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# Travel Daily AU

First with the news

Thu 27 Jan 11

Page 1

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

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## Industry together for recovery

AFTA has today gathered the heads of Australia's travel industry in Brisbane to highlight the rapid recovery of Qld's tourism infrastructure.

CEO Jayson Westbury is joining with senior executives from Flight Centre, Jetset Travelworld Group, AOT, Qantas, Virgin Blue, ATEC, Tourism Queensland, TTF Australia, Tourism Australia and the National Tourism Alliance, with the event organised in conjunction with the Qld Tourism Industry Council.

See a pic on **page 3** plus tomorrow's *Travel Daily* for full coverage of the event which aims to showcase how the industry can support Qld by encouraging clients to book holidays there.

## QH UK/Europe out

QANTAS Holidays has today announced the launch of its 2011-12 UK & Europe brochure.

See **page ten** for details.

## 7 pages of news

A PACKED *Travel Daily* today has seven pages of news and photos plus full pages from:

- TMS Asia-Pacific
- AA Appointments
- Qantas Holidays
- Consolidated Travel

## oneworld offers Jetstar

JETSTAR ceo Bruce Buchanan has today announced a new fare agreement with the members of the oneworld airline alliance, which will see Jetstar sectors in Australasia able to be combined in a range of alliance fare products (*TD* breaking news).

Customers will be able to include Jetstar flights on its Round-the-World, Circle Pacific, Circle Trip Explorer and Circle Asia and South West Pacific fares, with the move initially applying to itineraries ticketed by oneworld carriers with existing interline agreements with JQ.

These include QF, AA, CX, JL, LA and RJ, with plans under way to extend the arrangement to itineraries ticketed by other members of the alliance.

The move sees oneworld add five new Australian destinations as well as 56 routes in total - including Jetstar's New Zealand domestic schedule.

Buchanan made the announcement at a conference in Singapore today, saying the move would "provide us with further leadership in the value based market".

For passengers travelling on the oneworld fares Jetstar will provide comparable baggage allowances, through check of

baggage between international flights, plus meals and comfort packs "on select services".

Buchanan also announced a new interline agreement between Jetstar and Finnair - JQ's 21st such airline partnership.

## New TMS gm named

TRAVEL recruitment company TMS Asia-Pacific has appointed Fujio Shibata as the firm's new general manager for Australia and New Zealand.

Shibata moves from his previous role as regional director for Melbourne-based hotel recruitment specialist the Manhattan Group, and his career also includes sales and marketing roles with Stamford and Bayview International Hotels.

TMS' Singapore-based ceo Andrew Chan said Shibata's international contacts and experience "are also expected to see us expand our operation into other new areas where we see huge potential for our various business streams".

MEANWHILE Sabre Pacific has named Greer Krige as its new marketing & communications manager, moving from the Sabre operation in London.

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

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Page 2

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**TRAFALGAR**

## Gong for ATEC chair King

LONG-TIME chairman of the Australian Tourism Export Council, John King, has been awarded the Order of Australia (OAM) "in recognition of his longstanding service to the tourism industry".

King's extensive career includes 12 years in senior executive positions with Tourism Australia's forerunner, the Australian Tourist Commission, including campaigns such as the iconic Paul Hogan "shrimp on the barbie" ads which screened in the US.

"This award means the recognition of a passion I have for tourism and more particularly, it involves recognition of the importance of tourism and the people I have worked with in various organisations," he said.

King has been ATEC chairman for almost five years, and also works as an advisor to various government organisations and tourism companies through his firm Global Tourism & Leisure.

### CI to cut SYD

TAIWAN'S China Airlines will reduce its Sydney frequencies from five to four per week, according to agent GDS displays.

The cuts to the A330-300 operation from Taipei will become effective 27 Mar.



He said he has no plans to slow down his commitment to the tourism industry, while new ATEC md, Felicia Mariani, said she was "delighted with his reward and recognition as a great leader for the tourism industry".

### EK/DJ FF deal off

EMIRATES this morning advised members of its Skywards loyalty scheme that its frequent flyer partnership with Virgin Blue will end on 31 Mar 2011.

Until then passengers can continue to earn Skywards Miles on Virgin Blue flights, as well as redeem for DJ tickets which have a year's validity.

Changes to Skyward DJ reward bookings will not be permitted after 31 Mar and members of the scheme also have until 30 Sep to claim missing Virgin Blue miles.

The split follows the wide ranging pact agreed between Virgin Blue and EK rival Etihad.



## Window Seat

AN unusual Canadian man has set off on the trip of a lifetime - leaving his wife at home and instead travelling with six inflatable sex dolls.

57-year-old Dave Hockey has so far taken his special toys to landmarks including Niagara Falls and Stonehenge, and insists that his wife doesn't mind his unusual hobby.

"She isn't threatened by the dolls - she knows I'm not going to run off with an 80 pound piece of silicone," he said.

AUSSIERS skiing at Vail Mountain in Colorado yesterday would have felt right at home.

As well as enjoying more than a metre of fabulous fresh snow, all on-mountain restaurants at the resort offered a special Australia Day menu including meat pies and sausage rolls, plus a big Aussie barbecue.

And that's not all - this week skiers and boarders at the resort will be given a special limited edition sticker (right) to help celebrate all things Australian at Vail.



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**Travel Daily AU**  
First with the news

**Thu 27 Jan 11** **Page 3**

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**Queensland back in business**

ABOVE: Today the top echelon of Australia's travel industry has gathered in Brisbane for a special event aiming to show solidarity with Queensland following the flooding in parts of the state.

Queensland Tourism Industry Council ceo Daniel Gschwind said he was overwhelmed at the show of support, saying it was an indication of a "truly united industry" through a very tough time for Queensland.

"This is such a show of strength...ferocious competitors working together shows a very strong message," he said, urging travel agents from across Australia to "pass on the message of confidence" to their clients.

A number of attendees will also take to the skies in a helicopter tour, to see how quickly the waters have receded and that the city is ready to welcome visitors again.

Some of the guests are pictured above in the sparkling Brisbane sunshine at the RiverLife Adventure Centre, from left: AFTA ceo Jayson Westbury; Jetset Travelworld Retail ceo Warwick Blacker; Travelscene American Express head Mike Thompson; David Rivers, ceo of Harvey World Travel; Jetset Travelworld Group head of wholesale Simon Bernardi; AAT Kings md Tammy Marshall; Hugh Houston from AOT Holidays; and Tourism Australia head of marketing, Nick Baker.

## TSAX Symposium

TRAVELSCENE Corporate's 2011 Symposium will have a *Destination Transformation* theme when it's held in Shanghai in May.

According gm David Padman, the theme was chosen so that Travelscene Corporate members could be informed of the shift in technology, social and economic change and how to take advantage of the situation.

## Getaway tonight

CHANNEL Nine's dedicated travel program *Getaway* returns to regular TV slots on Channel Nine tonight at 7:30pm, featuring travel related stories on:

- Maui, Hawaii
- Victoria's High Country
- Tasmanian Devils in NSW
- A wombat muster in SA
- Berlin by boat
- The Settlers Arms Inn, NSW
- a family friendly Fiji resort

## No Fiji closures

TOURISM Fiji has denied a number of speculative reports which made the outlandish suggestion that the organisation might close its key offices in Sydney and Auckland.

Newly appointed Tourism Fiji chairman, Dave Pflieger, said: "there are absolutely no plans to close or consolidate any of Tourism Fiji's offices," urging ceo Josefa Tuamoto to "stay focused on the key markets of Australia and New Zealand" which would continue to receive the majority of the country's FJ\$23.5m tourism budget.

"If anything, our key change for 2011 is to place even more emphasis on how and where we will be doing our marketing activity in Australia and New Zealand, so that we can maximise Fiji's return on investment in this key national industry," he said.



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We regret that only shortlisted candidates will be notified.

## Area Sales Manager NSW North



DriveAway Holidays, Australia's leading and award winning Car Rental Wholesaler is seeking an Area Sales Manager to work on a full time basis in NSW.

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## WIN THIS HAMPER!



This week German National Tourist Office is giving **Travel Daily** readers the chance to win this sensational hamper (pictured above).

The hamper is full of goodies from Germany: traditional sausages; Germany style bread and pasta; jam; dessert crème; a selection of chocolates; gingerbread; a desktop photo holder; Oktoberfest glass figurine; a dumpling kit; mini cookbook and a bottle of Schnapps.

For your chance to win this great hamper, simply send in an answer to the question below by COB on Friday 28th Jan.

**In 25 words or less tell us which area/s of Germany you would recommend to your clients wishing to enjoy a gourmet experience and why?**

Email your answer to:  
[gntocomp@traveldaily.com.au](mailto:gntocomp@traveldaily.com.au)



## Agency closure

THE Travel Compensation Fund has advised of the voluntary termination of the Yokine WA branch office of **Xpress Worldwide Travel** (ABN: 69 009 242 148) in WA on 24 Jan, as the office has ceased trading as a travel agent.

## Starwood in 2011

STARWOOD Hotels and Resorts Worldwide this week announced it will open a further 70 to 80 hotels within the next 12 months, with 70% of these expected to be outside of North America.

The hotels will be "high quality new build and conversion hotels," with the majority to be opened in the Asia Pacific region.

MEANWHILE, Starwood has signed a deal to operate a new property in Bali, the 107-room Westin Ubud Resort & Spa, which will open by Apr 2012.

## MSC Valentines

MSC Cruises has a range of Valentine's Day cruises on offer, including the 11-night Valentine cruise of the Mediterranean onboard **MSC Spenida**, departing 06 Feb, priced from \$1099ppts.

## RM adds SilverLeaf

CANADIAN train company Rocky Mountaineer has introduced a new SilverLeaf Service to complement its already well established GoldLeaf and RedLeaf carriage categories.

The single-level dome SilverLeaf carriage features oversized panoramic windows (167% larger than RedLeaf), rotatable seats which can accommodate groups of up to four, wine/beer with lunch and the service of two attendants.

Corresponding SilverLeaf accommodation in Kamloops is based on moderate-class hotels.

The new service offering will travel between Vancouver and Banff on select dates throughout the 2011 season, from May to Oct, on packages of three nights or more - for details see [www.rockymountaineer.com](http://www.rockymountaineer.com).

## QLD agent incentive

BROOME and the Kimberley Holidays is offering Queensland-based travel agents the chance to enter a draw for a four-night holiday to Broome for two.

Each new booking made up until 28 Feb earns an entry in the promo, which celebrates Qantas' new direct Brisbane to Broome service that begins on 03 Apr.

The prize includes QF airfares, four nights at Cable Beach Club Resort & Spa including brekkie and transfers, Willie Creek Pearl Farm tour and Classic Pearl Line Tour at Pearl Luggers - more at [www.broomekimberley.com.au](http://www.broomekimberley.com.au).

## AW agent DVD

ADVENTURE World will begin distributing a promotional kit to showcase its Pure Adventure and luxury products to travel agencies throughout the month.

The kit includes a DVD with inspirational imagery, niche destination video content and AW's personal travel tips.

## Cruise pullout

A NUMBER of cruise lines have cancelled calls this week in the Mexico west coast port of Mazatlan, after several incidents of theft and violence affecting cruise passengers on the **Azamara Journey** and Holland America's **Oosterdam**.

A mugger snatched a necklace from a passenger in one attack, while in another a crew member's laptop was stolen, according to **Seatrade Insider**.

Princess Cruises, Holland America and Disney Cruise Line have all diverted itineraries from Mazatlan - and Disney has made the move permanent, rejigging its regular calls at Mazatlan to instead spend extra time in Cabo San Lucas.

## Contiki Earlybirds

CONTIKI has launched earlybird airfare deals with Cathay Pacific from Australia to Rome priced from \$1559, when booked by 24 Mar in conjunction with a tour, and for travel 01 Apr to 31 Oct.

See [contiki.com.au/earlybirds](http://contiki.com.au/earlybirds).

## Magellan boasts 51st member

THE Magellan Travel Group has welcomed Victorian agent Aurora Travel as its 51st member, with the move effective 01 Feb.

Magellan gm Andrew Macfarlane said there are a further four outlets due to join by May this year, which will take the group of "high performing independent agents" to 55 in total.

Aurora Travel is based in Middle Park, Vic and operated by Judy Tanner as a boutique leisure and

corporate travel specialist.

Currently Magellan has 18 offices in Victoria, three in Tasmania (all Andrew Jones Travel branches), one in South Australia, nine in Western Australia, ten in NSW, two in the ACT and eight in Queensland.

Macfarlane also announced that Magellan would hold its 2011 Annual Conference at the Sea Temple in Palm Cove from 31 Aug-02 Sep.

## Magnuson on Gal

TRAVELPORT has signed a four year deal with the "world's largest independent hotel group", Magnuson Hotels, with the move giving Galileo and Worldspan connected agents access to more than 1,500 properties in North America and the UK.

## LH JFK A380 delay

LUFTHANSA has postponed the start up of A380 services to New York from Frankfurt by 10 days, to 28 Feb 2011, according to GDSS.

## SPAA against AA

THE Scottish Passenger Agents' Association is the next company to join the fight against American Airlines new Direct Connect link.

The move comes in reaction to Scottish passengers being charged an extra \$40 if their AA fares are booked through a 'non-compliant' booking channel like Travelport, the organisation said.

## Ryanair pass fight

IRISH low cost carrier Ryanair is in the spotlight after a Spanish judge in Barcelona ruled that the carrier's £40 additional charge for boarding passes issued at the airport was illegal.

Passengers for the past two years have been required to print out their passes at home or face the compulsory impost.

Ryanair said it is going to appeal against the ruling.

## Mercure UK Focus

ACCOR's Mercure brand and Focus Hotels have signed a franchise deal to rebrand 10 properties, adding 763 rooms to Mercure's inventory in the United Kingdom.

## QF ups change fees

QANTAS has this week advised it is boosting its change fee for Domestic Red e-Deal and Super Saver Fares by \$5, from \$50 to \$55, effective 23 Feb 2011.

## Consultants needed!



etm group of companies is a boutique corporate travel management company located in Toorak village who also specialises in high end luxury travel. We pride ourselves on our high level of customer service and our dedication to provide our clients with a unique and seamless travel experience.

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or 03 9521 5355



## NZ/DJ feedback

THE Australian Competition and Consumer Commission is inviting comments from interested parties regarding last week's acquisition of 14.9% of Virgin Blue by Air New Zealand (TD Fri).

The ACCC has commenced an informal public review of the deal under its Merger Review Process Guidelines, with submissions sought by 04 Feb via email (preferably in PDF format) to [mergers@accc.gov.au](mailto:mergers@accc.gov.au).

Submissions can also be made by fax to 02 9231 5652 or by mail to GPO Box 3648 Sydney 2001.

## AAT Kings 30% off

AAT Kings' Ultimate Australia Adventure deal is offering 25% off the second passenger travelling together on a Premium Tour of 10 days or more (excluding rail tours), as well as up to 30% off the second pax when travelling on select Flexi Trips.

The sale is on until 18 Feb, for travel until 30 Sep for NZ tours; 31 Aug for Tassie tours; and 31 Dec for NT, QLD, WA, SA and Kimberley tours - [aatkings.com.au](http://aatkings.com.au).

## PATA arrival figures

THE Pacific Asia Travel Association has released figures showing a significant rise in international visitor arrivals for the region during Oct and Nov.

Visitation across Asia was up 8% while the Pacific saw a 9% increase, with PATA forecasting the region would outperform the rest of the world for the full year with a total increase of 10-11%, compared to a global average of 6-7%.

## US snow chaos

TRAVEL across the northern United States has once again been thrown into disarray by a major winter storm.

Several thousand flights have already been cancelled, with airports in New York reporting delays of over five hours.

Other affected ports include Atlanta, Philadelphia and Washington D.C., with *USA Today* reporting the storm is likely to see up to 30cm of snow fall in "nearly every big city along the Northeast coast" of the USA.

## Invisible Horizon

US carrier Horizon Air has announced plans to "retire its public brand," and instead adopt the Eskimo branding of its parent company Alaska Airlines.

Horizon's Q400 fleet will be repainted with the new livery starting from next month.

## Very Green and Goldman

SYDNEY travel agency Goldman Travel celebrated Australia Day on Tue, with all staff invited to bring in lunch based on their "ancestral lineage".

GM David Goldman told TD the resulting fare on offer ranged all the way from good old Australian trifle right through to Hungarian cucumber salad - with lots of other delightful cuisine in between.

The agency's Josie Hanney is pictured right really getting into the Australia Day spirit.



## W Bali premiere

W Retreat and Spa Bali - Seminyak has a 'Premiere to Bali' package on offer, following the hotel's opening on 01 Mar.

The launch deal includes breakfast, US\$150 in retreat credit; free upgrade to the next retreat category and a surprise W gift, priced from US\$388 per night in a garden view retreat for travel between 01 Mar to 30 Jun. - see [whotels.com/baliseminyak](http://whotels.com/baliseminyak).

## Jumeirah DOTW link

DESTINATIONS of the World has announced a new direct connection with the Jumeirah Hotels and Resorts booking system.

DOTW said the development would "immediately provide 150,000 DOTW travel trade customers with seamless access to the best available rates and inventory" via the DOTWconnect booking system.

More details [www.dotw.com](http://www.dotw.com).



## Assistant Manager - Marketing

A unique opportunity awaits a dedicated, hardworking individual who wants to gain knowledge and experience across a varied role within a very busy travel marketing team.

You'll provide high-level marketing and administrative support to the Marketing Director, ensuring that the marketing strategy is delivered for a variety of brands and travel programmes operated by the Pinpoint Travel Group.

The ideal applicant will already be working in a tourism marketing or communications environment. You're well organised, a multi tasker and have the ability to work under pressure to meet deadlines. You possess exceptional verbal and written communications skills along with a strong foundation in the development of marketing collateral. An aptitude for Word, Excel and Powerpoint is a must and a basic knowledge of Photoshop and some html experience will be highly regarded.

Ideally, you will have a business degree with a marketing, communication or tourism focus, or be studying for higher levels and have a track record in travel/tourism marketing.

**If you are well organized, highly motivated, creative yet detail orientated and have excellent verbal and written communication skills – this could be the role for you!**

For more detailed information on the vacancy, please contact Diane Butler.

**All expressions of interest/applications (CV & covering e-letter) should be sent to: [diane.butler@au.pinpoint.biz](mailto:diane.butler@au.pinpoint.biz) by close of business Thursday 3rd February 2011.**

African Wildlife Safaris/Natural Focus Safaris, is a long established wholesaler specialising in tailor-made travel to Africa, Canada/Alaska, India, Bhutan, South America, Antarctica & The Arctic. View our website at: [www.africanwildlifesafaris.com.au](http://www.africanwildlifesafaris.com.au)



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Participating in marketing events like trade shows, seminars and consumer nights are some of the aspects of the role.

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Salary negotiable including benefits, must have own transport and be willing to travel regional/interstate & overseas when required.

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## 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](mailto:appointments@traveldaily.com.au).

**Spicers Hidden Vale** has appointed **Cieran Maxwell** as its new General Manager. Maxwell has moved across from his most recent role as gm Queensland for Toga Hospitality Group.

**Sally Cope** will join the **AOT Group** as National Sales Manager for AOT Holidays, effective 21 Feb. Cope has been in the industry for the past 20 years including holding senior sales and marketing roles with Travel2, Qantas, Voyages and most recently with Grant Hunt's Anthology group.

**Felicia Mariani** has taken up her new role as ceo of the **Australian Tourism Export Council**. She moves into the position following the departure of Matt Hingerty as ATEC md, from her previous role as CEO of Tourism Tasmania.

**Anna Denby** has taken on the role of PR and Communications Manager with **Air Pacific**. She will be looking after FJ's markets in Australia, New Zealand, Hong Kong, Los Angeles and the South Pacific Islands. Previously the carrier's public relations activities in Australia were undertaken by David Baker & Associates.

Australian based aviation consultancy **Aspirion** has announced the appointment of former Expedia Asia Pacific head **James Vaile** as its new chief operating officer.

Iconic Lake Tahoe California ski resort **Squaw Valley USA** will see **Julie Maurer** come on as its Vice President of Marketing and Sales effective 31 Jan. Maurer was previously with Vail Resorts. Squaw Valley is set for significant growth following its acquisition late last year by private equity firm KSL Capital Partners - the same company which owns Australia's Orion Expedition Cruises.

**Jermaine Craig** was taken up the position of Global Manager: Communications with **South African Tourism**.

The **Saujana Hotel Kuala Lumpur** has named **Sally-Ann Klap** as its Director of Sales and Marketing, moving from her most recent role as Director of Sales for Marina Bay Sands in Singapore.

A restructure at **Brisbane Airport** has seen **Stephen Goodwin** appointed to the role of General Manager Operations. **Krishan Tangri** is the new General Manager Assets, including responsibility for new developments, while **Andrew Brodie** is the airport's General Manager Terminal Retail. **Sarah Thornton** is BNE's General Counsel and Company Secretary; **Renaye Peters** is General Manager Property; **Jenna Buckner** is General Manager Parking and Transport Services; **Cam Macphree** is the airport's General Manager Aviation Business Development; **Tim Rothwell** remains Chief Financial Officer; and a new Strategic Performance and Development department will be headed up by **Gert-Jan de Graaf** as a "think tank" focusing on future opportunities, long term planning, growth and innovation.

**Willie Walsh** has formally taken his place as the ceo of the newly inaugurated **International Airlines Group** which has been formed by the merger of British Airways and Iberia.

Air Pacific ceo **David Pflieger** has been named as the new chairman of **Tourism Fiji**, replacing Patrick Wong from Matamanoa Island Resort. Tourism Fiji's revamped board also includes Lawrence Tikaram, a marketing specialist with Coca Cola in Fiji.

## EC blocks Aegean Olympic merger

THE European Commission has stymied the proposed merger between Greek carriers Aegean Airlines and Olympic Airlines after a 10 month investigation into the deal.

Aegean, which is a member of the Star Alliance, said that "an important opportunity for a consolidated representation in the European aviation market has been lost."

"Throughout last year we presented to the European Commission the benefits of the merger for our companies, our passengers and our country's economy," said Aegean chairman Theodore Vassilakis.

The group which owns Olympic said the EC decision would have negative consequences for customers, while benefiting both carriers' foreign competitors.

## Big year for Phuket

TRAVEL to Phuket in Thailand is booming, with arrival figures for 2010 showing an increase of 22% compared to 2009, making a total of more than 3.5 million visitors.

A report from consulting firm C9 Hotelworks says the growth is mainly due to expanded flight capacity from China and Russia.

## US\$325m UA loss

UNITED Continental Holdings has announced a fourth quarter loss of US\$325m, with the figure mainly due to the expenses of combining the two carriers.

Excluding these costs the overall result would have been a US\$160m profit, the carrier said.

## Air NZ addition

AIR New Zealand will operate domestic NZ flights to 27 ports across the country with the addition of services between Auckland and Paraparaumu.

The new route will debut under NZ's regional affiliate Air Nelson on 24 Oct this year, and will initially operate as three return services each weekday using a 50-seat Bombardier Q300 aircraft.

The flight time is about 70 minutes, with the move following a multi-million dollar investment by Paraparaumu Airport Limited to bring the facilities up to the standard required for regular commercial flights.

Works include resurfacing the main runway, lighting upgrades and new airspace safety systems, along with a new terminal building and car park.

Paraparaumu is located on the Kapiti Coast, in the south western region of NZ's North Island, about 50km north of Wellington.

## Stockholm Rezidor

THE Rezidor Hotel Group has opened the Radisson Blu Waterfront Hotel in Stockholm.

The 414-room property is within walking distance of the Arlanda Express rail link to the airport, and is directly linked to the new Stockholm Waterfront Congress Centre.

## 5 CBD office workstations available

A medium sized TMC, with an infrastructure designed to support all facets of tourism related operations, has five workstations available for use in its Sydney CBD office - ideal for freelance consultants, business consultants, representation companies, etc.

### Highlights:

- Central CBD Location, Opposite Australia Square
- 5 Work Stations
- Fully renovated
- Communications room
- Reception services
- Meeting / Conference rooms with AV facilities etc
- Kitchen facilities
- Secure premises with 24hr access

**For more info, phone Sarah on 0417 992 712**



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[andrew\\_goold@travelctm.com](mailto:andrew_goold@travelctm.com) (Recruitment Coordinator)





## Single cabins for RCI's *Radiance*

AN IMMINENT makeover of Royal Caribbean's *Radiance of the Seas* will see the vessel fitted with innovative new single cabins.

There's been significant speculation about features of the revamped ship, with details now starting to emerge according to a report in *USA Today* overnight.

Australia will be one of the first destinations to see the upgraded vessel, which will homeport out of Sydney next year.

It's the first time that Royal Caribbean has offered single cabins - but there will be just three of them and all will be

## BKK diversion

QF2 from London to Sydney was forced to return to Bangkok shortly after departure on Tue due to a possible engine oil leak.

Several hundred passengers were accommodated in BKK.

inside the vessel rather than having windows or balconies.

*Radiance* is scheduled to enter drydock in May, before emerging in Jun and heading for Alaska.

The ship will become Royal Caribbean International's second locally-based vessel for six months from Oct this year.

*Travel Daily TV* was recently onboard *Radiance* during a Caribbean cruise - keep watching *TD* for an exclusive preview in the coming weeks.

For more cruise news subscribe free to *Cruise Weekly* at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

## IASC approvals

THE International Air Services Commission has approved a number of applications, including allowing Delta Air Lines to code share on Pacific Blue flights between Australia and Auckland and Christchurch.

Other approvals include allowing Finnair to codeshare on QF Singapore flights, as well as a five year determination for AY to also codeshare on 14 weekly QF services to and from Thailand.

## QF sale extended

QANTAS has extended its Oprah's Ultimate Australian Adventure sale due to the "enormous popularity" of the talk show's Australian instalments.

The sale will now end next Monday 31 Jan, and is valid for travel from 15 Feb to 06 Apr and from 04 May to 22 Jun.

Airfares are priced from \$75 one way from Sydney to Brisbane or \$219 from Canberra to Ayers Rock - [qantas.com/agents](http://qantas.com/agents).

## CORPORATE COMMUNICATIONS MANAGER

An exciting opportunity exists for a media and communications professional to join the Australian Tourism Export Council (ATEC) - the peak industry body representing Australia's \$26 billion tourism export sector.

### ABOUT US

With a National office in Sydney and nine branches throughout the country, ATEC is committed to improving the business opportunities of our 1100 Members across Australia. As the voice of Australia's third largest export earner, we are a key opinion leader and policy-driver to all levels of Government.

### ABOUT THE ROLE

Based in Sydney, and reporting to the Managing Director, the Corporate Communications Manager is responsible for the effective and timely dissemination and communication of ATEC policies, programs and initiatives to Members, Media and key Stakeholders. This is a challenging role that offers the opportunity to build

upon an existing strong National profile and to design and deliver a Corporate Communications strategy that supports ATEC's business objectives.

### ABOUT YOU

The successful applicant will:

- Have strong communications and media relations skills (and contacts);
- A minimum of 5 years experience in a Communications/Media role within Government or a related private sector industry;
- Demonstrate expertise in writing and producing a range of publications;
- Have experience in policy development in the Australian political environment; and
- Be prepared to work out of usual work hours as/if required

To request an information pack, including a position description and outline of the key selection criteria, please contact Vickie Osborne at [vickie.osborne@atec.net.au](mailto:vickie.osborne@atec.net.au).

Applications should include your CV and be accompanied by a detailed response as to how your experience and expertise address the key selection criteria for the role. A competitive salary package will be negotiated. Applications should be sent by email to [vickie.osborne@atec.net.au](mailto:vickie.osborne@atec.net.au) and must be received by 6pm (Sydney local time) on Friday the 4th of February, 2011



## 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](mailto:vanuatucomp@traveldaily.com.au)



**Q.4: What are the three main tourist islands in Vanuatu?**

Hint! Visit: [www.vanuatu.travel](http://www.vanuatu.travel)

Click here for terms & conditions



## WA hire car fine

A PERTH car hire company has been fined \$15,000 for operating without a valid motor vehicle dealer's licence.

The parent company of Redcliffe-based Action Hire Cars had a previous licence exemption which expired in 2007, and in its renewal application the company failed to provide documents and pay the required fee.

Eventually a subsequent application was approved, but the fine related to when the company traded without a licence or exemption for three years.

## AA shaves Narita

AMERICAN Airlines has announced a reduction in flights between New York JFK and Tokyo Narita from daily to six flights per week from 14 Jun.

However the carrier, together with its Pacific alliance partner Japan Airlines, will add a new daily JFK service to Tokyo Haneda Airport from 20 Feb.

## Air Van schedules

AIRCRAFT maintenance work at Air Vanuatu on its international fleet of planes will see the carrier temporarily reduce a number of services to Australia between late Feb and early Mar.

Air Vanuatu's manager Australia, Malcolm Pryor, told *TD* that agents will receive messages about the situation via reservation systems.

Pax booked on Thu services to/from Melbourne & Sydney between 22 Feb-07 Apr, and Sun services to/from Sydney between 22 Feb-10 Mar will be impacted.

"We will offer options to reaccommodate your clients as best we can, including the option to obtain a full refund where the alternative does not suit them," Pryor said in an industry memo.

NF operates a single Boeing 737-800 on routes to Australia, with planned maintenance checks of the aircraft causing the changes.

The reduced schedule will be operated by a leased aircraft.

## Find the Right Fit!

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### Hot Jobs (Australia) - January 2011

Sydney - 02 9231 6444 - [nswjobs@tmsap.com](mailto:nswjobs@tmsap.com)  
Melbourne - 03 9602 1809 - [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane - 07 3221 9916 - [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth - 02 9231 6444 - [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions - 02 9231 6444 - [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive - Alex and Sharon - Sally Frappe

JOB OF THE WEEK!

#### EXECUTIVE RECRUITMENT CONSULTANT, Travel & Hospitality

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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](mailto:fujio@tmsap.com)

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

#### 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: 02 9231 6444 E: [sharon@tmsap.com](mailto:sharon@tmsap.com) or apply online now!

#### International Retail Travel Consultant - Perth

- No more face to face consulting
- Solid base + commission + super

This successful and well established online travel company is looking for experienced International travel consultants who can contribute to their growth. To be considered for the role you must have experience in Retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. This role in a fast paced call centre environment will earn you a solid retainer with unlimited earning potential.

Contact Anna Wachowiak T: 02 9231 6444 E: [annaw@tmsap.com](mailto: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](mailto:annaw@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](mailto: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](mailto:annaw@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 agents, 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 pro-active, 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](mailto:annaw@tmsap.com) or apply online now!



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**SYDNEY & MELBOURNE – SALARY PACKAGES TO \$100K**

For the experienced Incentive Program Manager these 2 new roles will provide the ultimate challenge in joining high profile companies working with leading organizations. Your experience must include everything from setting program objectives, design and pitch, through to supplier negotiations, on-site management and financial reconciliations. If you are passionate about this line of work reach for the top of the tree.

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We're looking for a passionate, qualified Trainer who is committed to excellence in customer service delivery, sales performance and product knowledge amongst the team. Your keen eye for identifying training needs, designing & delivering creative training programs and providing mentoring & leadership to the sales consultants will ensure the continued growth and success of the business.

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#### INDUSTRY SALES BDM'S

**SYD / MEL / PER - SALARY PACKAGES TO \$70K + BENEFITS**

If you're a highly motivated Sales-savvy individual who would like nothing more than to represent beautiful international product be quick to secure one of these roles. All are with leading, well respected Brands and all come with great salaries, bonuses & incentives, travel benefits, car or allowance, and will put you in the limelight out amongst the travel industry. If you can grow sales and build relationships you'll thrive here.

### CELEBRATE YOUR ABILITY TO WIN BUSINESS

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**SYDNEY – SALARY PACKAGE OTE \$110K**

There are now 3 new Sales positions that will allow you to bring your innovative & energetic approach to business development in the corporate or MICE markets focusing on winning new business. You'll be joining a dynamic fun-loving team who celebrate success and encourage ongoing career development. This large company will continue to expand and you will be rewarded for your achievements.

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This unique new role is an exciting opportunity for an experienced Account Manager who is online-savvy and skilled in providing high level AM services to manage a key account. You will have strong communication and negotiation skills and the ability to manage multiple stakeholder relationships in a complex fast-paced environment. If you have a good handle on travel technology and great career ambition please apply now.

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#### REVENUE ANALYST

**SYDNEY – SALARY PACKAGE TO \$75K**

Ride the wave of success with this luxury Brand. If you have the experience in revenue analysis, pricing, reporting and communicating across the business this role will use all your talents. 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 and a great team environment.

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#### CORPORATE TRAVEL OPERATIONS MANAGER

**MELBOURNE - SALARY PACKAGE TO \$90k DEP ON EXP**

This specialist corporate travel management company is looking for a senior leader who has an ability to gain the best from their staff. Overseeing a team of consultants you will need to possess the required skills and have exceptional knowledge of corporate travel, training and development and client relations requirements. This role allows you to take full management control of this corporate office environment.

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**PERTH – SALARY PACKAGE TO \$100k +**

This is a true opportunity to join a global organization in a leadership role. You will be a go-getter who knows how to build relationships, negotiate deals and deliver outstanding results to the business. Your leadership skills and ability to motivate & drive the performance of a team will relate to growth in your territory and you'll be recognized with a top salary, incentives and extras.

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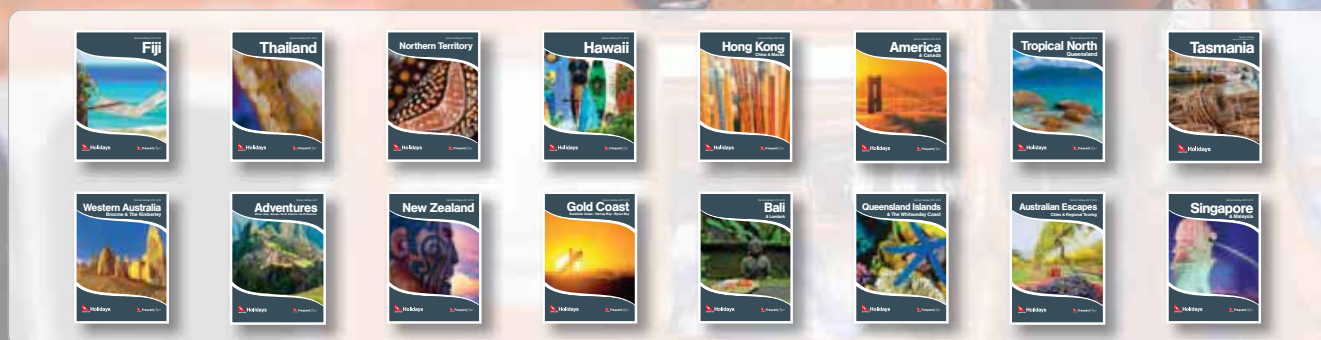
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