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Travel Daily

First with the news

Thursday 24th March 2011

Director of Sales, Corporate Travel

- Executive role
- 10 direct reports
- OTES200k

Contact **Stacy Balderson** or **Sally Frape**
at **TMS Asia Pacific T: 02 9231 6444**
E: **sally@tmsap.com**

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ISSN 1834-3058

Orpheus Island sold

QUEENSLAND'S Orpheus Island Resort has a new owner, having been purchased by millionaire businessman Chris Morris.

Morris, who founded the Computer share registry service, now runs the Colonial Leisure Group which includes 15 hotels and restaurants across Australia.

The 21-room property is currently undergoing renovations in the lead-up to a planned reopening on 01 Jul.

Fuel lifts Qantas fares again

QANTAS this morning increased its fares for the third time in six weeks (**TD** breaking news), with the rapid escalation of fuel prices described as a "major concern for the Qantas Group".

CEO Alan Joyce said that fuel costs for the company in the second half of 2010/11 are expected to rise to \$2 billion,

with the price of Singapore Jet Fuel increasing from \$88 per barrel in Sep 2010 to over \$134 today.

Effective for tickets sold from 31 Mar QF domestic and regional routes will increase by up to \$10 per sector, while Tasman fares will rise by up to 8%, Joyce said.

Today's statement didn't detail how Jetstar would respond to the high prices, with Joyce previously saying the low cost offshoot would address the issue by lifting ancillary charges and adjusting fares in selected markets.

AFL tipping reminder

DON'T forget to register for **Travel Daily's** fabulous AFL footy tipping competition which kicks off with the first game of the AFL season tonight.

The first prize for this year's AFL comp is a trip for two to Europe courtesy of Emirates and Adina Apartment Hotels, and there are lots of other great prizes on offer too - see www.traveldaily.com.au.

The AFL tipping comp is free for the industry to enter - sign up now at afl.traveldaily.com.au.

Another great issue!

Travel Daily today has seven pages of news and photos, along with the full listing of nominees for the 2011 National Travel Industry Awards and full pages: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs

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sunlover HOLIDAYS

Get ready to vote!

TODAY TD exclusively reveals the final list of nominees for the 2011 National Travel Industry Awards, with both the supplier and agent categories listed on pages **eight and nine**.

From next Mon voting in the hotly contested awards will open and will run through until 21 Apr.

Tickets for the NTIA gala dinner on 09 Jul in Sydney will also go on sale from Mon at the AFTA website www.afta.com.au.

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Travel Daily

First with the news

Thursday 24th March 2011

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Jetstar to take Paypal

JETSTAR today announced a "proposed new partnership" with PayPal which will see it become the first airline in Australia to offer the eBay-owned online system as a flight payment option.

Once finalised, the new Jetstar-PayPal agreement will enable the 3.6 million Australians with active PayPal accounts to pay from their savings, cheque, debit or credit card accounts via PayPal when booking flights at jetstar.com.

Qld recovery to take til Dec

THE Queensland Government isn't expecting tourist visitor numbers to be restored to the beleaguered state for another eight months, a report by the Qld Reconstruction Authority (QRA) has revealed.

The *Operation Queenslander* report was prepared by the QRA, a gov't operation that was created following "the worst natural disasters in our history," said Qld Premier, Anna Bligh.

Operation Queenslander is a road map that highlights key milestones the state aims to achieve as it recovers, including the State Community, Economic and Environment Recovery and Reconstruction Plan which forms the building blocks of activities.

In re-building a "stronger, more resilient Queensland", one of 18 key strategic milestones in the reconstruction phase of the three year project, is the restoration of

visitor numbers to the state, estimated to be achieved by late Dec 2011.

The project plan envisages a similar timeframe for the return to optimum production capacity of key Qld business sectors including mining and agriculture.

It also includes the production of a 'Jobs and Skills' package by mid-2012 to support community recovery, worker retention and "help address long term skills needs" in the state.

Restoration and "enhancement for flood immunity" of critical transport infrastructure is planned for finalisation in mid-2013.

CIT phones back on

CIT Holidays has advised that its phone systems are once again fully operational (TD yesterday), with gm Angelo Gaetani thanking agents for their patience during the inadvertent outage.

INFORMATION OFFICER/MARKETING ASSISTANT

The Hong Kong Tourism Board is a dynamic, global marketing organisation whose mission is to promote Hong Kong as a unique, world-class, most desired destination. The Board requires an Information Officer/Marketing Assistant for its Australia, New Zealand and South Pacific operations based in Sydney.

The Information Officer/Marketing Assistant is mainly responsible for the consumer and trade enquiries/database, brochure stock control, front office duties, as well as ad hoc Marketing/P.R. projects on demand.

Candidates will have extensive computer skills, good presentation and communication skills, preferably with experience in a tourism-related field, together with a working knowledge of Hong Kong. Remuneration package will be negotiable but will include medical benefits and superannuation.

Applications should be sent
by 06 April 2011 to E-mail:
anna.chui@hktb.com



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Cunard targets Aussies

CUNARD Line has today released its 2012-13 program to Australian travel agents, with itineraries available for booking from 04 Apr.

Highlights include a series of 12-night Mediterranean voyages on board *Queen Elizabeth*, while flagship *Queen Mary 2* will undertake 20 iconic seven-night transatlantic voyages between New York and Southampton, priced from just \$1149pp.

Queen Victoria will operate in northern Europe visiting the Norwegian fjords and the Black Sea, while a series of longer voyages are also on offer.

There's a 10% saving on fares for Aussies who book before 31 Dec as well as onboard credits - see www.cunardline.com.au.

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Travel Daily

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Thursday 24th March 2011

World's Best Business Class.
Skytrax World Airline Awards 2010

QATAR AIRWAYS
القطرية

Fiji calls for Momi Bay operator

FIJI'S government-backed Fiji National Provident Fund is hoping to resurrect the failed Momi Bay Resort project, which has been under development near Nadi for the last decade.

In advertisements today the FNPF is calling for expressions of interest to operate the 250-room property, saying it's resolved to "commence the completion of the Momi Bay Resort Stage 1" after considering a range of options including finding new partners or selling the project.

A "reputable Hotel Management Company" is sought to complete the property plus its associated amenities, which include a 9 hole golf course and 370 residential lots.

Momi Bay Resort was being developed by NZ finance

company Bridgecorp when it collapsed in 2007 with debts of almost \$500 million following Fiji's military takeover.

In Jun last year the country's self-appointed government issued the Momi Bay Development Decree which saw it take full control of the property.

A number of Chinese firms have been flagged as looking at the project in recent years but no deals have eventuated.

The FNPF is Fiji's national superannuation provider, and says its investment in the failed project is worth over \$100m.

It also developed the Natadola Bay Resort, and last year wrote off \$301m of that investment.

Expressions of interest from prospective Momi Bay operators are due in Suva by Thu 31 Mar.

MU axes AA c'share

ONEWORLD's American Airlines and SkyTeam member-elect China Eastern Airlines have told US officials they plan to terminate their 13 year old codeshare pact, effective 31 May.

Rival US carrier Delta Air Lines (a founding member of SkyTeam) has told the US govt that it 's seeking to start a reciprocal codeshare deal with MU, to begin as early as 01 Jun.

China Eastern is expected to become a full member of SkyTeam mid this year.

At this stage, it is unclear if MU's switch from AA to DL will have any impact on Qantas' codeshare relationship with China Eastern for flights into China.

EK Austria dramas

EMIRATES says it's confident that it will be able to increase its flights into Vienna as planned this Sun (TD 01 Feb), despite a last minute refusal by Austrian officials to allow the expanded operation.

The carrier says urgent talks are continuing with authorities "to resolve a technical disagreement concerning the air services agreement between the UAE and Austria and our additional flights, which passengers have booked on, Emirates has invested in promoting and hired new staff for."

Austrian Airlines this week blasted EK for using "cheap labour and unfair subsidies" to drive its growth.

Window Seat

THRILLSEEKING swimmers may soon be rushing to the new Ritz Carlton Hotel in Hong Kong - because it offers the world's highest rooftop pool, on the dizzying 118th floor of the city's brand new International Commerce Centre tower.

To make things even more exciting, the pool has an 'infinity edge' running right up to large windows which overlook the stunning Hong Kong skyline.

The new hotel, which takes up floors 102-118 of the building, officially opens next Tue.

THE Sydney Opera House didn't go green for St Patrick's Day this year - but Jumeirah's iconic Burj Al Arab Hotel in Dubai looked like it was truly the pot of gold at the end of the rainbow.

The Burj was joined by other landmarks including New York's Empire State Building, Table Mountain in Cape Town and the London Eye, with the Burj (right) featuring a shamrock - and probably more than a few crafty leprechauns as well.



SINGAPORE AIRLINES

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An exciting opportunity exists for a highly motivated individual to join the Singapore Airlines Sales team in Brisbane.

Key areas of responsibility include:

- Handle day-to-day agent enquiries.
- Oversee and administer all aspects of MICE/Group business.
- Provide support and assistance to the Sales Executive's.
- Assist in the preparation, administration and implementation of local fares and initiatives.
- Primary local IT coordinator.
- Organise functions and trade shows.

To be successful in this role you will require:

- A general understanding of the aviation industry and Singapore Airlines product knowledge would be desirable.
- Knowledge of fares and ticketing would be advantageous.
- Good knowledge of IT and systems would be advantageous.
- Good PC skills with knowledge of standard office applications (Lotus Notes, Microsoft Word, Excel and PowerPoint)
- Be comfortable and quick with learning new systems
- Team player with strong organisation, planning and time management skills with a keen eye for detail.

This position is full-time day worker position reporting to the Queensland Sales Manager. The position attracts a package including generous travel benefits and subsidised medical benefits.

Applications will be treated in strict confidence and should be forwarded to Mr James Dunne, Manager Queensland either by mail to GPO Box 49, Brisbane QLD 4001 or email to Marnie_Scrogings@singaporeair.com.sg

Applications close Wednesday 30 March 2011.

Only suitable applicants will be accorded an interview.

EXPERIENCE

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NZ boosts DJ stake

AIR New Zealand yesterday advised that it has taken ownership of an additional 0.8% of Virgin Blue shares, returning its holding to 14.99%.

New QF route aids Qld recovery

QANTAS says its new Dallas route (TD yesterday) which flies directly from Texas to Brisbane (and then onto Sydney) has the potential to provide a big boost for the tourism industry in Qld, NSW and across the country.

Peter Collins, regional gm NSW yesterday said the route would "open up significant new markets

for Queensland tourism operators as well as their counterparts in NSW" out of North America.

"This is particularly good news as Queensland recovers from the recent natural disasters," he said.

Collins also suggested Qantas' Texas route was a welcome addition for the tourism industry nationwide, as it "looks to capitalise on the interest created by the Oprah Winfrey Show's visit last December."

The Qantas SYD/DFW/BNE/SYD route launches on 16 May.

Wolgan food package

EMIRATES' Wolgan Valley Resort and Spa has released a new *Autumn Retreat* deal targeting the foodie market.

Available 01 Apr-30 Jun (excluding the Easter long weekend) the package includes two night's accom, all meals, internet and two nature-based experiences each day - as well as an onsite cooking demonstration from a Wolgan Valley chef.

Midweek bookings also come with a 60-minute spa treatment per person, with the deal priced at \$1350pp - more information 02 9290 9733.

UK APD tax freeze

THE UK government will not increase its controversial Air Passenger Duty at this stage, with a budget statement overnight confirming that the tax will stay at its current levels for another year.

IATA has welcomed the move, but pointed out that UK passenger taxes are still the highest in the world, collecting more than £2 billion each year, with long haul travellers particularly penalised.

Bunnik: Welcome to Egypt!



ABOVE: Bunnik Tours founder Marion Bunnik is in Egypt to personally meet the first 10 tour groups back to the country following the recent unrest there.

In one of her first updates Marion said tourists are receiving a warm welcome.

"Everywhere we went, we were greeted with "Welcome to Egypt" banner and at the great Pyramids we found a group of young people with large signs showing that they loved Egypt...we all joined these young people for a photo (above)...they were so happy to see us in Egypt visting their famous historical sites".

The tour company has 120

groups visiting Cairo and beyond making Egypt a major destination for the firm.

Dennis Bunnik who flew to Cairo to assist passengers at the time of the crisis believes that Egypt will bounce back strongly.

"By travelling now you'll also experience the creation of a new history as the Egyptian people look forward to a free and better future", Dennis continued.

Bunnik is offering discounts of up to \$500pp off on tours departing up to 31 Mar 2012.

Consultants can also earn a \$50 Myer voucher for every Egypt booking made and deposited by 31 May 2011.

Emirates

emiratesagents.com/au

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Image depicts Burj Khalifa. *Terms and conditions apply. Prices are per person, per night on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Valid for bookings made for travel in August 2011. For bookings made for travel up to and including 31 July 2011 and from 1 September 2011 up to and including 31 October 2011, prices start from US\$59 per person, per night on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Rooms subject to availability. For more details contact your Emirates Sales Team or the Emirates Customer Service Centre on 1300 880 599. EMI2927

HWeT agents swim into TNQ



ABOVE: Sunlover Holidays hosted 15 Harvey World Travel incentive winners to Tropical North Qld earlier this month.

Agents came from Tasmania, Victoria, Canberra and NSW to experience the Great Barrier Reef, Cairns, Palm Cove, Port Douglas, Cape Tribulation & The Daintree Rainforest over four warm and wonderful days.

Highlights included Green Island & Moore Reef snorkelling & scuba diving, a Jungle Surfing Canopy Tour through the Daintree Rainforest, a dinner hosted by Tourism TNQ & Mirvac at Sea Temple Palm Cove, and the Tjapukai cultural dinner & show.

Pictured here back row *from left* on the Great Adventures Reef and Green Island Experience are: Sarah, Sunlover Holidays; Renee, HWT Sylvania; Rowena, Sunlover bdsm; Anna, HWT Belconnen; Kim, HWT Belconnen; and Fiona, HWT Erina Fair.

Front: Sarah, HWT Langwarrin; Kate, HWT Rosebud; Mary, HWT Sylvania; and Alicia Great Adventures/Quicksilver.

Amari Rincome closes

THE Amari Rincome hotel in Chiang Mai, Thailand will be closed from 30 Apr, as it undergoes redevelopment.

NZ Feb pax up 6.9%

AIR New Zealand has issued its passenger figures for Feb, showing it carried 1.066m people during the month, up 6.9%.

Short haul numbers were up 7.7%, while Tasman/Pacific showed a strong improvement, with passenger numbers up 14.1% on a 10.5% capacity boost.

Air NZ long haul passenger numbers rose 2.1% in Feb, with the carrier's overall load factor up 0.1 point to 83.3%.

Oaks shares on block

ACCOUNTING firm Pricewaterhouse Coopers is seeking Expressions of Interest for the sale of a 34.4% parcel of shares in the collapsed Oaks Hotels and Resorts, which is currently in receivership.

A successful purchaser of the stake would be required to make a cash takeover bid for the remainder of the company.

HA/KE team up for FF

HAWAIIAN Airlines and Korean Air have teamed up to allow their loyalty members to earn and burn points on either carrier.

CO 737/757 to get wi-fi

MORE than 200 Boeing 737 and 757 Continental Airlines domestic jets are to be fitted with LiveTV wi-fi from next year, providing onboard connectivity to nearly 100 live television channels.

MEANWHILE, Continental has announced the completion of the installation of its new flat-bed seats in BusinessFirst across its fleet of Boeing 757-200s.

CO's 22 Boeing 777s received the same seats in Dec.

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GROUPS COORDINATOR

Sydney based

Globus family of brands is expanding our groups department and are looking for a full time groups coordinator based in the Sydney office.

The role will be responsible for developing group tour series and custom groups for worldwide destinations across our award winning brands.

To succeed we're looking for a candidate with at least three years experience in either retail group travel or wholesale groups, ideally within a customer service and sales environment.

To apply, forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by Thursday 31 March 2011.

PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

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If you are a bubbly, positive and approachable communicator who is looking for the next step in your career, stop reading and apply now!

Please forward a cover letter and resume to: michellec@driveaway.com.au by 31 Mar 2011

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Longer free NZ fares

CONTIKI has extended its free flight to New Zealand offer until 02 May, valid for bookings on any tour of seven-days or longer, if paid in full before 30 Jun - see www.contiki.com.au/sweetas.

Washington ATC move

US Transportation Secretary Ray LaHood has ordered a review of staffing levels at air traffic control facilities across the US, and in particular ordered the FAA to have a minimum of two ATC staff on the midnight shift at Washington Reagan Airport.

BAC raises debt \$'s

BRISBANE Airport Corporation has successfully raised \$600m in debt, with the refinancing to repay maturing facilities and fund capital expenditure.

QH SA chef packages

QANTAS Holidays has a limited number of places available on its chef dining experiences in South Australia.

The wholesaler is offering last minute deals priced from \$225pp twin share on its chef experience with Mark McNamara, when booked by 31 Mar.

Visitors can also experience a four course dinner, prepared by series two MasterChef contestant Callum Hann, from \$195ppts.

Israel agent incentive

GREECE and Mediterranean Travel is offering all Aussie travel agents the chance to win an eight-day Holyland tour to Israel, by completing a quiz based on the company's new brochure.

Entries are based on answers to five simple questions about the company's brochure, and must be submitted by 01 Apr to kelly@greecemedtravel.com.au.

More details on 1300 661 666.

APT virtual ship tour

APT has introduced new high definition, 360 degree virtual tours of APT's Aria and Concerto class European river cruise ships, via its website.

GM marketing Deborah Fox says the tool is an excellent aid for travel agents to educate pax.

VS interlines with B6

VIRGIN Atlantic and US low-cost carrier JetBlue have struck a transatlantic interline deal, making it easier for pax to connect to B6 operated US services.

The partnership streamlines connections for pax on Virgin Atlantic's Boston-Heathrow, New York-Heathrow, Orlando-Glasgow, Orlando-Gatwick, Orlando-Manchester and Washington-Heathrow flights, to points incl Baltimore, Charlotte, Chicago, San Diego, San Juan and Tampa.

New Windstar blog

WINDSTAR Cruises has launched a new website that features a blog with real-time stories from guests and crew, travel tips and more info - see windstar.com.

Viva! Hol's SA agents in Fiji



ABOVE: Viva! Holidays recently hosted a group of top supporting agency representatives from South Australia on a six-day educational to Fiji.

The group experienced a Captain Cook Dinner Cruise off the Pacific Island as well as attended a traditional Fijian cultural show at the Outrigger on the Lagoon Resort.

Pictured at the Warwick Fiji Hotel front row **from left** are: Leonie Schmidt, Prestige Travel;

Alana Norwood, Travelworld Ceduna; Annette Simpson-Rial, Viva! Holidays; Bahriah Mahmood-Hastwell; Travel and Cruise; Elizabeth Heyes, DB Travel.

Back Row: Kristie Tilbrook, Phil Hoffmann Travel Glenelg; Petero Manufolau and Mary, Warwick Fiji; Christine Saunders, HWT Glenelg; Samantha Newham, Jetset Port Augusta; Laura Powell, Phil Hoffmann Travel Norwood; and Cassandra Oates, HWT Castle Plaza.

Agent Niue webinars

THE Niue Tourism Office is hosting free interactive webinars on the South Pacific Island for all Australian retail travel agents at 08.30am on 01 Apr - register at <https://www3.gotomeeting.com/register/449433030>.

Getaway tonight

TONIGHT's episode of Channel Nine's dedicated half hour travel show, *Getaway*, airing at 8pm, features stories on:

- Disneyland, California, USA
- Young, NSW
- Angkor Wat, Cambodia

BUSINESS DEVELOPMENT EXEC - GROUPS

Be part of a dynamic team promoting groups business to the NT!

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- Proven record in achieving targets
- Excellent communication, presentation and negotiation skills
- Extensive product knowledge of the NT

More details:

Job description: www.territorydiscoveries.com/careers

Enquiries: richard.schoonraad@territorydiscoveries.com / T: 02 8281 9626

To Apply: Please forward a current CV and cover letter addressing the select criteria to: recruitment.tourismnt@nt.gov.au, no later than 25 March 2011.

(Be sure to follow instructions as outlined on the job description)



PRODUCT MANAGER

GREECE, TURKEY, CRUISING,
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Tempo Holidays (a member of the Cox & Kings Australia brand range), is one of Australia's most respected travel wholesalers, specialising in tailored travel arrangements to over 40 countries in Europe, the Middle East, North Africa, India and Latin America.

We are now seeking an experienced European product manager who will be primarily responsible for developing an innovative and exclusive product range which is reputable and yields results in the market place.

If you are seeking a career development opportunity that is challenging and rewarding, [click here](#) to view a position outline.





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.

The **Tourism Tasmania** Board has announced the appointment this week of **Tony Mayell** as its new Chief Executive Officer, to begin in May. Mayell is a former MD & CEO of the NT Tourist Commission.

Larissa Kaye from travel industry specialist PR firm MG Media has announced her resignation, to take up a role in corporate relations with the NSW National Party, commencing after this Sat's state election.

Mercure Cairns Harbourside has appointed **David Penney** to the position of Sales and Marketing Manager. He was most recently assistant gm at the Mercure Port Douglas Treetops Resort.

Anna Denby has taken on the role of Account Director for **Lewis PR's** first lifestyle client, **COMO Hotels and Resorts**. Lewis PR recently launched its new consumer and travel division in Australia, while Denby was recently briefly PR and communications mgr for Air Pacific.

Accor has named **Jack Work** as the new Hotel Manager of the **Mercure Nadi**, in Fiji. Work has been with Accor since 2005 where he started as Duty Manager at the Sofitel Resort and Spa on Denarau Island.

Pullman Reef Hotel Casino Cairns has appointed **Amanda Balaam** to the role of Director of Sales. Balaam will relocate to Cairns from her current role at the Grand Hotel Melbourne.

The **Accommodation Association of Australia** has elected three new directors to its national board: **Rachel Argaman**, Toga Hospitality; **Mark Hodge**, Mantra & **Dino Mezzatesta** from Accor.

Groups and Cruise Coordinator



The AOT Group is one of Australia's largest Inbound Tour Operators and the largest wholesaler of domestic product in Australia. We are looking for a new Inbound Groups and Cruise Coordinator to join our dedicated and enthusiastic team based in our Sydney office.

The main focus of this role will be to provide and support various wholesalers and cruise companies by providing them with competitive quotes and itineraries and to manage these bookings. The role will also involve coordinating cruise ship port tours and visits.

We are looking for someone with excellent communication and presentation skills, ability to multi task and time manage, Australian destination knowledge, previous experience with group bookings, strong computer skills, attention to detail and experience with a reservation system such as Tourplan.

This is an excellent opportunity to be involved in an exciting and expanding side of the AOT business offering a diverse role with new challenges and experiences.

Please send your covering letter and resume through to careers@aotgroup.com.au



careers@aotgroup.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.

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Email: accounts@traveldaily.com.au

Qld media mega-famil

TOURISM Australia & Tourism Queensland are hosting about 200 media from around the world this week to report on the tourism industry's recover efforts, as part of the \$10m joint recovery strategy (**TD** 09 Mar).

The hand-picked media cover print publications, TV, radio, online news and travel blog sites.

Tempo discounts Egypt

TEMPO Holidays is offering up to 40% off its Taste of Egypt tour, with the seven-day packages now priced from \$1,175ppts, valid for travel between 01 May-25 Sep.

The company resumed tours to Egypt on 15 Mar.



Thursday 24th Mar 2011

Air France to Cancun

AIR France will commence a new thrice weekly service between Paris Charles de Gaulle and Cancun, Mexico from 21 Oct.

AF will operate a dual-class Boeing 777-300 on the route.

Elysian on Bali site

ELYSIAN on Bali has launched a new website to reflect its "forward thinking" unique boutique hotel-see www.TheElysian.com.

WIN A TRIP FOR TWO TO TAHITI **GET A BUNGALOW**

She lost her key... ..he had a suite solution

Melinda Rowe of TravelManagers sent in the following entry yesterday:
Title: *The Tahitian Pearl*
Tagline: *There would be no mutiny...with this suite bounty.*

Tahiti Travel Connection & Travel Daily are giving travel consultant readers the chance to win a trip of a lifetime to Tahiti & Bora Bora! On this 7 night trip you will be staying at the gorgeous and newly-renovated Le Meridien resorts.

To enter, you need to come up with a title and tag line for this imaginary Tahiti-based romance novel. Keep it short and snappy (see our example above) and the most creative entry will win this dream holiday.

Email your entries to: tahiticomp@traveldaily.com.au

Click here for competition terms & conditions.



afta National Travel Industry Awards 2011 Nominees



Supplier categories - online voting by agents

BEST WHOLESALE - AUSTRALIAN PRODUCT

- Broome & The Kimberley Holidays
- Creative Holidays
- Excite Holidays
- Octopus Travel
- Qantas Holidays & Viva! Holidays
- Sunlover Holidays
- Travelpoint Holidays

BEST AIRLINE INTERNATIONAL - ONLINE

- Air Canada
- Air China
- Air New Zealand
- Cathay Pacific
- Emirates
- Etihad
- Hawaiian Airlines
- Malaysia Airlines
- Qantas Airways
- Qatar Airways
- Singapore Airlines
- South African Airways
- Thai Airways International
- V Australia

BEST AIRLINE INTERNATIONAL - OFFLINE

- Air France
- Air Malta
- Alaska Airlines
- American Airlines
- Austrian Airlines
- Finnair
- KLM Royal Dutch Airlines
- Lufthansa
- Scandinavian Airways
- Srilankan Airlines
- Swiss International Air Lines
- US Airways

BEST CRUISE OPERATOR - INTERNATIONAL BASED OPERATIONS

- APT
- Avalon Waterways
- Carnival Cruises
- Celebrity Cruises
- Crystal Cruises
- Cunard Line
- Holland America Line
- Hurtigruten
- MSC Cruises
- Princess Cruises
- Regent Seven Seas
- Royal Caribbean Line
- Silversea Cruises
- Uniworld Boutique River Cruise Collection

BEST CAR/CAMPERVAN RENTAL OPERATOR

- Avis
- Britz Maui
- Europcar
- Hertz
- Spaceships Campervan Hire Australia
- Thrifty Car Rental

BEST TOURIST OFFICE - NATIONAL

- South Australian Tourism Commission
- Tourism NSW
- Tourism Queensland
- Tourism Tasmania
- Tourism Victoria

BEST CRUISE OPERATOR - AUSTRALIAN BASED

- Captain Cook Cruises
- Orion Expedition Cruises
- P&O Cruises
- Princess Cruises
- Royal Caribbean Line
- True Star Cruises (North Star Cruises)

BEST TOUR OPERATOR - INTERNATIONAL

- Abercrombie & Kent
- APT
- Bunnik Tours
- Contiki Holidays
- Cosmos
- Cox & Kings
- Gap Adventures
- Globus
- Grand Pacific Tours
- Insight Vacations
- Peregrine Adventures
- Scenic Tours
- Trafalgar Tours
- Travel Indochina
- Tucan Travel
- Venture Holidays
- Wendy Wu Tours
- World Exhibitions & UTracks

BEST TOUR OPERATOR - DOMESTIC

- AAT Kings
- Adventure Tours Australia
- APT
- Bill Peach Journeys
- CC's Croc Connections
- Contiki Holidays
- Pinnacle Tours

BEST DOMESTIC AIRLINE

- Qantas Airways
- Virgin Blue

BEST TOURIST OFFICE - INTERNATIONAL

- Austrian National Tourist Office
- California Tourism
- Canadian Tourism Commission
- Fiji Islands Visitors Bureau
- German National Tourist Office
- Hawaii Tourism Oceania
- Italian Government Tourist Office
- Korea Tourism Organisation
- Las Vegas Convention & Visitors Authority
- Macau Government Tourist Office
- Singapore Tourism Board
- South African Tourism
- Sultanate of Oman Tourism
- Tourism Authority of Thailand
- Tourism Malaysia
- Tourism New Zealand

BEST WHOLESALE - INTERNATIONAL PRODUCT

- ANZCRO
- Asia Escape Holidays
- CIT Holidays
- Creative Holidays
- DriveAway Holidays
- Elegant Resorts & Villas
- Excite Holidays
- Octopus Travel
- Pinpoint Travel Group
- Qantas Holidays & Viva! Holidays
- Rail Plus
- Sun Island Tours
- Tempo Holidays
- Travel 2
- World Drive Holidays

BEST AGENCY SUPPORT SERVICE

- AA Appointments
- Air Tickets
- Amadeus IT Pacific
- Breakaway Travel Club
- C&M Recruitment
- Cover-More Travel Insurance
- Express Ticketing
- inPlace Recruitment
- Qantas Industry Centre (QIC)
- Sabre Pacific
- Tramada Systems
- Travcours
- Travelport (Galileo)

BEST SALES EXECUTIVE - INDUSTRY SUPPLIER

- Alisha Moss - Contiki Holidays
- Blake Muir - Topdeck
- Brooke McQuilty - Contiki Holidays
- Chris Catanzariti - Gap Adventures
- Chris Wilks - Sabre Pacific
- Clare Sloane - Contiki Holidays
- Craig Hunt - Helen Wong Tours
- Danielle Moubarak - Virgin Blue
- Danielle Silburn - Geckos & Peregrine
- Darren Evans - Travelz
- Dylan Hearne - Creative Holidays
- Eddie Steinmann - Kirra Holidays
- Felicity La Terra - Virgin Blue
- Fiona Richards - Sabre Pacific
- Frances Oborn - Buffalo Tours
- Gabe Money - Kirra Holidays
- Gary Manuel - Virgin Blue
- George Markos - Qantas Airways
- Graham Ware - SAA
- Josephine Corry - Virgin Atlantic
- Julie Pratt - Creative Holidays
- Julie Rogers - Globus Family
- Julie Simpson - APT
- Karina Hill - Express Ticketing
- Kathleen 'Mak' Doherty - GAP Adventures
- Kristine Chippendale - Qantas
- Kyle Duffield - Cox & Kings
- Kylie Bevan - Wendy Wu Tours
- Kylie McAlister - Excite Holidays
- Mara Smith - Insight Vacations
- Margaret Sibraa - Pinpoint Travel Group
- Meredith Salotto - Hawaiian Airlines
- Nathan Baber - DriveAway Hols
- Nick Berry - Shangri-La Hotels
- Pam Howson - Kirra Holidays
- Peter Balmer - APT
- Rachael Hunter (Dunne) - Air Tickets
- Rebecca Merlino - Pinpoint Travel Group
- Sally Holman - Travelport
- Sally Plenderleith - Insight
- Sandra Cahill - APT
- Sharon Tyson - Singapore Airlines
- Sonia Thorpe - Trafalgar Tours
- Tenille Hunt - Gap Adventures
- Tim Tsagaris - Qantas Airways
- Vanja Brown - Singapore Airlines
- Wayne Poole - Australia Zoo

**Supplier categories
continued on next page...**



afta National Travel Industry Awards 2011 Nominees



More supplier categories...

Agent categories - online voting by suppliers

BEST HOTEL/RESORT - AUSTRALIAN PROPERTY

- Cable Beach Club Resort
- Club Med Lindeman Island
- Crystal Beach Resort, Gold Coast
- Daydream Island Resort and Spa
- Hamilton Island Resort
- Hayman
- Hilton Melbourne South Wharf
- Ibis Melbourne
- Kingfisher Bay Resort, Fraser Is.
- Lilianfels Resort and Spa
- Mantra 2 Bond Street, Sydney
- Orpheus Island Resort
- Palazzo Versace, Gold Coast
- Peppers Broadbeach
- Peppers Salt at Kingscliff
- qualia
- Quay West Resort Bunker Bay
- Sea Temple Port Douglas
- Sofitel Brisbane
- Voyages Ayers Rock Resort

BEST HOTEL/RESORT GROUP

- Accor Hotel Group
- Caesars Entertainment Las Vegas
- Club Med
- Dorchester Collection
- Four Seasons Hotels
- Hyatt Hotels and Resorts
- IHG
- Leading Hotels of the World
- Mandarin Oriental Hotels
- Mantra Group
- Marriott International
- Mirvac Hotels and Resorts
- Relais & Chateaux
- Shangri-La Hotels and Resorts
- Starwood Hotels and Resorts
- Voyages Hotels and Resorts

ROOKIE OF THE YEAR - SUPPLIER

- Amie Tickner - Contiki Holidays
- Christian Coronica - AAT Kings
- Emily Greene - Excite Holidays
- Laura Cuthbert - Trafalgar Tours
- Rachel Bennett - Air Tickets
- Venise Taavili - Breakaway Travel

BEST REGISTERED TRAVEL INDUSTRY TRAINING INSTITUTION

- Adelaide Hospitality & Tourism School
- Australian Pacific Travel & Tourism
- TAFENSW - Western Sydney Institute - The Hills College
- Brisbane North Institute of TAFE
- Tourism & Hotel Management Centre
- TAFE Ultimo
- William Angliss College

BEST TRAVEL AGENCY RETAIL (MULTI LOCATION)

- Concierge Traveller
- Diploma World Travel
- Harvey World Travel Loganholme/Carindale/Forest Lake
- Harvey World Travel Mackay/Mt Pleasant
- JC Travel Professionals
- Phil Hoffmann Travel
- STA Travel
- Travel Associates
- TravelManagers

BEST TRAVEL AGENCY RETAIL SINGLE LOCATION

- Australia Zoo Travel
- Australians Studying Abroad
- Bayview Travel
- Cove Travel
- Cruise Lovers
- Cruisescene
- Flying Colours
- Globenet Travel (Clean Cruising)
- Harvey World Travel Caloundra
- Harvey World Travel Lane Cove
- Harvey World Travel Sunbury
- Harvey World Travel Sylvania
- Jetset Castle Hill
- Jetset Hurstville
- Jetset Midland
- Jetset Newcastle
- Jetset Travel Norwood
- Macedon Ranges Travel Services
- MTA Travel
- Newcastle Travel
- Port Travel
- The Adventure Traveller
- Travel by Wyndham
- Travelcall
- Travelcentre Bendigo
- WOW! Travel

BEST NATIONAL CORPORATE TRAVEL MANAGEMENT CO.

- American Express Business Travel
- Corporate Travel Management
- FCM
- Qantas Business Travel
- Voyager Travel

BEST TRAVEL AGENCY GROUP

- Concorde Agency Group
- Escape Travel
- Flight Centre
- Harvey World Travel
- Jetset Travelworld Network
- Travellers Choice
- Travelscene American Express

BEST TRAVEL CONSULTANT - CORPORATE

- Cecilia Menage - Corporate Travel Management
- Darren Whittaker - Travelforce
- Hannah Moore - The Travel Authority
- Hayley Rogers - Corporate Travel Management
- Joanne Cater - Corporate Travel Management
- Jodie McLaren - Corporate Travel Management
- Julie Brender - Goldman Travel Corporation
- Lily Sisopha - Show Group Enterprises
- Lisa Rayner - Travelforce
- Lizette Braithwaite - Corporate Travel Management
- Mark Trim - RoundAbout Travel
- Nicolle Pyle - Corporate Travel Management
- Rebecca Normand - Show Group Enterprises
- Ric Pattaro - TravelManagers
- Robyn Lawley - WOW! Travel
- Rosanna Golino - VI.SA Travel
- Samantha Devlin - DBT Corporate
- Sandra Pelekanakis - Wentworth Travel
- Stacey Rowe - Corporate Travel Management
- Vito Li Puma - Globetrotter

BEST CONFERENCE & INCENTIVE TRAVEL AGENCY

- ETM
- Australian Business & Conference Travel
- CI Events
- CPE Travel
- Destination Event Management

ROOKIE OF THE YEAR - AGENT

- Adrienne Miller - Travelforce
- Chloe Kenny - Jetset Travel Norwood
- Christy Brown - DBT Corporate
- Claudia Nethery - Travelforce
- Janet Seluoge - Spencer Travel
- Katrina Tasker - Escape Travel Chatswood
- Lisa Dietze - Concierge Business Travel
- Nick Lowes - Jetset Travel Norwood
- Philippa Pan - STA Travel Bondi
- Sophie Brooks - Harvey World Travel Lane Cove

BEST TRAVEL AGENCY CORPORATE SINGLE LOCATION

- Airport Travel
- Concierge BT
- DBT Corporate
- ETM
- Goldman Travel Corporation
- Impact Organisation Travel
- Motive Travel
- Shean & Partners
- Spencer Travel
- TTFN Travel

BEST TRAVEL AGENCY CORPORATE MULTI LOCATION

- Complete Business Travel
- Globetrotter
- Show Group Enterprise
- Stodarts Travel & Cruise
- The Travel Authority
- Travelforce

BEST TRAVEL CONSULTANT - RETAIL

- Anne Westby - Travelcentre Bendigo
- Cathy Moir - TravelManagers
- Chris McGetrick - Bayview Travel
- Debby Ashes - Harvey World Travel Lane Cove
- Diana Abousattout - Rotana Travel
- Diana Buckler - Cove Travel
- Donna Meads-Barlow - Cruisescene
- James Jang - Port Travel
- Karen McLaren - Cruise Lovers
- Kate Driver - Travelworld Naracoorte
- Kathy Millett - Alpha Travel
- Kelly Grace - Student Flights Knox City
- Kylie Taylor - Complete Travel Solutions (Plus Kids Travel)
- Lisa Myers - WOW! Travel
- Maria Slater - Maria Slater Travel
- Mario Cufone - Phil HoffmanN Travel Glenelg
- Mel Proeve - Jetset Travel Norwood
- Nick Agnew - STA Travel Bondi
- Nicole Howard - Seniors Holiday Travel
- Nieccia Miller - Jetset Travel Norwood
- Paul Rickard - Harvey World Travel Caloundra
- Thaddeus Lin - Flight Centre Business Travel

Online voting opens at 9.00am on 28th March 2011 at www.afta.com.au.

Last votes accepted 5.00pm on Thursday 21st April, with finalists to be announced in late May.

Winners will be announced at the Gala Awards Dinner on Sat 9th July at The Westin, Sydney.

New Careers cleared for take-off

Get on board with TMS today!



Hot Jobs (Australia) - March 2011

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

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

Temp or Contract Executive – **Alex and Sharon**
– **Sally Frape**

JOB OF THE WEEK!

Retail/Corporate Travel Consultants - Sydney & Melbourne City

- Ongoing training with endless career opportunities
- Global travel company with fantastic career progression

This is a role responsible for several educational portfolios. End to end travel management will be required including self ticketing and multi fare construction. This is a great opportunity for a experienced retail travel consultant to mix it up with the corporate environment. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and be prepared to self-ticket. If you have strong customer service skills with fantastic fares knowledge this is the role for you.



Contact **Brendan Grant** T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Business Development Manger - MICE Sydney & Melbourne

- Great earning potential
- Large travel company with fantastic management

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, strong work ethic, be confident and highly self motivated.

Contact **Brendan Grant** T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Product Load Consultants – Sydney CBD

- Huge global travel company with extra benefits
- Great work / life balance

Our client, a leading global travel company is looking for Product Consultants to take responsibility for the loading and management of the reservations database. To be considered for this role you must be experienced in using calypso and have consistent attention of detail.

Contact **Brendan Grant** T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Corporate Travel Consultant - Melbourne

- Modern offices in the CBD
- Fantastic team environment

Due to growing accounts this fantastic corporate travel company in the city is looking for experienced international corporate consultants to come on board. The ideal candidates will have experience in corporate travel consulting, have excellent customer service, good product knowledge and a great work ethic. You must have minimum 2 years corporate consulting experience and knowledge of a CRS

Contact **Stacy Balderston** T: 03 96021809 E: stacy@tmsap.com

Cruise Consultant & Corporate Consultant - Sydney

- Highly profitable boutique corporate
- Booming cruise business and repeat clients

Join a winning team for this north shore based agency. Selling to small to medium corporate companies to a wide range of international and domestic destinations. Highly successful team, part of growing small chain of offices. Supported by a global branded affiliate they have well known in their region as a place to book travel! We are looking for experienced Sabre GDS consultants only at this stage.

Contact **Fujio Shibata** T: 02 9231 6444 E: fujio@tmsap.com

Business Relationship Manager NSW/ACT

- Well known corporate brand
- OTE \$80K

Our client is a well respected, established and growing company looking for an exceptional Sales professional to come on board and grow the revenue in NSW and ACT. If you are currently in a BDM, BDE or Sales Representative role within travel wholesale company - we would love to hear from you! The role will see you working closely with all distribution channels to meet and exceed sales targets. You will be identifying and winning new business as well as account managing existing clients. You will be responsible for strategic planning including building account plans. Required skills include on the road experience in selling to retail travel network, history of meeting and exceeding sales target in retail travel industry. Attractive salary package, bonus system and other benefits are on offer for the right candidate.

Contact **Anna Wachowiak** T: 02 9231 6444 E: annaw@tmsap.com or apply online now!



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OUR NATIONALLY BASED EXECUTIVE TEAM IS READY TO ASSIST YOU!

DRIVE A HIGH PERFORMANCE SALES TEAM

DIRECTOR OF SALES

SYDNEY – SALARY PACKAGE OTE \$200K+

This is an opportunity for a senior Executive within the Corporate arena to step in to a key leadership role within a thriving global organization. This role requires someone with knowledge of the corporate travel landscape and proven success in engaging with the corporate market at the executive level to secure new business. Strong leadership and financial skills are essential along with a proven track record in Sales.

THE FORMULA ONE OF LEADERSHIP

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is a rare opportunity for a proven business leader to build on the success of a global Brand driving the business to achieve growth. It requires someone with a passion for the travel industry, strong negotiation & relationship skills and the ability to inspire & lead teams. You'll have a track record of success in delivering profitable outcomes to the business, and be rewarded with an executive salary package with bonuses.

THE HUMAN TOUCH

HUMAN RESOURCES MANAGER

SYDNEY – SALARY PACKAGE CIRCA \$100K+

If you're a progressive and proactive HR professional with a proven track record of innovation and success at a senior level, this new opportunity is available now within a dynamic travel organization. You'll be capable of creating positive and flexible work environments and thrive in a fast-paced environment. Extensive experience in HR/IR law required and leadership skills are a must. An exciting opportunity to have a positive impact.

A SHINING STAR IN THE SUNSHINE STATE

REGIONAL SALES & ACCOUNT MANAGER

BRISBANE - SALARY PACKAGE OTE \$115K

This is an exciting role with a leading Corporate agency at a management level. You will be highly experienced in sales and account management with the ability to deliver the best service to your clients. This role requires the skills of a highly experienced and results-focused leader who has strong communication skills and the ability to nurture & develop a team to ensure the retention & growth of clients.

ONE FOR THE NUMBER ORIENTATED

TRAVEL ACCOUNTANT

MELBOURNE – SALARY PACKAGE \$65k (neg on exp)

Use your strong analytical skills and flare with numbers to secure this role. Working with the Financial Controller your role will primarily be responsible for managing the company finances ensuring forecasted budgets and targets are being met while handling the day to day administrative requirements such as returns, reconciliations, cash flow, audit and compliance, invoicing and payments.

THE LYNCHPIN THAT HOLDS IT ALL TOGETHER

INSIDE BUSINESS MANAGER

SYDNEY – SALARY PACKAGE TO \$85K

This newly created role is responsible for coordinating all sales support and customer implementation activities as well as project management and internal reporting. Managing a small team, you'll be highly organized and capable of multi-tasking and meeting deadlines. Experience in Corporate Travel is required along with an understanding of achieving service delivery & financial outcomes.

SELL THE WORLD TO THE AGENCY NETWORK

BUSINESS DEVELOPMENT SALES MANAGER

PERTH - SALARY PACKAGE TO \$55k + CAR + INCENTIVES

Get excited every day when you step into a travel agency and have this well known product tucked under your arm. You will have the ability and know-how to comprehensively manage your own set call cycle and territory. Show off your winning personality and motivated approach to take this company further. On-the-road sales experience is required. This fantastic company will reward you with a top package & benefits.

TAKE CHARGE AND MANAGE YOUR TEAM

WHOLESALE TRAVEL SUPERVISOR

MELBOURNE – SALARY PACKAGE \$66k

Managing a group of consultants, be responsible for ensuring daily KPI's are met with respect to processing and customer satisfaction. You will be able to develop and grow the quality of this department offering support and leadership to your team of consultants. Working closely with the Reservations Manager you will have the ability to offer solutions and implement required changes effectively.

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 Hebenton
VIC, SA, WA
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

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