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# Travel Daily

First with the news

Monday 6th June 2011

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## Star Cruises bonus

**STAR** Cruises is offering a bonus credit of up to SG\$500 on three remaining Ho Chi Minh *Superstar Virgo* cruise departures (12 Jun, 03 Jul and 11 Sep), with offers also including free upgrades.

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## Reform takes a step forward

**AFTA** has welcomed the outcome of last Fri's Ministerial Council on Consumer Affairs (**TD** breaking news), with ceo Jayson Westbury saying the officials have "acknowledged the need for reform of the regulations for the travel industry".

The brief communique from the state and federal consumer affairs ministers said changes are necessary "given the adoption of the National Tourism Accreditation Framework and the commencement of the Australian Consumer Law in 2011".

The officials proposed the "further development of a Travel Industry Transition Plan, in consultation with industry and consumers, as a pathway to an industry-wide regulatory approach".

Although the wording is different, AFTA similarly suggested an Industry Implementation Working Group in its submission to the review.

"The Travel Industry Transition Plan is exactly what we were

looking for as it enables us to work with government and other stakeholders to agree how best to implement the changes," Westbury told **TD** this morning.

He said the announcement provides the industry with some clear direction for the future.

"It allows us to work on the reform agenda," he added, with the reference to the National Tourism Accreditation Framework "indicating that accreditation of travel agents may be part of the solution we are looking for".

## MH to join oneworld

**TIES** between Qantas and Malaysia Airlines are expected to become significantly stronger, with the announcement at the IATA agm in Singapore today that MH will become a member of **oneworld** (**TD** breaking news).

Qantas will sponsor MH's accession into the alliance, with QF ceo Alan Joyce making the announcement alongside Malaysia Airlines head Tengku Azmil this morning.

The integration process, which is expected to see new fare products and destinations added to the oneworld offering, is expected to take between 12 and 18 months, the carriers said.

## Another great issue

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

- AA Appointments jobs
- THAI Airways incentive
- Renault Eurodrive sale
- JTG jobs
- Star Cruises *Superstar Virgo*

## Minor extends offer

**MINOR** Int'l's cash offer for Oaks Hotels now closes on 17 Jun.

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## TICNSW restructures

THE NSW Tourism Industry Council has announced the recruitment of an Executive Officer to replace the current gm, former Tourism Australia md Geoff Buckley.

Buckley will move to the TICNSW Board, and the organisation has also proposed a new Membership Structure which will see it move to three types of membership: Industry Sector; Regional Tourism; and Corporate Industry membership.

Chairman Ken Corbett said the moves were in response to the new NSW govt's Tourism Policy which includes \$45m increased funding and an "integrated, whole of government approach to planning, development and marketing of tourism in NSW".

## Arrivals slide continues

SHORT term visitor arrivals dipped 0.5% between Mar and Apr this year, but are still up 1% over the last 12 months, according to ABS figures released on Fri afternoon.

The month-on-month outbound trend estimate was up 1.9%.

## Pacific competition 'robust'

VIRGIN Australia and Delta Air Lines say competition on flights between Australia and the US "is now more robust than ever".

The carriers made the remark last week to US authorities, at the same time requesting the green light for their planned alliance be issued "as soon as possible".

Last month, the US Department of Transportation reversed its original stance on the planned DJ/DL trans-Pacific alliance, saying it

was now satisfied the pact would have public benefits.

The DOT was expected to provide a favourable Final Order on antitrust immunity (ATI) within a few weeks (**TD** 11 May).

ATI approval would allow the airlines to effectively work as one, by coordinating flight schedules, route planning and fare pricing.

On Fri, Virgin and Delta asked for urgency on the Final Order so that they "can begin delivering the benefits of their alliance to the travelling public."

The push came as the carriers responded to criticism and an "erroneous claim" by opponent, and antitrust immunity expert, Hubert Horan (**TD** Fri, and see p5).

DJ/DL highlighted the addition of Qantas' new capacity between Australia and Dallas/Fort Worth, Texas and the planned Houston to Auckland service by Continental Airlines using Boeing 787 aircraft, as signs of strength in the US-Australia/South Pacific markets.

They also say that United, "the largest hub carrier at Los Angeles" has become a bigger rival after its merger with Continental Airlines.

## Hawaii comp winner

CONGRATULATIONS to Karryn Flynn of Travelworld Woy Woy who has won a trip for two to Hawaii in last month's **Travel Daily** competition.

As well as answering all of the daily questions, Karryn's winning final answer was:

*The Aloha Spirit is always there, showing us Hawaiians care. Achieving a joyful state of mind, is an easy place for all to find. Happiness, Sharing, Acceptance & Health, The Aloha Spirit is Hawaii's wealth. Aloha, Hello, Goodbye, Love, Mahalo.*

## Avalon Waters EOFYS

AVALON Waterways is offering savings of up to \$2,000 per couple on select 2011 European river cruises in its End of Financial Year Sale.

The deal applies to 10 cruise itineraries, across 25 departures sailing in Jul and Aug, ranging in length from eight-days to 13.

Marketing Manager Christian Schweitzer revealed this year was one of the cruise operator's best-selling seasons, with almost 80% of voyages this year either sold out or have limited availability.

"But there are still good cabins available on many of our peak season departures," he said.

The EOFYS ends on 30 Jul.

## AirAsia X Europe plan

MALAYSIAN low-cost long haul carrier AirAsia X is inviting airports in Europe to submit proposals for new routes, with the carrier set to take delivery of five A330-200s from 2012.

"Similar to what has been achieved in Asia Pacific, we are looking forward to painting Europe red," said AirAsia X head of network planning Senthil Balan.

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## Creative set for expansion

**CREATIVE** Holidays is set to promote product in the Cook Islands, Samoa and Mauritius for 2012 as part of an expansion of its range, with the company holding the line against its more than 130 competitors.

At a briefing on Fri Creative md Paul McGrath said that sales for this year were level with 2010, despite previous forecasts of 10-12% growth for 2011.

"It's not a buoyant market," he said, adding "you have to have good incentives and add-ons".

McGrath, pictured at right, described the market as "soft" with a downturn in consumer confidence, despite the strong A\$.

"Consumers are waiting for a deal," he said.

He said the US was showing unprecedented value at present, with travellers who purchase goods during their travels able to virtually get a 'free' holiday because of the savings they make.

"Now is an amazing time for consultants to be capitalising on this very attractive proposition for clients," he said, with current Creative Hols US Fly and stay



packages priced from just \$2249 per person including Air Pacific flights and four nights in LA.

Other good selling destinations include Europe, with Creative product able to complement tours by sister brand Trafalgar.

McGrath said Bali and Fiji were doing OK "but are not firing as well as expected" outside the school holiday periods.

Initiatives planned by Creative include "giving back" to successful destinations, as well as boosting the knowledge of agents by offering incentive mentee places in the TIME program.

## Tiger routes on pause

**TIGER** Airways hopes to restore its battered reputation for reliability by cancelling a number of routes (**TD** breaking news Fri) to "both streamline and simplify our Australian operations".

CEO Crawford Rix made the announcement of the suspension of Sydney-Brisbane and Sydney-Sunshine Coast, as well as flights from Melbourne Tullamarine to Mackay and Rockhampton, saying affected passengers would be provided with a full refund.

He said Rockhampton and Mackay had both been adversely affected by rising oil prices and the Qld natural disasters.

"In addition, as the airline does not currently have a crew base in New South Wales or Queensland, operating punctual flights between Brisbane-Sydney and Sydney-Sunshine Coast has proved more challenging than anticipated," he said.

"We know that our customers expect an on-time flight as well as a great fare from Tiger Airways," Rix said, adding that "we are hopeful that as we grow the airline we will be able to restore services on the affected routes in the near future".

However it's unlikely that this will happen any time soon, with Tiger Airways last month announcing that it would not grow capacity in Australia this year (**TD** 20 May), instead deploying new aircraft to boost Asian capacity by 41% in 2011.



## Window Seat

**AN** enterprising South Australian tourism operator has discovered that sharks really like Aussie rockers AC/DC.

Mat Waller, who runs the Adventure Bay Charter Company, runs shark cage-diving tours to Shark Bay, south of Port Lincoln on the SA coast.

He said that experiments with various musical genres found the giant predators were strongly attracted to the thumping bass of *If You Want Blood* and *You Shook Me All Night Long*.

The *Adelaide Advertiser* quoted him saying he'd even "seen the sharks rub their faces on the cage where the sound is coming from as if to feel it".

**A CUSTOMS** inspector in France has been suspended after having a photo taken of himself with the passport of US President Barack Obama.

The incident occurred when the White House delegation arrived on Air Force One for the G8 summit in the north western town of Deauville on 26 May.

Apparently the punished official posed for a souvenir photo after stamping the document, and "The American officials who handed over the passports...did not appreciate it," said a union spokesman.

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## THAI walking round the world



THAI Airways International has seven staff competing in the Global Corporate Challenge that is set to run until 06 Sep.

There are two teams each in Sydney, Melbourne and Brisbane plus one team in Perth.

The Challenge is to walk at least 10,000 steps each, per day, with their progress being plotted on a virtual map.

The walk ‘around the world’

campaign is to encourage a healthier life.

**Pictured** here is THAI General Manager Australia, KN Korakot Chataasingha (left) waving off the first team walk in Sydney.

Second from left are THAI’s Rebecca Wayland, Denise Bretagne, Tim Forghani, Michael Woods, Megan Barrett, Margaret Belcheff, Kevin Fisher, Sue Marr and Melinda Stevens.

## Accom providers now seeing Stars

**FEDERAL** Tourism Minister Martin Ferguson announced on Fri that AAA Tourism’s rating scheme, dubbed STAR, has been approved to carry the TQUAL mark - the national symbol that recognises tourism quality.

The move brings 7,000 hotels, motels and caravan parks under the same ratings stable used by Aussie tour operators, attractions and eco tourism businesses.

Ferguson said consumers would now find it easier to select an accommodation provider by using the scheme, saying it helps influence decision making.

“By using the TQUAL mark, accredited tourism operators will stand out in a crowded marketplace and show consumers they are delivering on their promise of quality, reliability and professionalism,” Ferguson said.

“As an outcome from the National Long-Term Tourism Strategy, the National Tourism

Accreditation Framework has the backing of the Australian Govt and is supporting the tourism industry to differentiate our products and services on the basis of quality,” the Minister said.

Ferguson added the tourism initiative was open for other programs to also join.

## NZ/DJ GDS changes

**AIR** New Zealand has started to load new schedules under its alliance with Virgin Australia, with the changes flagged last month (**TD** 16 May) now available for booking for travel from 30 Oct.

The changes include new schedules and frequencies for Air New Zealand flights on AKL-ADL, AKL-BNE, AKL-CNS, AKL-MEL, AKL-PER, AKL-SYD, WLG-MEL and WLG-SYD.

NZ’s five daily Auckland-Sydney flights will include the occasional operation of its new 777-300ER.



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# DJ/DL opponent's opinion shot down

**AIRLINE** competition and anti-trust immunity expert, Hubert Horan, has had his submission to block the planned Virgin Australia/Delta Air Lines alliance (**TD Fri**) quashed by the carriers in a submission to the US government.

As exclusively revealed by **Travel Daily**, he told the DOT parts of the Applicant's flight capacity promise between Australia and the US contained "huge loopholes".

Last Fri, DJ and DL submitted a Joint Reply, saying Horan's latest remarks contradict claims made last Oct, when he said the original submission and ATI should be authorised on the basis that it had shown public benefits.

At the time he said: "DOT must accept the Delta/Virgin application on the grounds that it produces sufficient public benefits... to justify a grant of antitrust immunity, as it clearly meets all of the standards used in the public benefits analysis used in SkyTeam, Star, oneworld and Japan cases."

However on Wed, Horan told the US govt the revised JV had suggested competition on the Pacific route could be lessened if the likes of United Airlines were to decrease or withdraw capacity.

But, Virgin and Delta hit back at Horan's "erroneous claim". DJ/DL say his new remarks

"with respect to the enhanced application and more substantial record, that public benefits have not been demonstrated and 'thus immunity not granted'" have "no merit" and are contradictory .

DJ/DL said his theory that alliance approval may "jeopardize US-Australia competition, or result in United withdrawing its flights due to extra competition by the Delta/Virgin Australia joint venture "is unsubstantiated speculation."

They reiterated they have no intention of withdrawing capacity, and that they have "no unilateral right to invoke force majeure" to avoid capacity promises made, saying Horan "fundamentally misread" the commitment deal.

"Horan's remaining criticisms are equally without merit," they told the US regulator.

Arizona-based Horan told **Travel Daily** he was amazed at the length of time this case has required, which is now at nearly two years.

When asked how long he thought it would take for the DOT to make a ruling, Horan said: "It's hard to predict with DOT - as seen with this case, they follow their own schedule and logic."

The DOT's Final Order on the Virgin Australia/Delta alliance is expected in coming days.

Monday 6th Jun 2011

## AAA raises concern over wage increases

**THE** ceo of the Accommodation Association of Australia says the 3.4% "hike" of minimum wages by Fair Work Australia could result in accom businesses reducing employee hours.

Lorraine Duffy raised concerns over the increase on Fri, saying the nation's accommodation sector is "still in recovery mode" following the global financial crisis, along with the impact on tourism by the high Aussie dollar, recent floods and Cyclone Yasi.

"Businesses are already suffering," Duffy said, with occupancy levels and revenue levels being hit.

The AAA had proposed a maximum 3% increase, which equated to a rise of no more than \$18 per week.

"For overseas visitors who value high levels of service, this is a less than ideal scenario for tourism, as well as our members and their employees," she said.

Duffy called on more to be done to encourage bargaining.

CONGRATULATIONS

**Chris Ellis**

from Air Tickets

Chris is the top point scorer for Round 11 of **TD's** AFL industry footy tipping competition, and has won a complimentary family pass (two adults and two children) to Sydney Aquarium, courtesy of Sydney Attractions Group.



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**Thai Marketplace is going be tops!**



**ABOVE:** Marriott International has a strong line-up of overseas representatives in Australia this week, attending the Thai Marketplace tradeshow that's visiting Sydney and Melbourne.

The event will showcase the range of Marriott branded hotels to travel agents, PCOs and wholesalers, including the luxury high end JW and Renaissance resorts, Marriott and Courtyard.

Attendees have the chance to chat one on one about property features, including spas, and win some great prizes.

The Melbourne event is being held at Melbourne Marriott from 4-8pm tonight, and the Sydney leg will be on Thu from 11am-

4pm at the Sydney Marriott on College Street.

**Pictured** here in Melbourne this morning, in no particular order are: Brad Edman, Area Director Of Sales and Marketing for South East Asia; Jason Nuell, Renaissance Phuket Resort & Spa GM; James Wharton, DOSM Renaissance Bangkok Ratchaprasong; Michelle Currey, DOSM JW Marriott Phuket Resort & Spa; Billy Raksriakorn, DOSM Marriott Exec. Apartment Cluster; Roger Parnow, DOSM JW Marriott Khao Lak Resort & Spa; Tom S'prayoon, DOSM JW Marriott Bangkok/Courtyard Bangkok; and Jack Prawate, DOS Courtyard Resorts Thailand.

**Name that yacht comp**

**ABU** Dhabi Tourism Authority is offering a luxury New Year's holiday for two to the emirate in a competition to name the Abu Dhabi Ocean Racing team's state-of-the-art Volvo Open 70 yacht.

The VIP New Year's Break comp is valued at \$18,000.

Entries close on 25 Jun, to enter see [abudhabivolvoceanrace.ae](http://abudhabivolvoceanrace.ae).

**Gold Coast whale s/s**

**SEA** World has today launched its 2011 whale watch cruise program which runs until Nov.

The 2.5 hour tour operates daily from 10am (a second tour is also offered on weekends) and is priced at \$99 per adult and \$77 for children - see [myfun.com.au](http://myfun.com.au).

**New LA Marketing**

**LOS** Angeles City Council has approved a citywide Tourism Marketing District (TMD) that expects to generate about US\$11 million a year to market the city to business and leisure travellers.

The TMD says the new funding will "help draw substantially more visitors" than the 26m that already visit the region annually.

Mid-sized and large hotels in the city will fund the TMD entirely, contributing a 1.5% slice of each hotel guests visit.

**NSW lures rich Indians**

**TOURISM** NSW is targeting wealth Indian visitors to Sydney and NSW for luxury holidays in two new campaigns.

The \$85,000 'Quintessential Sydney & Surrounds' and 'Make My Trip' promotions will promote the state in print and online.

**AS Wi-Fi rolled out**

**ALASKA** Airlines says by the end of this month it will be offering Wi-Fi on 92% of its fleet, with only 7 of its 117 Boeing 737-800s not featuring the technology.

Gogo is priced from \$US4.95 and up, based on flight time and device being used.

**Driveaway sale**

**DRIVEAWAY** Holidays is offering all inclusive specials and Car Hire Snow Packages to Australian and New Zealand travellers during its Winter Car Hire Deals.

A 10% discount on standard car hire rates are being offered in NZ when booked by 31 Jul and travel by 31 Aug and a Hire for six days and only pay five on the NZ Snow Promotion on sale until 20 Jun and for collection by 31 Aug.

In Australia all inclusive deals entail free additional driver, nil excess and a free toll pass.

See - [driveaway.com.au](http://driveaway.com.au).

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### Perisher kids free deal

**THREE** or five day snow holiday packages for two adults booked at The Station in Perisher from Oct 1 to 16 Jul allow two kids to ski and eat for free - phone 1300 369 909.

## Strategic confirms Honolulu route

**STRATEGIC** Airlines has formally acknowledged it wants to begin services between Brisbane and Honolulu, Hawaii, requesting authority from the US regulator.

On Fri last week, Strategic submitted a 17-page Foreign Air Carrier Permit to the US Dept of Transportation, in which they confirmed their US intentions were "beginning with Brisbane-Honolulu scheduled service."

The route was flagged by **Travel Daily** earlier this year (**TD 27 Apr**).

VC said the service "will benefit the travelling public by providing additional, competitive price and service options for US-Australian air transportation and otherwise are consistent with the public interest."

It proposes to operate the Hawaii route using one of two A330-200 jets leased from Swiss International Air Lines.

Strategic has asked the DOT to "expeditiously" grant it permission to begin services, which it hopes to launch by Sep 2011 for at least a period of two

years.

The carrier had previously requested, and gained permission, from Australia's International Air Services Commission to operate services to the US (**TD 11 May**) but it hadn't specified which city.

Honolulu was the obvious choice given the aircraft capabilities of Strategic's A330s. GDS Travelexport had previously all but confirmed Honolulu as Strategic's first US route last month (**TD 02 May**).

**MEANWHILE**, Breakaway Travel is offering economy class industry fares with Strategic Airlines to Bali and Phuket, ex BNE, priced from \$499 return (plus taxes), for travel until 30 Mar 2012.

Details at [travelclub.com.au](http://travelclub.com.au).

### DFAT warns on E-coli

**THE** Department of Foreign Affairs & Trade is now warning travellers to Northern Germany to be aware of a confirmed outbreak of the E-coli infection, with German officials yet to determine a source.

## HRG discovers Dubai



**ABOVE:** This lucky group of HRG representatives were spoilt with a four day famil to Dubai recently.

The winners of the Emirates incentive enjoyed highlights on their Dubai Arabian experience including: staying at the Shangri-La Hotel, Grand Hyatt, and Royal Mirage Hotel as well as having time out to watch the Dubai Fountain Show, enjoy a lavish lunch and discover the shopping offered in the Dubai Mall and also the Mall of the Emirates.

Pictured here in the Arabian Desert back row from left are: Joanne Dell, Maria Breslin, Luciana Whichelow, Stephanie Belcher, Alison Moroney, Thimitra Psaltis, Takako Yabe, Gai Santoro & Rati Tse.

Seated in front row: Paul Dury and Michael Welsh.

### Business visitors up

**THE** March quarter International Visitors Survey figures released this morning showed an 11% increase in business visitor numbers, with spending up 33%.

However the results also show heavy cancellations from international visitors to Queensland in the wake of the flood and cyclone disasters.

Qld's inbound visitation fell 9%, while NSW was static but "other states and Territories performed well," according to Federal Tourism Minister Martin Ferguson.

"These are robust figures in light of recent challenges, and show that, by and large, Australia's tourism industry has come through a turbulent few months in better shape than many had feared," Ferguson said.

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## WIN A SWATCH

Day 1: Monday

Travel Daily has teamed up with SWISS to give a SWATCH —every day this week, to each of the two daily lucky winners.

Click on the YouTube video link and answer the question of the day. The first two correct entries received each day win.

Rush your answer by email to: [swiss@traveldaily.com.au](mailto:swiss@traveldaily.com.au)



Q. How many pillows is the SWISS F/A carrying?

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The lucky winners names will be published here on each day of the promotion.

## Amadeus appoints

AMADEUS IT Pacific this morning announced the appointment of Sharon Stanley as its new Head of Key Accounts.

Stanley moves from her most recent role as Senior Director for Global Program Management for Carlson Wagonlit Travel.

## Beachcomber bargain

BEACHCOMBER is offering "massive savings" at its properties in Mauritius for travellers planning holidays before 30 Sep.

Offers include 5 nights at the Le Mauricia Hotel from \$2095pp, a saving of \$642pp, with the deal including economy flights ex SYD with MK, taxes, transfers, breakfast, dinner and free activities including water-skiing. More info 1800 624 268.

## It's snowing!

SNOW has started falling in the Australian Alps, just in time for the official opening of the ski season this coming weekend.

Up to 10cm of snow fell overnight at Falls Creek in Vic, with conditions also ideal for snowmaking on several runs.

Falls Creek spokesperson Debbie Howie said more snow was forecast for every day this week.

## Cairns China summit

TOURISM minister Martin Ferguson will tomorrow meet with Chinese tourism officials in Cairns, in the lead-up to Wed's Australia China Tourism Summit.

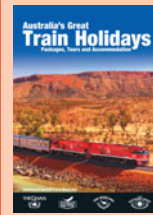


Monday 6th Jun 2011



## Brochures of the Week

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



### Great Southern Rail - Australia's Great Train Holidays

The new brochure features content on The Southern Spirit, Indian Pacific and The Ghan offering services in Private Carriages, Platinum, Gold and Red service. Packages are available on all trains as well as option touring and accommodation in a range of places including Darwin, Katherine and Kakadu, Coober Pedy, Broken Hill, Syd and Mel - [greatsouthernrail.com.au](http://greatsouthernrail.com.au).



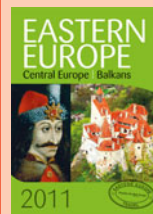
### SkiJapan.com - The best of Hokkaido and Honshu

A specialist in Japan's best ski resorts, SkiJapan now has offices in Sydney, Hong Kong and Niseko offering holiday packages in Niseko, Rusutsu, Furano, Hakuba, Shiga, Kogen Myoko, Nozawa Onsen, Appi, ALTS Bandai and Zao. Skiers and snowboarders are offered a range of accom in terms of budget, style & location.



### Evergreen Tours - Canada 2012

New for Evergreen Tours in 2012 is a tour of Western USA and an Eastern Canada tour that now finishes with a cruise to Boston. Passengers can choose different Alaskan cruising options with Holland America, NCL and Princess and different rail options with VIA Rail and Rocky Mountaineer. Companion Fly free earlybirds available now. Brochures available through TIFS.



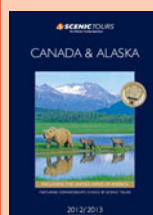
### Eastern Europe Travel - Eastern Europe 2011

The updated 2011 brochure features stopover packages in major cities, as well as exclusive independent touring packages by private car, train, coach or ferries and fixed departure fully escorted coach tours. New for 2011 is exclusive culinary modules entitled 'A Taste of...'. Traveller also have a choice of three, four and five star accom on most programs.



### Africareps - The Portfolio Collection

This collection of three beautiful booklets has an inspired selection of more than 600 Country Houses, Villas, Retreats, Hideaways, Boutique Hotels, B&Bs and private game reserves in Southern Africa. The booklets are available free from [herbie@africareps.com](mailto:herbie@africareps.com) and the product is also online at [www.portfoliocollection.com](http://www.portfoliocollection.com).



### Scenic Tours - 2012 Canada and Alaska

Scenic's 2012 Canada Alaska program features a range of exclusive packages, with the lead-in 20 day Canadian Rockies and Alaskan Cruise deal starting at \$9345 per person twin share including free flights to Vancouver with Air Canada. Also new for this year is the 27 day The Rockies, Voyage of the Glaciers and Arctic Circle tour - more details [www.scenictours.com.au](http://www.scenictours.com.au).



### Hahn Air - One Globe. One Ticket.

This brochure highlights the smart ticketing solutions available from Hahn Air, which offers interline e-ticketing with more than 200 airlines in 150 BSP/ARC countries worldwide - [hahnair.com](http://hahnair.com).



**tucantravel**  
take the adventure of a lifetime



## Sales Executive

Full-time: Melbourne based

If you're after a fun role representing exciting and unique adventure products this job is for you. Tucan Travel and This Is Africa are leading worldwide adventure tour operators who are currently looking for a dynamic and passionate sales executive for VIC/SA/TAS.

To be considered for this position, you will need to possess the following skills:

- Proven ability to achieve targets through increased sales revenue
- Ability to seek, identify and document new business opportunities
- Building and maintaining client relationships
- Well developed communication skills, written and verbal
- Confident public speaker

A successful history in sales within the travel industry and travel experience to our destinations are required. Package includes annual salary from \$48K, super, bonus, vehicle, phone, laptop and famil.

Please send applications to [justin@tucantravel.com](mailto:justin@tucantravel.com)



# Zejna's off to Mauritius!



**BEACHCOMBER** and Air Austral have named Zejna Vojic of Flight Centre Spring Hill as the winner of their joint May training and sales promotion.

Vojic has won a seat on an educational to Mauritius, flying on Air Austral's non-stop flights from Sydney to Reunion.

She's **pictured** middle with Kay Russel, Air Austral and Nicky Gore of Beachcomber.

## CX expands AA pact

**CATHAY** Pacific has added nine new US destinations to its network with an expanded codeshare deal with American Airlines.

The deal links AA flights ex Chicago with the new CX HKG-ORD service debuting 01 Sep.

The expansion of the oneworld partners' relationship was first revealed by **TD** on 02 May.

## Pricing Analyst



DriveAway Holidays is looking for a dynamic Pricing Analyst to work in the Pricing team. This is an outstanding opportunity for the right professional with vision and keen analytical skills.

**The successful candidate will be responsible for the following:**

- Tracking key economic indicators and competitor pricing
- Provide analysis and commentary for regular internal communications on pricing updates, booking performance and competitor pricing
- Identify market segmentation opportunities to promote pricing systems

**The following skills are required:**

- Advanced knowledge of Microsoft Excel
- Outstanding attention to detail
- Proven ability to work autonomously as well as within the team to achieve optimum results

If you feel that you have the key qualities required for this role, please email your resume and cover letter to [HRSydney@driveaway.com.au](mailto:HRSydney@driveaway.com.au).

Applications close 15 June 2011.

## Tiger sponsors Tigers

**TIGER** Airways has announced a very appropriate sponsorship deal, becoming the official airline partner of the Wests Tigers NRL team for the 2011 season.



Monday 6th Jun 2011

Ever dreamed of being on stage? Well, here's your chance to be...

## Queen for a Day

The Tiffany Project

*Can you hold tune? Shake your tail feather? Love to perform? Here's your chance to appear on stage in Thailand's famous Tiffany's Show, Pattaya.*

Throughout the month of June, **Travel Daily**, **Tourism Authority of Thailand**, **Thai Airways International**, **Siam Hotels and Resorts** and **Tiffany's Show** invite travel consultants to join us for a once in a lifetime "Queen for a Day" experience.

Send your audition video and you could join our group on a special famil trip to Thailand that includes flights with THAI, 5 nights courtesy Siam Hotels & Resorts (two in Bangkok & three in Pattaya) and a makeover, dress up and performance at the famous Tiffany Cabaret Show in Pattaya.

**To enter, simply send in an audition to the Tiffany Show as a short video clip of yourself (30sec-1min, .mov or .wmv file) lip syncing to your favourite song. You can use props and/or dress up if you wish.**

All the clips will be uploaded to **Travel Daily's** YouTube page. At the end of the month five winners (a representative from NSW, VIC/TAS, WA, QLD/NT and SA ) will be chosen by the judging panel..... and one additional....as voted by the industry.

So grab your video camera or mobile phone and release your inner performer!

**Send your entries to:**

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

Click here for more information



## QF pay deal settles

**QANTAS** has finalised a new pay agreement with 7500 check-in, administrative and telesales staff.

The deal, providing for a 3% annual pay increase for the next three years, was approved by Fair Work Australia after being "overwhelmingly endorsed" by the staff represented by the Australian Services Union.

## Sunsail specials

**YACHT** charter specialist Sunsail is offering a 30% discount on all Whitsundays charters during Jun, with other specials also available including pay 4 get 5, pay 6 get 7 and pay 7 get 10 for all bookings taken 01 Jan-31 Mar 2012.

There's also a 25% discount on Caribbean bareboat charters of 14 days or more - [sunsail.com.au](http://sunsail.com.au).

**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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## NOW IS A GREAT TIME TO CONSIDER YOUR CAREER OPTIONS

### SENIOR MANAGERS PLEASE STAND UP MANAGING DIRECTOR

OPEN LOCATION – SALARY PACKAGE TO \$185K

If you're capable of providing strategic direction, development and management of a business, ensuring sales targets and overhead budgets are achieved to deliver profits, bring your talents to this large organization and watch your career take flight. If you're an inspirational leader within the travel industry with experience in overseeing all facets of a business please call our Executive team for a confidential discussion about this role.

### AN INSPIRATIONAL LEADER REQUIRED

GENERAL MANAGER – CONTRACTING  
BRISBANE - SALARY PACKAGE TO \$95k +

This integral part of the business will see you involved in all contracting functions including negotiation of allotments, rates, setting pricing strategies and implementing campaigns for exclusive deals within the market at certain times of the year. You will be an inspirational leader who can demonstrate a sound knowledge of wholesale contracting particularly in the domestic market. Head north for the winter!

### RIDE THE WAVE OF CORPORATE SALES GROWTH

CORPORATE SALES MANAGERS

\*\* ALL STATES \*\* – SALARY PACKAGES OTE \$120K++

If you thrive in corporate sales and have a track record of success in finding & winning new business you could be doing it with one of the leading Brands in the industry. We're looking for exceptional talent to join this exceptional organization which is growing. You must be a well presented, dynamic and highly motivated individual who is driven by career development, brand quality, and financial gain.

### ON THE ROAD AGAIN - WITH BEAUTIFUL PRODUCT

TRAVEL INDUSTRY SALES EXECUTIVE

SYDNEY / MELBOURNE / PERTH – SALARY PACKAGES TO \$70K

Hands up if you've got on the road sales experience in the travel industry and want to upgrade to a 5 star product. If your hand is in the air, you really need to apply to AA now for these great industry sales roles. We need enthusiastic, results-driven sales professionals with an energetic attitude, full clean drivers license, own vehicle, and great presentation skills. This is a great time to make a change while the market is booming.

### A RARE AND PRECIOUS GEM

HEAD OF MINING AND RESOURCES

MELBOURNE OR PERTH – SALARY PACKAGE HIGHLY NEG

A rare and exciting opportunity now exists for you to join a dominant brand in the airline industry. Your key responsibility will be to focus on growing business within this sector using your high level executive connections to open up doors and engage with key decision makers. Experience in large Tender preparation is critical to the role, and it is essential that you have impressive communication and presentation skills.

### BRING OUT YOUR BEST CRM SKILLS

SENIOR ACCOUNT MANAGERS

SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$100K+

If you have experience in corporate Account Management, with skills in client relations, strategic development, negotiation and data analysis you could be stepping up to manage a prestigious portfolio of VIP clients. Proven results in hitting KPI's for client retention and growth essential. Experience within the corporate market is a must, with the ability to communicate at high levels in mid to large market.

### A HIGH FLYING PRODUCT CONTRACTING ROLE

AIRLINE CONTRACTS MANAGER X 2

SYDNEY & MELBOURNE – SALARY PACKAGES TO \$75K

Fancy yourself a bit of an expert when it comes to product contracting, supplier relationships and driving the best deal in the market place? Your purpose is to generate profitable revenues and deliver a market edge through your highly developed negotiation skills, analytical abilities, and extensive knowledge of the airline industry. You'll be working for a leading Brand in a gorgeous city office.

### TIME TO GO BUSH IN THE WILD WEST

TRAVEL MANAGER

PERTH – SALARY PACKAGE TO \$65k + BONUS

Join this boutique National travel company and oversee their large team based in WA which sells domestic travel, touring, accommodation and sightseeing aspects to many inbound travellers. This company is looking for a dedicated leader who has the ability to performance manage teams, make relevant changes to structures & processes, and provide top customer service. Sell the Australian Experience to the world.

## 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](mailto:executive@aaappointments.com.au)

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



THAI AIRWAYS INTERNATIONAL

# TOP GUN

REWARDS PROGRAMME



**MISSION 3 is all about Food & Wine and is now open for TG SALES from 06-17 June 2011**

**OBJECTIVE:** *Sell any available THAI fare to any THAI destination and include at least one booking at a Thai cooking school or a hotel in Thailand with an included meal to qualify.*

Mission 3 celebrates THAI's gourmet food and wine options for passengers inflight, including special occasion menus and pre-booked meals for Premium passengers and over 28 special meal choices for health/religious and dietary preferences; and also the internationally acclaimed Thai cuisine and wine culture that is thriving in Thailand and around the world.



**Book and ticket THAI during 06-17 June 2011 and you could be rewarded with...**



**★1 of 10 Food and Wine Famils to Thailand hosted by Sheraton Grande Sukhumvit and Granmonte Vineyard, Asoke Valley.**

**★1 of 10 Thai restaurant vouchers or gift cards.**

**★1 of 10 THAI gift packs including cook books and wine.**

**Please note:** Mission 4 is now open and rewards all Royal First and Royal Silk Class bookings for the entire incentive period from 09 May to 01 Jul 2011.

**How to enter:** THAI's Top Gun Rewards Programme is open to all international travel consultants. Every participating individual travel agent has to register to participate and then record their gross ticketed revenue for each Mission. Once registration has been completed, regular emails will be sent with applicable links to the incentive site. All claimed tickets/revenue will be verified before prizes are allocated. Travel agents may enter more than one mission providing the minimum criteria for each mission is achieved.

# RENAULT EURODRIVE

Established since 1955

## EUROPEAN SELF-DRIVE HOLIDAYS



# MID-YEAR SALE!

## IT'S NOT TOO LATE BUT HURRY OFFER ENDS 29 JULY 2011

- ✓ UP TO 10 FREE DAYS ON SELECTED MODELS
- ✓ 50% DISCOUNT OFF DELIVERY & RETURN FEES
- ✓ 15% COMMISSION

Valid for Vehicle Deliveries to 31 December 2011

Take delivery on selected Brand New Renault's before 30 June 2011 and receive **\$150 Fuel rebate on all new bookings.**

**MODELS INCLUDE:**

- Wind • Megane Coupe Cabriolet • New Latitude
- Laguna Coupe • Espace 5 Seats Manual Diesel with DVD

### PLUS AGENTS BONUS!

**Receive a \$50 Shopping Voucher** for all bookings made on the Mid-Year Special. Wish Gift Card may be used at Woolworths, Big W, Dick Smith, B.W.S, Dan Murphy, Caltex, Thomas Dux

Discover Europe in 2011 at your own pace in a **Brand New Renault Mid-Year Special**

**NEW RANGE & GREAT RATES**

- MOST MODELS INCLUDE EUROPE GPS
- GOOD SELECTION OF AUTOMATIC & PEOPLE MOVER MODELS

Receive up to **7 FREE DAYS** on selected models plus **50% DISCOUNT** off delivery & return fees **PAST CLIENT BONUS**

Book and pay by 29 July 2011 for delivery to 31 December 2011

**RENAULT EURODRIVE**  
TAX FREE EUROPEAN CAR LEASING

DRIVE THE CHANGE

[Click here to download our brochure](#)

# RENAULT EURODRIVE

Established since 1955

## EUROPEAN SELF-DRIVE HOLIDAYS

For further information:

**1300 55 11 60**

### DRIVE THE CHANGE





The Jetset Travelworld Group is one of Australia's leading integrated travel businesses, providing specialist government and corporate business travel, wholesale products, franchised retail services and ticket distribution services across 8 countries.

Below are opportunities for you to join our group!

#### **Executive Assistant – Jetset Travelworld Network**

- **Exciting and varied role**
- **Great opportunity to enhance your career**

Located in North Sydney, the Executive Assistant will provide support to the General Manager on a range of business requirements including screening phone calls and emails, preparing and coordinating communications to the business, diary management and other administrative tasks as required. To be successful in this role you will be able to multitask and work well in a busy environment, have exceptional communication skills and strong administration experience including the ability to produce presentations and business cases.

#### **Online Marketing Executive – Jetset Travelworld Network**

- **Dynamic and Cohesive team**
- **Opportunity to expand and grow your marketing career**

Located in North Sydney and reporting to the Marketing Manager, this role will support the Online Marketing and Communications team. This role is also responsible for creating competitive content and promotions for the Jetset/Travelworld consumer sights and developing consumer promotions to grow the Travel Club/Holiday Club. To be successful in this role you will have demonstrated experience in a marketing team and working knowledge of the travel or related industry.

#### **Product & Marketing Executive - Jetset Travelworld Network**

- **Utilise key commercial relationships**
- **Manage communications to the network**

Located in North Sydney and reporting to the Marketing Manager, this role will allow you to work autonomously on key marketing projects. To be successful for this role you will be able to coordinate promotional activities, famils and incentives in conjunction with the overall marketing strategy. If you are an experienced team leader with the ability to maintain relationships with key suppliers then this is the opportunity for you.

#### **Network Services Coordinator - Jetset Travelworld Network**

- **A Permanent and Fixed Term opportunity available**
- **Use your customer service experience to support a growing business**

Both roles, located in North Sydney and reporting to the Operations Manager, will provide quality operational support on business products and systems for the network and customers. You will resolve phone and email queries on a variety of customer issues along with providing first level support for the Online Booking Engine and National Cruise Centre. To be successful in this role you will have strong customer service experience, the ability to work well as part of a team and certified training in Galileo/Sabre.

Apply for these positions by emailing your resume & cover letter (using the title of the vacancy as the subject) to

[jtgpeople@jtg.com.au](mailto:jtgpeople@jtg.com.au)



# SuperStar VIRGO's Ultimate Upgrade Offer



**BONUS!**  
Onboard Credit of up to  
SGD\$500 for Ho Chi Minh Sailings  
Including FREE upgrade!

<b>3 NIGHT CRUISES</b> Ultimate Upgrade offer	Singapore, Penang, Phuket Selected departures from 29 May 2011 – 25 March 2012	Singapore, Phuket, Langkawi Selected departures from 22 May – 25 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	<b>\$717</b> – Free upgrade to Window Cabin <b>\$844</b> – Free upgrade to Balcony Cabin <b>\$1114</b> – Receive SGD\$300 F&B Credit
	<b>5 NIGHT CRUISES</b> Ultimate Upgrade offer	Singapore, Penang, Phuket, Malacca, Kuala Lumpur (Port Klang) Selected departures from 29 May 2011 – 25 March 2012	Singapore, Phuket, Langkawi, Pulau Redang Selected departures from 22 May – 25 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins
<b>7 NIGHT CRUISES</b> Ultimate Upgrade offer	Singapore, Penang, Phuket, Malacca, Kuala Lumpur (Port Klang), Pulau Redang Selected departures from 29 May 2011 – 25 March 2012	Singapore, Phuket, Langkawi, Pulau Redang & Kuala Lumpur (Port Klang) Selected departures from 22 May – 25 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	<b>\$1586</b> – Free upgrade to Window Cabin <b>\$1867</b> – Free upgrade to Balcony Cabin <b>\$2527</b> – Receive SGD\$500 F&B Credit
	<b>5 NIGHT SPECIAL CRUISES</b> Ultimate Upgrade offer	Singapore, Ho Chi Minh City, Pulau Redang Departing 12 June, 3 July & 11 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	<b>\$1249</b> – Free upgrade to Window Cabin <b>\$1474</b> – Free upgrade to Balcony Cabin Plus Bonus F&B credit SGD\$400 <b>\$1916</b> – Receive SGD\$400 F&B Credit
<b>7 NIGHT SPECIAL CRUISES</b> Ultimate Upgrade offer	Singapore, Ho Chi Minh City, Pulau Redang, Kuala Lumpur (Port Klang) Departing 12 June, 3 July & 11 Sept 2011	Book Inside Cabin Book Window Cabin 25% off Balcony Cabins	<b>\$1724</b> – Free upgrade to Window Cabin <b>\$2035</b> – Free upgrade to Balcony Cabin Plus Bonus F&B credit SGD\$500 <b>\$2755</b> – Receive SGD\$500 F&B Credit	

Cruises include all meals and entertainment onboard plus port and fuel charges.

For bookings & further information contact your preferred Wholesaler

\*CONDITIONS APPLY: All prices are cruise only, AUD, per person twins share and subject to change and availability. Prices based on following cabin categories; Inside Cabin DC, Window Cabin CB, Balcony Cabin BC. Single passengers must pay a single supplement. 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 14 April 2011. Pricing & bonus credit valid until 30 June 2011 & can be withdrawn at any time without notice. Price includes port charges and fuel surcharge. Holiday surcharge imposed on Peak Sailings Dates: 24 April 2011; 23 Dec 2011; 01 Jan 2012. Vietnam Visa surcharge applicable to Ho Chi Minh sailings at \$30 per person. \*Meals included in selected restaurants. Strict cancellation fees apply. Please note that a surcharge may be imposed on credit card transactions. A service fee will be charged. SCS 25407

