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Monday 25th July 2011

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STAR Cruises is promoting free Superstar Libra companion fares ex Penang, Phuket and Krabi - **p10**.

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**17th. | SYDNEY**  
THE MENZIES SYDNEY  
(14 Carrington Street)

**18th. | MELBOURNE**  
ZINC AT FEDERATION  
SQUARE -STUDIO 1-  
(Cnr Flinders & Swanston Street)

from 5.30pm to 8.30pm  
All shows are supported by leading Australian tour operators.

CLICK HERE TO RSVP BY DEADLINE OF AUGUST, 4TH. 2011

## Rail Plus sets sail in Canada

**RAIL** specialist wholesaler Rail Plus has added cruise product to its portfolio, today announcing it will offer Canadian cruise-rail packages for the first time ever. The move brings Rail Plus into the territory traditionally dominated by operators such as Scenic Tours and APT, offering voyages on Holland America Line's *Zuiderdam* through Alaska's

Inside Passage paired up with a rail journey on the world famous Rocky Mountaineer.

Most meals are included, as is sightseeing along with all hotel accommodation, including some at Fairmont properties.

The Rail Plus packages start at \$3106 per person twin share for an 11 night cruise-rail journey on Rocky Mountaineer's RedLeaf service - but this price doesn't include airfares, allowing agents to further package the deals.

## Qantas/BA incentive

**AGENTS** are being offered the opportunity to win a business class trip for two to London courtesy of Qantas and British Airways in an incentive which also offers five nights luxury Dorchester Collection accom, theatre tickets, a Black Cab city tour and tickets to the London Eye.

iTunes vouchers are also on offer each week of the promotion, with consultants able to enter by ticketing five separate QF/BA flights to London via Singapore, Hong Kong or Bangkok. See [qantas.com/agents](http://qantas.com/agents).

## Business class guide

**TODAY Travel Daily** will release the 2011 version of our popular Airline Business Class Guide, giving an overview of the premium offerings of carriers operating in the local market.

It's the second edition of the guide which launched last year following repeated requests from agents wanting to be able to access a comprehensive guide to business class for their clients.

As well as being distributed to **TD** subscribers today the guide is available as a free download at [www.traveldaily.com.au/features](http://www.traveldaily.com.au/features).

## Poppins to Brisvegas

**QUEENSLAND** Performing Arts Centre has announced today that the hit musical *Mary Poppins* will be heading to the Sunshine State.

## New Travel2 ski out

**TRAVEL2** has today officially launched its new ski brochure, offering northern hemisphere snow holidays in Canada, the USA and Japan.

More brochures on **page six**; see [traveldaily.com.au/brochures](http://traveldaily.com.au/brochures).

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## Starwood Indo show

**STARWOOD** Hotels & Resorts is hosting a five-day roadshow this week to promote Thailand, Cambodia & Vietnam as a leading MICE and leisure destination.

The Sydney, Melbourne and Brisbane event will showcase 21 Starwood hotels in the group's Indochina portfolio, incl Bangkok, Phuket, Khao Lak, Krabi, Chiang Mai, Nha Trang, Hanoi & Saigon.

Regional Director of Sales and Marketing for Thailand, Cambodia & Vietnam James Ramage said each Starwood hotel brand, system and loyalty program will be on show to trade partners.

Starwood brands incl Sheraton, Westin, Le Meridien, Four Points by Sheraton & W hotel.

The show starts today in Sydney.

## HA super J Class fare

**HAWAIIAN** Airlines has some rock bottom Business Class fares to the US mainland, priced from just \$3,176pp return ex Sydney.

The fare is valid on 10 American cities incl six Californian hubs, Las Vegas and Seattle in low season (01 Feb-31 Mar & 01 Nov-09 Dec) and includes taxes.

## Flight cuts in Jun worst ever

**LAST** month's Chilean ash cloud and the subsequent cancellation of domestic flights saw the nation achieve its highest number of flight cancellations in a month.

According to government data released this morning, over 2,260 (5.3%) of all scheduled flights during Jun were cancelled, four times more than the monthly average recorded since Nov 2003.

The period saw airports at Adelaide, Melbourne, Hobart, Launceston, Canberra, Sydney, Perth and some regional locations shut down for a number of days.

The Hobart-Sydney route was hardest hit, with 16.2% (or 23) flights slashed, followed by SYD-HBA (15.5% or 22 flights), MEL-HBA (15.4% or 48 flights), HBA-MEL (15% or 47 flights) and LST-MEL (14.6% or 37 flights).

## 777s for SIA LCC

**CAMPBELL** Wilson, the newly named ceo of Singapore Airlines' no-frills carrier, has said the carrier will utilise 777-200 jets, initially acquired from SQ and reconfigured in a new seating layout.

338 of the total 3,965 scheduled services between Melbourne and Sydney route were terminated.

Qantas had the highest number of flight cancellations at 595, or 6.0% of its total domestic flight operation, followed by Virgin Australia at 554, or 5.0%.

Jetstar axed 315 flights (6.2%), while Tiger Airways cancelled 294 which was 16.5% of its local ops.

## Skating winners

**CONGRATS** to the following ten **TD** readers who will be gliding on ice in Sydney tomorrow night after winning more tickets to the Sydney Winter Festival courtesy of Switzerland Tourism.

The winners from Fri's issue were: **Skye Nicholl**, Southside World Travel; **Sarah Hackett**, Donna Barlow Travel; **Vivien Man**, Expedia; **Carly Allen**, MSC Cruises; **Darryl Slosberg**, Sabra Travel; **Sharon Gorrie**, Travelscene Elanora; **Natalie Anderson**, Flight Centre Revesby; **Dominique Bowman**, Andrew Jones Travel; **Sarah Wright**, STA Travel George St; and **Ashlee Simpson**, Holiday Travel Centre.

## Oslo travel update

**NORDIC** Travel has passed on a message from its ground operators in Norway following the tragic bombing and shootings in Oslo over the weekend.

Many shops are closed due to mourning, but trains and buses are running as normal, while the museums, The Opera, The Vigelandspark and the main street are open for sightseeing; while there is an enhanced police presence on the streets to secure the destroyed areas.

DFAT has reissued its travel advice for Norway giving further information on the explosion, with the overall level of the advice remaining at the lowest 'Be alert to own security' level.

## Parkroyal industry rate

**THE** Parkroyal Serviced Suites in Kuala Lumpur has an industry rate for agents, taking up to 50% off the Best Available Rate to the Malaysian gateway priced from RM192.50+ (A\$60+) per night in a Studio Superior Suite with continental breakfast and internet, for travel in Aug.

Email [prskul@parkroyalhotels.com](mailto:prskul@parkroyalhotels.com).

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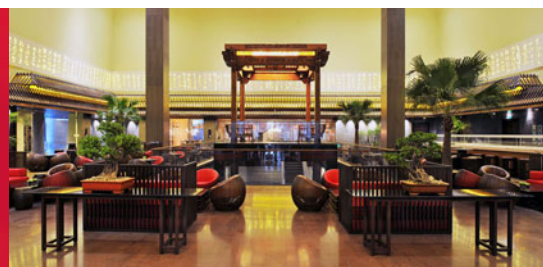
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**2012 ANZAC DAY TOURS**



## Sydney Festival signs China Southern

**NEW** South Wales Premier Barry O'Farrell has announced securing China Southern Airlines as the first major international sponsor of Sydney Festival in Jan 2012.

O'Farrell said the deal was "immensely exciting" and would give Chinese visitors "front row access to Australia's most vibrant summer festival."

CZ's involvement as the official airline of the event also includes co-sponsorship of the Domain

Concert Series, the Ferrython and the free Summer Sounds outdoor concerts, between 07-29 Jan.

"The sponsorship recognises the unrivalled attraction of Sydney to China's travellers as a 'City of Infinite Choice' - from our beaches and natural environment, to great food and wine, iconic attractions, fashion & a great lifestyle," he said.

Executive Director of Sydney Festival, Josephine Ridge said the partnership would see the festival ramp up its international profile, with campaigns in Aug and Dec.

China Southern ceo Tan Wan'geng said the deal would "build greater cultural and tourism links between China and NSW."

## SQ and TQ partnership

**SINGAPORE** Airlines and Tourism Queensland have renewed their commitment to jointly promote tourism to Qld via SQ's services to Brisbane.

A new four year agreement became effective 01 Jul which will see them jointly fund a range of campaigns and promotions in China, Germany, Indonesia, India, Japan, Scandinavia and Singapore.

## Star Cruise incentive

**CONSULTANTS** booking any Star Cruise through Pinpoint Travel Group in Aug will earn double Pinpoint\$ rewards, picking up a \$50 Universal Gift Card for every \$2,500 booked.

Normally agents need to spend \$5,000 for the same reward.

## Airlie Beach 3-for-2

**PEPPERS** Coral Coast Resort has a stay three pay two deal which can be used for stays during the Annual Meridien Marinas Airlie Beach Race Week.

One Bedroom Apartments are priced at \$275 per night, with a third consecutive night free.

The deal is valid for travel until 31 Aug 2011.

## EETB flood problems

**THE** building occupied by Eastern Europe Travel in the Sydney CBD lost power on Fri due to flood waters, with the company still experiencing problems with its phone and internet systems.

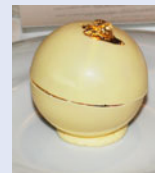
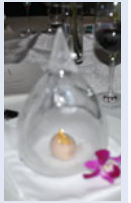
In the meantime agents can call 0423 873 930 or 0409 195 019.

## Window Seat

**HAYMAN** Island is set to make a culinary splash when it reopens next week, if a lunch in Sydney on Fri is any indication.

Guests were treated to some of the fantastic food creations of the resort's executive chef

Glenn Bacon, with highlights including sorbet served in a giant ice teardrop (right) - just before the ultimate dessert was served; a mysterious white chocolate sphere which exposed sorbet and a strawberry on a popping candy cheesecake base when hot strawberry sauce was poured on top, as shown in the before and after pics below.



**AND** continuing on a gourmet theme, an Aussie winemaker won't be making his special red wine available through Qantas epiQure any time soon.

More than 450 cases of 2010 Mollydooker Velvet Glove Shiraz - which retails for \$185 per bottle - were smashed after a container fell off a forklift while the wine was being loaded for export to the USA.

Winemaker Sparky Marquis said that when the container was opened up "it was like a murder scene.

"There was red everywhere - but it smelt phenomenal," he said.

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## Tut Tut - look at these big wigs



**ACCOR** gets all the cool people, including two live Tuts... and music legend Molly Meldrum at their Accor Victoria hotels cocktail party which included a private viewing of Melbourne Museum's Tutankhamun and The Golden Age of the Pharaohs exhibition.

The event attracted 180 industry guests, with Egypt fanatic Molly Meldrum speaking

about the 2011 Winter Masterpiece exhibition, of which he is an official ambassador.

**Pictured** above enjoying a great night out are Gil Wong, Director of Sales Ibis Melbourne and Garry Tanner, Director of Sales and Marketing Novotel Forest Resort with Meldrum, who obviously decided to stick with his own iconic headgear.

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## EK A380s to MEL?

**MELBOURNE** is tipped to see Emirates A380 services begin as early as Mar next year, according to aviation portal *FlyerTalk*.

Emirates flights EK406/407 are the rumoured Dubai-Melbourne-Auckland services to see capacity upgauged to the superjumbo.

Other new Emirates A380 routes flagged to be under consideration include EK097/098 to Rome and EK346/347 to Kuala Lumpur, both effective 01 Dec.

**MEANWHILE**, Emirates will offer Suites instead of First Class Seating on 777-300ERs which fly out of Dubai via Kuala Lumpur to MEL, from 30 Oct, according to GDS.

## Tourism Tas Melb. do

**TOURISM** Tasmania has advised that the Melbourne CBD leg of its road show next month (**TD Fri**) will take place on 09 Aug.

Other events will be held in Ballarat on 08 Aug, Newcastle on 10 Aug and Parramatta on 11 Aug.

## Moreton Is self-drive

**MORETON** Island Adventures has rolled out a new all inclusive Drive Package which includes a 4WD, accommodation, ferry ticket and National Parks permit.

Created as a result of feedback from customers, the package is priced from \$462.50/ppts for a two night stay - call 07 3909 3333.

## SCDL & ITOs catch up

**SUNSHINE** Coast Destination Ltd and a group of Sunshine Coast tourism operators showcased their wares to nearly 50 inbound tour operators in Sydney last week.

The event put ITOs face to face with suppliers representing some of the best and newest tourism products from the Sunshine Coast and helps foster business ties.

ITO markets covered included the UK, USA, China, India, South-East Asia and New Zealand.

Tourism Queensland, Qantas and ATEC supported the event.



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# Hayman ready to launch



**EXCITEMENT** is building at Hayman Island with the resort set to reopen on 01 Aug after an extensive refurbishment.

The property was forced to close earlier this year due to severe cyclone damage, as exclusively revealed by *Travel Daily* (TD 18 Feb).

The iconic property has since then undergone an extensive upgrade, including refreshed rooms and suites and more outdoor dining and bar offerings.

Celebrity landscape designer Jamie Durie has also created a beautiful botanic garden, and there are a number of relaunch offers including a Hayman Escape Package from \$885pp for a three night stay including a bonus \$400



resort voucher per room.

Hayman communications chief Sally Morgan is **pictured** centre at top with Anita Nelving and Leo Seaton of Tourism Australia; while **inset** are Elizabeth Masselos from Leading Hotels of the World with Hayman gm Shane Green.

## Hawaiian's sales blitz

**HAWAIIAN** Airlines will conduct a sales blitz next week covering three states and "driving home the message that no airline flies to as much of Hawaii, or as often, as Hawaiian does", said Sherilyn Robinson, GM sales and marketing HA in Australia.

Agencies in Sydney, Melbourne and Brisbane will learn about new product including the increased interisland services, which will see the addition of an extra 20 flights per day by the end of Dec.

## Wanderers 4 for 2

**PORT** Stephens eco property, Wanderers Retreat is offering four nights accom mid week for the price of two for stays Mon to Thu up to 15 Dec.

The deal is available in an eco cottage priced from \$250 per couple or a luxury treehouse for \$390 for four nights - see [wanderersretreat.com](http://wanderersretreat.com).

## DFAT Yemen advice

**DFAT** is advising travellers to Yemen of further terrorism in the country following the death of a UK citizen "in a suspected car bombing in Aden".

The level of the DFAT advisory for Yemen remains at the highest 'Do not travel' level.



### CONGRATULATIONS

**Romina Aquinchay**  
from *Qantas*

Tracey is the top point scorer for Round 18 of *Travel Daily's* AFL industry footy tipping competition, and has won overnight accommodation at any Medina Apartment Hotel across Australia, courtesy of **Medina Apartment Hotels**.



### Major Prize Sponsors

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

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

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



From your chair



to Trafalgar Square.

## Win a trip to London, no porky pies.

Qantas and British Airways are giving you the chance to win the ultimate luxury trip to London. You and a friend could win return Business Class flights, 5 nights accommodation at Dorchester Collection properties, West End Theatre Tickets, a traditional High Tea, a Black Cab Tour of the city and passes to the London Eye. Plus, consolation prizes of iTunes vouchers will be awarded each week of the promotion. Simply book and ticket 5 separate bookings that include Qantas or British Airways JSA flights via Singapore, Bangkok or Hong Kong between 12 July and 5 August 2011 (for departures until 30 June 2012) and complete the entry form by telling us in 25 words or less "What you love most about flying to London". For full details, and to enter, visit [qantas.com/agents](http://qantas.com/agents) and click on the competition banner.



## Brochures of the Week

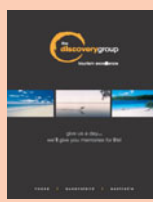
**WELCOME** to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



**Wendy Wu Tours - China Winter Specials 2011/12**  
This new China winter specials brochure offers savings on select group tours during the cooler months. Fewer tourists travel during winter, allowing more time to visit places like the Forbidden City, Tiananmen Square & Xian's Terracotta Warriors. There are 4 tours on offer including the 8 day China Impressions itinerary.



**Globus - United States and Canada 2012**  
Globus has significantly reduced the prices of its North American tour program during 2012, due to the strong AUD\$. More than 40 itineraries across the USA/Canada are on offer plus plenty of deals incl early booking discounts, repeat travellers reductions & small group savings. Trips range from 4-16 days - [globus.com.au](http://globus.com.au).



**The Discovery Group - Noosa, Queensland**  
This new e-brochure features Noosa and Fraser Island for youth, leisure and corporate clients wanting an authentic Aussie eco-experience. A range of touring options focus on seeing the natural areas & products incl wilderness river cruises and canoeing safaris in the Noosa Everglades, plus Noosa & Fraser Island trips & an Everglades bbq lunch cruise. See [www.thediscoverygroup.com.au](http://www.thediscoverygroup.com.au).



**Princess Cruises - Europe 2012**  
Seven Princess ships will offer 127 voyages in European seas visiting 116 destinations in 2012. Two new ports have been added to the 2012 season including Korcula, Croatia and Nessebar, Bulgaria. Also on offer are cruisetours combining popular cruises with land tour options including the 19 night Europe's Imperial Treasures tour. More details at [www.princess.com](http://www.princess.com).



## Corporate Sales Executive Sydney Based

An exciting opportunity has become available at Air Canada for a Corporate Sales Executive to grow sales in NSW, Victoria and South Australia.

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## TSAX finalists

**TRAVELSCENE** has announced the finalists of its Consultants Awards, with the winners of the four main categories to be announced next weekend at the TSAX annual National Consultants Conference in Melbourne.

The 'I♥Travel' themed Conference will "be a fantastic opportunity for travel enthusiasts to learn about the challenges and the opportunities in the year ahead, and how to gain the strategies and knowledge to succeed in the travel industry" said TSAX GM Jacqui Timmins.

*Travel Daily* will be at the event and will give you detailed information and plenty of photos of the winners of the night.

Finalists for the *Rising Star of the Year Award* are: **Roxanna Iacob**, Globenet Travel Qld; **Brett Walker**, The Travel Studio, Tas; **Renee Hayward**, Travel Edge Redbank, Qld; **Holly Francis**, Travel O'Connor, SA; **Rebecca Norberry**, Travelscene Kempsey NSW and **Candice Holt**, Travelscene Toorak Vic.

*Consultant of the Year Award* finalists are: **Tammie Ethell**, Elite Travel Solutions, WA; **Jenny Mitchell**, The Travel Studio, Tas; **Sue Kyriakidis**, Travelscene Hampton, Vic; **Kathy Blanch**, Travelscene Kempsey, NSW and **Fiona Hyde**, Voyager Travel Corporation Vic.

Bench International, CIT Holidays, Octopus Travel, Sabre Pacific and Wendy Wu Tours are in the running for the *Most Supportive Preferred Supplier Award*, while finalists for the *Most Supportive Quantum Supplier Award* are Air Tickets, APT, Qantas Airways, Qantas Holidays and Travelscene Holidays.

## NZ invests in Niue

**NEW** Zealand will invest NZ\$15 million into developing tourism in the tiny Pacific nation of Niue following the return of NZ Foreign Minister Murray McCully from a tour of the region.

"Niue's relative isolation and population size are challenges for economic development, but the country's natural beauty and unique environment provide significant tourism opportunities", McCully said.

The move comes a year after the launch of the Niue Tourism Development Program.

Monday 25th Jul 2011

## SYD, MEL scanning trial

**PASSENGERS** departing from Sydney and Melbourne International airports will be able to volunteer for security screening using new body scanners, under a trial to be conducted over the next couple of months.

The Sydney trial will take place 02-19 Aug, while Melbourne will test out the body scanning equipment from 05-30 Sep.

## WA pro DJ/SQ alliance

**THE** West Australian tourism department has pledged its support in favour of the proposed alliance between Virgin Australia and Singapore Airlines.

Tourism WA told the ACCC the JV will "generate greater access for travellers into Australia's domestic ports" and not "cause detrimental competition on the Australia-Singapore services."

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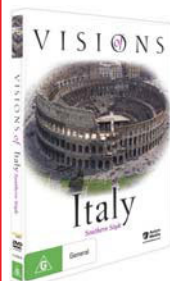
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Today two lucky readers can get their hands on the *Visions of Italy - Southern Style* DVD, valued at \$19.95 each.

*Visions of Italy - Southern Style* features stunning aerial footage, an informative and poetic narrative celebrating southern Italy's considerable charms.

To win a copy of the DVD, simply email the correct answer to the question below to: [visions@traveldaily.com.au](mailto:visions@traveldaily.com.au)

**Who is the Prime Minister of Italy?**

First two correct entries win!



**South Dakota rep**

**THE** US state of South Dakota is now represented in Australia, after joining the 'Real America' consortium which already includes Wyoming, Montana, Idaho and North Dakota.

Local trade and public relations representation will be undertaken by Davidson Communications under the Rocky Mountain International banner.

South Dakota features a range of attractions including Mount Rushmore and Custer State Park, as well as lots of adventure options - [www.travelsd.com](http://www.travelsd.com).

**Analysis confirms hit from carbon tax**

**THE** Australian Tourism Export Council says an analysis from accounting firm BDO confirms its misgivings about the carbon tax (**TD** 13 Jul), showing that Australian tourism businesses face a "triple whammy".

Electricity prices are expected to increase by 30% or more, while those reliant on diesel or aviation fuel also face a reduction in their Fuel Tax Credit of 18%.

The imposts come on top of the ongoing decline in domestic visitation, with ATEC md Felicia Mariani saying that "if these businesses go down, they take with them the jobs and livelihoods of tens of thousands of individuals and communities, particularly in regional areas, who rely on the tourism economy".

She said that the government has left tourism "high and dry" while BDO Head of Sustainability Dylan Byrne scoffed at the "urban myth" that the tourism industry will only feel a slight impact.

**Oz NZ visits down 15%**

**THE** number of Aussies travelling to New Zealand has taken a sharp drop during Jun, falling 14.9% year on year to 64,820 according to the latest data from Tourism New Zealand.

Year End Total has also slipped 0.7%, with 1,111,192 Australians heading across the ditch.

Month End Holiday travel from this market took a huge hit, falling by over 1/4 (26.3%) to 22,080 arrivals, while Year End Holiday visits were down 7.7% to 439,000.

**2 new Kruger hotels**

**SOUTH** Africa's iconic Kruger National Park has announced plans for the development of two new hotel properties.

South Africa National Parks aims to construct two four star safari lodges, saying the move "is a necessary innovation to diversify the market of the park, general enjoyment and access to the park for all sectors of our society."

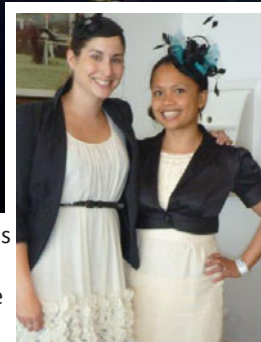
**Off and racing with Viva!**

**RIGHT:** Viva! Holidays took some of its top Sydney agents to the races last weekend to celebrate its new 2011 Melbourne Cup Carnival packages.

After a champagne brunch at Barnaby's restaurant the group transferred to Rosehill Racecourse for exclusive trackside hospitality during Might & Power Day.

**Pictured** at right glammed up in their race day glad rags are, from left: Fiona Lazaris from Astra Travel with Ross Sinclair, Danielle Gorman and Marcos Best of Viva! Holidays.

And inset are a pair of frisky fillies: Kim Doyle and Alba Aradillos from Viva! Holidays.



**ROCKY MOUNTAINEER**

To celebrate the release of Rocky Mountaineer's 2012 brochure we are giving one *Travel Daily* reader and a friend the opportunity to win a trip to spectacular Western Canada.

The prize includes two return economy airfares from Sydney to Vancouver flying Air New Zealand and a Classic First Passage to the West vacation including two days on board the Rocky Mountaineer with GoldLeaf service and pre and post accommodation in Vancouver & Banff.

For the first time, the Rocky Mountaineer brochure includes pricing in Australian dollars. To order your copy of the 2012 brochure, visit: [www.rockymountaineer.com](http://www.rockymountaineer.com)

To enter, compile all 21 answers and send by July 31, 2011 to: [RockyMountaineer@traveldaily.com.au](mailto:RockyMountaineer@traveldaily.com.au).

Reader with the most correct answers and the most creative response to the final question will win this fantastic prize.

**Question 17: How many domestic destinations does Air NZ offer in NZ?**



Click here for more information

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

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## PLACE YOUR EXECUTIVE CAREER IN THE SAFEST HANDS – AA EXECUTIVE

### ARE YOU THE MISSING LINK?

**BUSINESS SOLUTIONS MANAGER**  
**SYDNEY – SALARY PACKAGE TO \$95K+**

If you want a unique role that uses all of your experience in Ops, Sales, and Technical skills read on. If you have both front and back end experience in GDS you can identify functionality problems and solutions for your clients. You'll be the vital link between your sales, account management and operations teams putting you in a unique position adding value to your customers and improving their business processes.

### GET READY FOR YOUR CAREER TO TAKE OFF

**GENERAL MANAGER**  
**SYDNEY – SALARY PACKAGE OTE \$100K**

Managing both sales and operations you'll be designing and executing sales & marketing plans which promote the Brand and grow the business. Being the face of this energetic company you'll be responsible for increasing profits through revenue generation from the travel trade. This is a fantastic step-up role for a senior Sales & Marketing manager looking to prove themselves at a general management level.

### YOUR CHANCE TO GROW IN CORPORATE SALES

**INSIDE SALES EXECUTIVE**  
**SYDNEY – SALARY PACKAGES OTE \$90K**

Have you been waiting for someone to give you a chance to demonstrate your sales skills within the corporate market? If you are hungry for success and have some experience in a B2B sales role, this dynamic corporate agency will give you the chance to prove yourself. You will be calling businesses, building pipelines and setting meetings for the BDM's. The ultimate goal is to move up in to a BDM role yourself in time.

### PEOPLE ARE YOUR PASSION

**HR MANAGER**  
**SYDNEY – SALARY PACKAGE TO \$95K**

Provide leadership and coordination of the HR functions across this large, fast-paced business and ensure the successful outcomes of strategic plans. You'll be experienced in all facets of generalist HR functions including recruitment, learning & development, performance mgmt, and leading teams. Exposure to e-Learning systems would be a great advantage. If you love people, you'll love this business.

### THE PEAK OF ACCOUNT MANAGEMENT

**SENIOR ACCOUNT MANAGER**  
**SYDNEY & MELBOURNE – SALARY PACKAGES TO \$120K**  
Are you at the peak of your game? If you're a talented Account Manager with an understanding of large corporate travel programs this role will allow you to spread your wings with a select group of VIP clients. You will effectively manage key client relationships and add value through the provision of analysis & recommendations, supplier negotiations, service delivery resolution and market knowledge.

### CREATIVE MICE MARKET SALES

**BUSINESS DEVELOPMENT MANAGER**  
**SYDNEY & MELBOURNE - SALARY PACKAGES OTE \$100K+**  
Do you know how to hit the ground running and make your mark on securing new Event business? Working within the corporate sector you already have the ability to create new opportunities and win business, but in this role you can show off your creative flair by putting together detailed proposals for exciting incentive & event business. Huge rewards for the most talented and experienced candidates.

### TIME TO SPREAD YOUR WINGS

**SALES EXECUTIVE – AIRLINE**  
**MELBOURNE – SALARY PACKAGE \$55k + car allow + bens**  
This airline requires a Sales Exec who can manage the Melbourne market and has a good understanding of the needs of Australian travellers. To secure this role you will have a solid track record of driving sales, building relationships and strong communication skills within an airline. This company offers great benefits such as airline discounts, health cover and car allowance. Watch your career take flight with this great airline.

### LOOKING FOR BRIGHT SPARKS

**INDUSTRY SALES / BDM – LEISURE PRODUCTS**  
**MELB & PERTH – SALARY PACKAGES DEP ON EXPERIENCE**  
These superb products and well known brand names are looking for bright sales executives who have the ability to deliver and exceed expectations. With a great brand behind you combined with your strong presentation skills you'll have the ability to influence others and increase sales. Previous experience working on the road managing a territory is essential. Take a positive step in your career.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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

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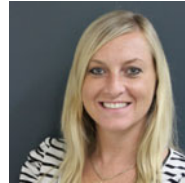
**Ben Carnegie**

## Travel Technology Sales Execs

Fantastic opportunities await in many locations across Australia & New Zealand. The travel distribution industry is seeking Sales Executives to join their rapidly expanding teams. You will be supplied with the tools of the trade & the support of a multi national company. A knowledge of the territory you will be working in is highly regarded. GDS knowledge is essential.

- ▶ Excellent training & career advancement opportunities.
- ▶ Multiple roles, Sydney, Perth & Auckland
- ▶ Excellent salary packages on offer!

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



**Liz Vibert**

## Business Manager - SYD or MEL

Do you have a high level of motivation? Are you resilient and have a strong customer focus? Join this dynamic Corporate Travel Agency as a Corporate Travel Business Manager. Bring your previous account management experience to nurture existing corporate business and develop professional working relationships with clients and internal business units.

- ▶ Min 2 years corporate account management experience ideal
- ▶ Sydney or Melbourne
- ▶ Salary up to \$100K + super

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

## Customer Support Reps - Online Agency Support

Our client is the world's leader in global distribution systems. They are currently expanding the team that supports the online travel agent. This position will be on a 7 day rotating roster between the hours of 10am - 10pm so flexibility to work shifts is required. Some weekends but not all. Penalty rates will be paid for weekend shifts. Solid experience using Amadeus plus fares & ticketing is essential.

- ▶ Ideal if you have a background in retail or home based consulting
- ▶ Sydney
- ▶ Salary up to \$55K + super

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

## Fares Analyst - 8 month oncontract

This organisation is focussed on providing innovative product and service solutions for travel agents in Australia, New Zealand & the South Pacific Islands to enhance their businesses and offer added value to the traveller. You will engage with internal, external, agency and airline customers to gather, analyse and document fare filing requirements. Experience loading fares using ATPCo and Air Pricing ess.

- ▶ Contract role with possibility of permanent position
- ▶ Sydney CBD location
- ▶ Salary up to \$60K pro rata + super

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



**Kristi Gomm**

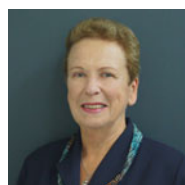
## Part time Corporate - Collaroy NSW

Working as part of a small team this role has flexibility plus! Choose your days and hours, approx 20 hours per week and the option of doing a day or two at home. This role would suit a mum returning to work or someone

looking to work close to home. This is a boutique office with mainly corporate business & some upmarket leisure.

- ▶ Corporate or Retail consulting background & strong Amadeus
- ▶ Located in Collaroy NSW
- ▶ Great salary on offer

**Call or email Kristi for more details.**



**Sandra Chiles**

## International Incentives Manager

Our client is a well established events and sales company that is really going places. They are now expanding the International Incentives Team and need to hear from you!! As an experienced International Incentives Manager

you will have 4-5 years experience with a focus on corporate & incentive based clientele. Flexibility to travel is required in this role.

- ▶ Events Pro & Advanced Excel essential
- ▶ Sydney based
- ▶ Salary starts from \$65K + super

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

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Email: [jobs@inplacerecruitment.com.au](mailto:jobs@inplacerecruitment.com.au)

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## PENANG - PHUKET - KRABI

### 3 Night Cruises from Penang

*Selected departures from May - Dec 2011*

**Penang, Phuket, Krabi, Penang**

|                  |       |
|------------------|-------|
| Inside Cabin     | \$464 |
| Window Cabin     | \$562 |
| Deluxe Oceanview | \$604 |

### 7 Night Cruise & Stay from Phuket

*Selected departures from May - Dec 2011*

**Phuket, Krabi, Penang (4 x nights own arrangements in Penang), Penang, Phuket**

|                  |       |
|------------------|-------|
| Inside Cabin     | \$469 |
| Window Cabin     | \$567 |
| Deluxe Oceanview | \$609 |

### 8 Night Cruise & Stay from Phuket

*Selected departures from June - Sept 2011*

**Phuket, Krabi, Penang (4 x nights own arrangements in Penang), Penang, Krabi, Phuket**

|                  |       |
|------------------|-------|
| Inside Cabin     | \$622 |
| Window Cabin     | \$752 |
| Deluxe Oceanview | \$810 |

**Cruises include all meals<sup>^</sup> and entertainment onboard plus port and fuel charges.**



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\*CONDITIONS APPLY: All prices are cruise only, AUD, per person twin share and subject to change and availability. Price for Inside Cabin based on Cat DC category, Window Cabin based on CC category & Deluxe Oceanview based on BB category. Single passengers must pay a single supplement. Prices include port charges and fuel surcharge. <sup>^</sup>Meals included in selected restaurants. 2011 departure dates 7 NIGHT CRUISE ex Phuket - 30 May, 6 & 27 June, 4 July, 5 & 12 Sept, 3, 7, 10, 17, 24 & 31 Oct, 14, 21 & 28 Nov, 5 & 12 Dec 2011. 8 NIGHT CRUISE ex Phuket 13 June, 11 & 25 July, 8 & 22 August, 16 Sept 2011. Own arrangements in Penang is at passengers own choice & expense. 3 NIGHT CRUISE ex Penang May 01, 08, 15, 22 & 29, Jun 05, 12, 19 & 26, Jul 03, 10, 17, 24 & 31, Aug 07, 14, 21 & 28, Sept 04, 11, 18 & 25, Oct 02, 09, 16, 23 & 30, Nov 06, 13, 20 & 27, Dec 04, 11, 18 & 25. # 2 for 1 DEAL - 2nd pax cruise for free, PLUS 4th pax also cruises for free if 2 adults & 2 children (under the age of 12 years & below) 4th pax must be 12 years or under. Offer & pricing is valid until 30 Sept 2011. FREE passenger pays all relative port taxes & fuel surcharges - 4 Night ex Phuket PHC = \$70pp, Fuel Surcharge = \$32pp, 3 Night ex Phuket PHC = \$55pp, Fuel Surcharge = \$24pp, 3 Nights ex Penang PHC = \$50pp, Fuel Surcharge \$24pp. Holiday surcharge imposed on peak sailings. Strict cancellation fees apply. Please note that a surcharge may be imposed on credit card transactions. A service fee will be charged. Every effort is made to ensure advertisement accuracy, however Star Cruises cannot be held responsible for printing or typographical errors or errors arising from unforeseen circumstances. Pricing correct as at 20 July 2011. Pricing valid until 31 August 2011 & can be withdrawn at any time without notice. SCS 25944