention. You will develop and foster strong relationships with industry partners and the network. To be considered for the role you MUST have previous experience in a BDM role within travel industry. You will also have established travel consultants relationships in NSW, strong sales and interpersonal skills. Experience in recruitment would be highly regarded. In return, a competitive salary is on offer along with long term career opportunities. You will be able to make a difference in a highly successful and growing organisation.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or [apply online now!](#)

Sales Manager

- Do you have media sales experience?
- Do you have proven ability to plan, develop and execute online sales strategies?

Our client is a global Internet media company. Due to growth they are now recruiting for a Sales Manager position based in their Sydney office. The role will see you sell this company's online products and meet advertising revenue goals. You will be responsible for producing sales strategies, proposals and presentations for existing and new accounts. You will be building and maintaining relationships and partnering with clients to meet their sales and marketing objectives. To be considered for the role you will have 5 years solid sales experience, ideally solution selling, proven ability to plan, develop and execute online sales strategies, successful track record of meeting sales targets and ability to produce effective sales, particularly in the travel category. Excellent organizational and interpersonal communication skills with emphasis on presentation, analytical and sales expertise, and negotiation techniques are paramount in this role along with the ability to achieve results while working independently. You will hold a Bachelor's degree minimum. In return, a competitive salary, long term career opportunities and travel perks are on offer for the right candidate.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or [apply online now!](#)



Awarded
Best Practice
Accreditation
2010

Quality recruitment for the travel and
hospitality industries in Asia Pacific



BNE

MEL

PER

SYD

BKK

HKG

SHA

SIN

Partners in

DXB

UK

USA



EXCITING NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

**** HOT NEW ROLE ****

ONLINE AND TECHNOLOGY FOCUS NATIONAL ACCOUNT MANAGER

SYDNEY or MELBOURNE – SALARY PACKAGE OTE \$120K

Are you a talented, strategic Account Manager with a great understanding of the online world? Your knowledge of both travel technology and the "dot com" travel space will enhance your ability to deliver the value proposition and identify new opportunities to strengthen commercial relationships. You will be joining a global organization with future career scope.

MAKE A POSITIVE IMPACT ON THE BUSINESS

SALES & PRODUCT TRAINING MANAGER

SYDNEY – SALARY PACKAGE TO \$70K + incentives

Bring your experience in training and leadership to this newly created role with a growing company. You will be driven by seeing people reach their full potential and be passionate about quality customer service and driving sales performance. You'll need strong coaching & mentoring skills, performance management and experience delivering compelling training programs that really make a difference to the business.

YOUR TIME TO SHINE AND HIT THE ROAD

INDUSTRY SALES / BDE

SYDNEY – SALARY PACKAGE OTE TO \$60K + BENEFITS

Is your dream job to be on the road working as a Sales Rep in the travel industry promoting beautiful international product and hosting exciting educational trips for travel agents? If you can prove you've got the ability to drive increased sales, not just drop brochures, and have a genuine understanding of the BDE role, this is a rare opportunity for you to make the switch from retail agency to on the road sales – BE QUICK!!

A REVENUE ROLE THAT'S A LITTLE BIT FANCY

REVENUE ANALYST

SYDNEY – SALARY PACKAGE TO \$75K

Bring a fresh approach to revenue with this luxurious Brand. If you have all the standard skills in analysis, pricing, reporting and communicating across the business this position will sit you within a great team in a growing organization. You must be highly numerate with exceptional attention to detail and advanced Excel skills. This is a diverse role that will allow you to expand your skills and be rewarded with amazing benefits.

BE REWARDED AT THIS TOP COMPANY

RESERVATIONS MANAGER

MELBOURNE - SALARY PACKAGE TO \$60k + BENEFITS

Here is your chance to shine in this management role. As an experienced wholesale Reservations Manager you will have the ability to lead and develop staff along with working hands on with clients as required. Your senior management skills will stem from working in a similar role within a wholesale company with a solid background in management of staff. Earn additional benefits and work for a forward thinking company.

HOT SALES SKILLS WILL BE REWARDED HERE

BUSINESS DEVELOPMENT – M.I.C.E. SPECIALIST

SYDNEY – SALARY PACKAGE OTE \$100K++

If you are a consummate professional in Sales with experience in the MICE sector we have TWO prestigious clients offering great opportunities to join their winning teams. You must be driven by winning new business and love the exciting fast-paced world of the Events sector. Proven experience and demonstrated results are essential, and you will be rewarded with an amazing salary package and a fantastic team.

PROMOTE THIS SUPERB PRODUCT

WA. BUSINESS DEVELOPMENT MANAGER

PERTH - SALARY PACKAGE OTE \$75k including Car Allowance

Do you have a winning attitude with experience on the road? This fantastic travel product is one which you will love working for. Being solely responsible for the WA market you will be able to create a lasting impression, build sales and win new agents over to selling this dream product. With runs on the board you can prove that you're capable of managing this territory on your own. On-the-road experience is essential.

GET INTO ONLINE & WATCH YOUR CAREER SOAR

JUNIOR ACCOUNT MANAGER - SALES & CONTRACTING

SYDNEY – SALARY PACKAGE TO \$65K

Move across to the online space and join a rapidly expanding international organization. If you have experience in sales, contracting with hotels and maintaining strong client/supplier relationships you can use all of your experience in a diverse role that will offer you ongoing development. Some travel required as well as supporting senior staff and administrative duties.

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

Carmen Pugh
OLD & NT

Ph: 07 3229 9600

Kathryn Heberton
VIC, SA, WA

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