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# Travel Daily

First with the news

Thursday 12th May 2011

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## AirAsia ups Bali to 4

**NO-FRILLS** carrier AirAsia says demand for its low fares product is behind a decision to beef up frequencies between Perth and Bali to four times daily, from three, between 01 Jul-29 Oct.

"The extra flight will help more travellers get to Bali for school and university holidays," said AirAsia X's Darren Wright.

## QF, AA Joint Business plan

**QANTAS** and American Airlines are set to significantly strengthen their long-running partnership, with the lodging today of an official ACCC application for the authorisation of a Joint Business Agreement (**TD** breaking news).

The move comes just before next Mon's debut of the new Qantas non-stop flights to AA's Dallas Fort Worth hub, with the carriers saying the JBA will help them "maximise the advantages" of the new route.

According to an official statement, key elements include:

- Joint strategic planning and management of trans-Pacific services and 'behind and beyond' services within Australia, New Zealand and North America
- Improvement of flight schedules, frequencies and

- connection times
  - Joint pricing initiatives "resulting in more competitive fares and new fare products, as well as joint marketing of services"
  - Enhanced coordination of frequent flyer programs
  - A "streamlined offering for corporate customers and for travel agents"; and
  - The ability to coordinate pricing for Australia and NZ AA Vacations holiday packages.
- AA chief commercial officer Virasb Vahidi said the proposed pact would benefit customers, staff and investors.

"Qantas is one of our longest standing and most highly valued partners, and together we are creating a new joint platform from which to launch significant growth in air travel between North America and the South Pacific," he said.

Qantas will also lodge an application for the JBA with the New Zealand Commerce Commission, and said it expects ACCC approval for the pact to take about six months.

The carriers said as well as linking with the new DFW route, additional traffic from the JBA will allow AA to boost LAX operations.

## Win Groupon vouchers

**EVERY TD** reader who enters this week's Groupon comp gets a \$10 voucher, with a major daily prize of a \$100 voucher - **page five**.

## Qantas Hols e-news

**QANTAS** Holidays is offering a \$1000 QH Voucher as the prize in a sign-up incentive for its New Look e-newsletters - see **last page**.

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Every entry will also be in the running for our major prize - a Melbourne getaway including two return flights, two nights' accommodation, a \$150 Visa prepaid card, a double pass to the exhibition and the official companion book.

For your chance to win, email [visa@traveldaily.com.au](mailto:visa@traveldaily.com.au) with the answer to the question below:

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### Seven pages of news

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

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

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# Travel Daily

First with the news

Thursday 12th May 2011

## The Middle East's

- Leading Airline
- Leading Airline First Class
- Leading Airline Inflight Entertainment
- Leading Cabin Staff



2011 World  
Travel Awards



## Qantas strike averted

**QANTAS** has this afternoon said it will re-instate all its originally planned cancelled and delayed flights tomorrow, after the union pulled its planned strike action.

## JQ expands in NZ

**JETSTAR** today confirmed its fifth domestic destination in New Zealand, with the planned 14 Jul launch of daily flights between Auckland and Dunedin.

The carrier said the addition "breaks the monopoly on this key domestic route," with every day fares up to 40% lower than the incumbent, Air New Zealand.

And launch fares are on offer for just \$5 one way - but only for point of sale New Zealand.

JQ Group CEO Bruce Buchanan said the new route would be a key link through the carrier's expanding Auckland hub, offering daily international connections to Australia and Singapore.

A Qantas codeshare will also operate on the new route, he said.

## BA staff dispute ends

**BRITISH** Airways staff have ended their two year dispute with the airline following a deal that UK's Unite union will recommend to its members at a meeting tomorrow.

The deal is said to involve the reinstatement of travel perks for workers, reports the UK *SkyNews*.

The dispute has led to a number of strikes costing the carrier £150 million (A\$245m).

## ASIC ticks Minor Oaks bid

**THE** Australian Securities and Investments Commission has approved the purchase of a 34.4% stake in takeover target Oaks Hotels and Resorts by its Thai suitor, Minor International.

The move means that Minor's interest in Oaks is now confirmed at 54.3%, and the company this morning declared its offer unconditional.

The ASIC approval means that the rival bid announced earlier this week (TD Mon) by retail food franchisor RFG Limited cannot succeed because Minor now holds a majority stake in Oaks.

## SCU Avis scholarship sponsorship deal

**SOUTHERN** Cross University (SCU) has signed a new three year sponsorship deal for the Avis Travel Agent Scholarship of Excellence.

The new arrangement will see winners of the coveted scholarship receive free tuition for the first year of a Bachelor of Tourism Management Course at SCU's School of Tourism and Hospitality Management.

SCU's Associate Professor Kevin Markwell said the university was delighted to align itself with the scholarship program, which has contributed to the professional development of thousands of Australian travel agents over the last 15 years.

The scholarship will officially launch next Wed 18 May.

Shareholders who have already accepted will receive 52 cents per share in seven days from today.

Minor International said it would shortly release a Supplementary Bidders Statement with more details about its revised offer "and other aspects" of the takeover bid.

## Stamford refurb over

**MELBOURNE'S** all suite five star hotel, the Stamford Plaza, has completed its \$10 million refurbishment of its 283 rooms.

The makeover incl Australian made furnishings with a 'timeless' European design.

New themed packages are now available, priced from \$395/room per night - [stamford.com.au](http://stamford.com.au).

## travel industry account manager.

Melbourne based.

This is a fantastic opportunity to join the Sales Department at Virgin Australia, based in Melbourne. The successful candidate will report to the Regional Sales Manager VIC/TAS and will enjoy a great team culture and a competitive salary package including base plus car allowance and incentives.

We are looking for someone to aggressively grow the Virgin Australia portfolio, through efficient targeting and conversion of high value retail, wholesale and group business customers. You will meet challenging sales targets by developing new business relationships and negotiating contracts with key industry partners. You will have excellent time management skills, be flexible in your approach, and be able to work autonomously with a passion to succeed.

To be successful in this role you must have a great sales track record, an established network of industry contacts and most importantly, a winning attitude. You must be able to demonstrate sound negotiation skills and excellence in customer service. On road sales experience in the travel industry will be highly regarded, especially if it is supported by airline product knowledge.

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 \*Conditions Apply.

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## Qantas vs Virgin: loyalty points battle

**QANTAS** yesterday fired the first salvo in an expected fight for the loyalty of Australia's frequent flyers, with a special offer of double status credits for flights taken in the next two months.

The QF bonus will mean it's easier to achieve higher levels and corresponding recognition in the QF Frequent Flyer program, with further initiatives expected to be announced next week.

An email to QFF members

yesterday invited them to register for the bonus, as well as complete a brief survey which among other questions asks about membership of other airline loyalty programs, how often they travel and how many staff their employer has.

Virgin Australia is also planning a major revamp of its *Velocity* loyalty program, with DJ ceo John Borghetti yesterday confirming that the program would be relaunched before the end of Jun.

## Asia next 'plank' for DJ

**ASIA** remains the only missing and "fourth plank" in the planned Virgin Australia network alliance, the carrier's head honcho says.

An alliance with an Asian carrier was flagged earlier this year, but ceo John Borghetti has remained tight-lipped about which carrier.

Some industry insiders have tipped DJ aligning with the likes of Malaysia Airlines or Japanese carrier, ANA.

One possible Chinese partner could be China Southern Airlines, which late last week inked a deal with the West Australian govt to develop nonstop flights between China and Perth (**TD Tue**).

The historic signing will see CZ become the first Asian carrier to operate scheduled flights to WA.

CZ is the largest airline in China, with hubs in Guangzhou & Beijing, and operating across Asia, the Middle East, Africa, Europe, North America, as well as routes to other Australian gateways.

Virgin too is planning to develop its WA operation through a partnership with Skywest, putting it head to head with QantasLink.

DJ also inaugurates Coast to Coast flights, into PER, on 26 May.

## Air NZ Skycouch gong

**AIR** New Zealand's Economy class Skycouch has won the Aviation category in Conde Nast Traveller's 2011 Innovation and Design Awards.

## Hilfiger adds hotels

**CLOTHING** designer Tommy Hilfiger is in negotiations to purchase an office building in New York City with plans underway to convert it into a luxury hotel.

Hilfiger will join the likes of Georgi Armani & Palazzo Versace which are already established designers in the hotel arena.



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**Window Seat**

**AN AUSTRIAN** teenager caused a sensation during a US holiday this week when he buried himself under two metres of sand on a Florida beach.

19-year-old Jakub Malay was lucky to survive the incident, which happened after he dug a massive trench and then decided to jump in - only for the walls to collapse around him.

Maly is actually an Olympic swimmer, with one of sixty rescuers from the Pompano Beach Fire Department saying that's probably why he dug an "Olympic-sized hole."

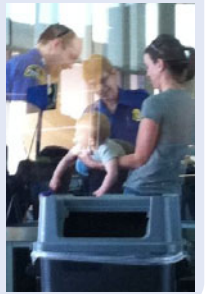
"You could have fit a Volkswagen in that trench," she added.

The traumatic rescue saw the youth given an oxygen mask to breathe while he was dug out.

**THE US** Transportation Security Administration is once again the focus of global attention, after a passenger posted a 'Tweet' photo of screeners conducting a body search of a baby (below).

The incident occurred earlier this week at Kansas City International Airport, apparently after the infant's stroller set off the X-ray machine.

The TSA is defending the action, with a statement on its blog saying "the child in the photo was simply receiving a modified pat-down".



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Thursday 12th May 2011

## Delta to Melbourne?

**THE** Victorian capital is likely to be one Australian gateway to see more trans-Pacific frequencies under the Virgin/Delta alliance.

Virgin Australia boss John Borghetti suggested yesterday that Delta Air Lines' Long Range aircraft, the Boeing 777-200LR 'Worldliners', would be capable of flying the extra distance between a point such as San Francisco and Melbourne.

Borghetti said the next stage of talks with Delta, now the alliance has seemingly gained approval, will be to discuss network routing.

He added that the first priority with Delta was to work on a strong bilateral agreement.

**MEANWHILE**, Borghetti said he is still undecided if the other three 777-300s Virgin Australia has on order for its long haul int'l division are actually required.

Virgin Australia currently has a fleet of five 777-300ERs, which the ceo says is "enough" based on current operations.

## Top End cruise deals

**PEARL** Sea Coastal Cruises has reduced its Kimberley Coast cruises by 15% on its *Kimberley Quest II* ship operating between Mitchell Plateau and Broome, for departures in Jun to Sep.

The seven-day cruises are now priced from \$7093 ppts - details at [kimberleyquest.com.au](http://kimberleyquest.com.au).

## Travelodge sleep study

**TRAVELODGE** Hotels wants to know how Australians and New Zealanders sleep, with a new survey asking a range of questions including what side of the bed people prefer and if they have ever fallen asleep during a business meeting.

To enter the survey and to have a chance at winning one of two weekends at any Travelodge Hotel in Australia or NZ see - [surveymonkey.com/s/travelodge\\_sleep](http://surveymonkey.com/s/travelodge_sleep).

## Taj Colombo renamed

**TAJ** Airport Garden Hotel has been rebranded as The Gateway Hotel Airport Garden Colombo with new improvements incl 24 hour services, yoga mats in each room and destination packages.

## Show us Samoa, boys!



**THE** FA'A Samoa Roadshow in Samoa attracted 20 Australian and New Zealand product managers recently, with the group eager to learn about property updates, visit new accommodation sites and explore the islands of Upolu and Savai'i.

25 properties were on show at the event this year.

Samoa averages about 23,000 Australian visitors per annum, and with new properties and strong branding this number is

expected to rise to 28,000 through the year, according to the Samoa Tourism Authority.

The agents also experienced first hand the regions conference venues for the MICE markets; sporting facilities and romantic locations for weddings and honeymoons.

**Pictured** here is Jamie Strickland of Coral Seas with Jolivette Ete, Miss Samoa 2010, and friends at the Fa'a Samoa Roadshow.



## Kingfisher Bay Resort Group – Fraser Island

The Kingfisher Bay Resort Group on World Heritage listed Fraser Island is seeking a highly motivated and skilled Regional Sales Executive based in Brisbane.

The successful candidate will be responsible for developing business throughout regional Queensland and northern NSW for all the KBR Group accommodation and touring products.

Desirable Skills and Experience:

- Ability to sell across a range of target groups
- Excellent communication skills at all levels
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- Current drivers licence
- Ability to travel
- Sales experience in tourism or related industry

Please email your CV to: [sales@kingfisherbay.com](mailto:sales@kingfisherbay.com) by 20 May 2011.

Please note only those applicants who are successful in obtaining an interview will be contacted.

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- North Sydney, close to public transport

If you are a bubbly, positive and approachable communicator with a keen interest in travel who is looking for the next step in your career, apply now!

Please forward a cover letter and resume to: [HRSydney@driveaway.com.au](mailto:HRSydney@driveaway.com.au) by Friday 13 May 2011

## NEW Companion Fare Offer!

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Beijing	\$852*	\$1,652*	\$871*	\$1,671*
Shanghai	\$852*	\$1,652*	\$871*	\$1,671*
Manila	\$869*	\$1,669*	\$888*	\$1,688*
Taipei	\$849*	\$1,649*	\$868*	\$1,668*
Delhi	\$1,072*	\$1,872*	\$1,091*	\$1,891*



## Guns fire at Falls Crk

VICTORIAN ski village, Falls Creek, is making the most of this week's wintery blast, last night firing up its snow guns - see [www.traveldaily.com.au/photos](http://www.traveldaily.com.au/photos).

## Utell agent comm

UTELL Hotels & Resorts has enhanced its *TravelCom* commission processing system, adding an email facility which alerts hoteliers about outstanding payments owing to agents.

Utell processes commissions for more than 6000 properties, paying travel agents in local currencies on a weekly basis.

The company said it regularly reinforces the importance of paying commission on time.

"The new commission email alerts add to TravelCom's value for the busy hotelier by ensuring overdue commissions are highlighted to allow immediate processing," said Utell spokesman Ges Doran.

See [www.utellagent.com](http://www.utellagent.com).

## AirAsia Japan promo

AIRASIA has launched a "year-long inter-regional campaign" to help Japan get back on its feet after the tsunami and earthquake disasters earlier this year.

The *To Japan with Love* promo includes a fundraising drive on all flights and a youth outreach program, with all donations collected handed over to a consortium of 32 relief organisations working to help with the recovery efforts.

## South Africa events prize

SOUTH African Tourism is continuing its business tourism push, with the sponsorship of the Best Event Management Organisation category at the recent Meetings & Events Association annual awards.

SA Tourism's Eric Lewanavanua is pictured presenting the award to



Leanne Constantino, managing director of The Forum Group.

The new category aims to recognise on a national level the impact that small businesses can make in the meetings and events industry, with The Forum Group comprising six dedicated staff - who arrange events for a range of high profile clients including Gloria Jean's Coffees and venture capital peak body AVCAL.

## EK A380s to JNB

EMIRATES will debut its Airbus A380 superjumbos on the Dubai-Johannesburg route from 01 Oct, according to agent GDS displays.

The move will see EK become the third airline to operate the superjumbo to Johannesburg, adding to existing A380 flights by Air France and Lufthansa.

Emirates currently operates 15 of the double-decker aircraft.

WIN \$100 TO SPEND ON  
[WWW.STARDEALS.COM.AU](http://WWW.STARDEALS.COM.AU)



*Travel Daily* has teamed up with **Groupon Australia** this week and is giving one lucky reader the chance to win a \$100 voucher to [www.stardeals.com.au](http://www.stardeals.com.au) every day this week.

Using Groupon Australia's progressive marketing model is simple, effective and won't break the piggy bank. Groupon Australia sends you on the direct route to the leading leisure, entertainment, food and drink, health, beauty and more in your city. It includes awesome travel deals too!

Experience it for yourself with a \$10 voucher rewarded to everyone who enters the competition.

To win the \$100 voucher, be the first person to send in an answer to the daily question below to: [groupon@traveldaily.com.au](mailto:groupon@traveldaily.com.au)

List one way you can get in touch with Groupon Australia.

[CLICK HERE FOR HINT](#)

**Congratulations** to yesterday's lucky winner, **Marcia Pollington** from **AOT Group**.

Please note: Entrants details will be supplied to the sponsors of the competition and may be used for promotional purposes.

## Join Sydney's Fastest Growing Team – Egencia, An Expedia, Inc. Company!

Following our acquisition of **Travelforce**, a leading TMC, **Egencia** is seeking motivated and enthusiastic personnel to join their dynamic and fast growing team.

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We're looking for someone with 2 years domestic travel experience, a natural service attitude, friendly personality and the ability to work with speed and accuracy.

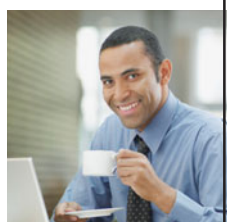
### Inside Sales Executive

Your mission is to identify new business opportunities with potential SME and Corporate clients within the Australian market, generate interest and secure a meeting with a senior member of the sales team. Assist the team in prospect, follow-up and deal closure.

### Corporate Sales Manager

This role reports to the Australia Head of Sales and is responsible for sales expansion. Building a solid corporate client base will require a team player with a proven track record in corporate sales – someone who can roll up their sleeves and dive into the action!

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## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Orient Express Travel Group** has promoted **Jonathan Nelson** to the position of State Manager Vic/Tas, effective June 2011. **Loretta Erceg** has taken on the position of State Manager WA, moving from her previous role with Singapore Airlines.

**Jumeirah Group** has announced **Ernst Mayer** as General Manager for the newly opened **Jumeirah Dhevanafushi, Maldives**.

**Outrigger on the Lagoon Fiji** has expanded its team, appointing **Michael Bali** as Front Office Manager, **William Work** as Resort Duty Manager and **Jennifer Yip** as the resort's new Sales Manager.

**Spicers Peak Lodge** in Queensland's Scenic Rim has announced **Anne-Marelle Meijer** as its new general manager. **Frank Meijer** has also taken on the responsibility of being the Lodge's chef.

**Steven Oakley** has taken on the role of general manager of the **Rydgcs Esplanade Resort** in Cairns. Oakley has moved in to the role following the departure of **Kellie Eustace** who has taken up a position at **Reef House Resort and Spa, Palm Cove** as its General Manager.

New home-based travel agency network **Travel Partners** has recruited **Helen Schiefelbein** to its senior management team. Schiefelbein held the position of Australian Operations Manager with Travel Counsellors previously. She will be based in the Melbourne offices starting 01 Jun.

**Swissotel Hotels and Resorts Asia Pacific** has made a number of executive appointments in the Asia Pacific region. **Ferry Warnke** is the new General Manager of **Swissotel Kolkata**, while **Daniel Fueglistler** will take up the role of General Manager of **Swissotel Sydney**.

**Travelport** has recruited **Linda Kelly-Smith** to the role of Head of Solutions and Support, Asia Pacific and **Angela Williams** who has taken up the position of Head of Regional Product Support, Asia Pacific.

## VS tiers increasing

**VIRGIN** Atlantic has increased its tier points for members of its Flying Club travelling in Premium Economy and Upper Class.

Passengers booking Premium Economy seats in 'W' or 'S' class will receive four tier points, up from three, and Upper Class passengers booking in 'J' or 'D' will get an extra point, making it six tier points per flight.

15 tier points will now upgrade members from Flying Club red to silver, which offers more benefits.

## Euro Disney rev rises

**EURO** Disney has recorded an 8% revenue rise to €559 million in the six months to 31 Mar, with the result being attributed to a 5% growth in visitor numbers to Disneyland Paris.

## Marvel vessel switch

**TRAVELMARVEL** is replacing its European river cruise ship for the 2012 season, from *MS Sound of Music* to *MS Amalegro*.

*Amalegro* features in the firm's new 2012 European River Cruises and Back Roads Journeys brochure, which is available now.

Prices on the 15-day Classical Europe Cruise start at \$4995ppts.

FlyFree deals are also offered for bookings made by 31 Sep.

Thursday 12th May 2011

## Virgin offloads E170s

**DELTA** Air Lines will take on a five year lease of Virgin Blue's current smallest aircraft, its fleet of six Embraer E170s, which were used on regional Australia routes.

The 787-seat Embraers were put on the market last year as part of the carrier's network review (*TD* 02 Sep 2010).

DJ boss John Borghetti said the deal with Delta for the E-Jets was only finalised yesterday morning, with the first aircraft to make its way to the United States.

Borghetti said the E170s would fit in well with Delta's subsidiary, Compass Airline, which has a fleet of over 30 E175s.

## Bunnik South Africa

**BUNNIK** Tours has discounted its 22 day South Africa in Depth tour by up to \$550 per person, now priced from \$9611pp on departures between Jun and Mar, when booked by 17 Jun.

Prices include airfares, accom, pre paid tips, sightseeing and many meals - call 1300 125 007.





## Account Manager Leisure – New South Wales Sydney

This is an opportunity to join the Air New Zealand Australian Sales Team as a Sydney based Account Manager. You will be responsible for maximising Air New Zealand's return from its key business relationships within the agency community and corporate customers. This will be achieved by promoting Air New Zealand's positive profile through solid relationship management whilst also educating key agency partners on Air New Zealand's product and developing new business opportunities.

In order to be successful in this role, you will have significant business-to-business sales experience combined with a proven knowledge of the New South Wales travel industry market.

A demonstrated history of achieving results will see you succeed in this role, as will your personality and communication skills to gain credibility with stakeholders and influence decision makers. In addition, we are looking for someone who can

think outside the square and who brings fresh, new ideas to the table to suit an ever-changing and highly competitive market.

The role will suit a self-starter who is comfortable being managed remotely and can therefore plan workloads, prioritise and meet deadlines.

In return, we offer an innovative, nimble environment where new ideas are encouraged in a performance driven culture.

**If you've got proven account management skills and the enthusiasm to be part of the team, we want to talk to you.**

**For further information please contact Jennie Haysom on +64 9 336 2211.**

**Apply online today quoting reference 101758.**

**This position closes Friday, 20 May 2011.**

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<http://careers.airnz.co.nz>



**Hayman manpower**

**HAYMAN** has signed up Jamie Durie and his studio, Durie Designs, to rejuvenate and refresh the gardens surrounding the Whitsundays Island Resort.

**Raffles Tea Master at work**



**THE** Australia/NZ travel trade delegation attending last week's Arabian Travel Market, on behalf of DTCM and Emirates, concluded their UAE experience with a Farewell Dinner at Raffles Dubai's Noble House Chinese restaurant.

The property was a favourite for the trade, not only because of its massive rooms, vistas over the Dubai skyline, unmistakable identity (pyramid-shape), top notch decor, entertainment and dining venues, but also because of its outstanding value - details at [www.raffles.com/dubai](http://www.raffles.com/dubai).

Pictured above with the highly entertaining acrobatic Chinese 'Tea Master', showing off his craft at the Noble House Restaurant, **from left** are: Mohamed Al Bahrawy, director of sales - Leisure, Raffles Dubai; Hazel Ho,

Travel Concierge (NZ); Veronica Rainbird, DTCM; Anita Power, Venture Holidays; Carol McCracken, Globetrotter Corp. Travel; Emma Fraser, Director of marketing & communications, Raffles Dubai; Kellie Pymont, IYC Travel; Melanie Wynne, Phil Hoffmann Travel and Chip Popescu, Eastern Eurotours.

**Scandi New Year tour**

**BENTOURS** is offering a four-day New Year's Eve Celebration tour to Scandinavia priced from \$607ppts, departing 30 Oct.

The firm also has a five-day tour that takes in the Aurora Borealis, the Aurora Adventure, which is priced from \$915ppts.

For more information on the tours go to [bentours.com.au](http://bentours.com.au).

**WIN A HOLIDAY TO HAWAII**

During May, **Travel Daily** is giving one lucky reader and their partner the chance to win a fantastic five-night holiday to Hawaii, courtesy of **Hawai'i Tourism, Hawaiian Airlines and The Waikiki EDITION.**

This amazing prize includes two return economy airfares to Honolulu from Sydney with Hawaiian Airlines, five nights accommodation at The Waikiki EDITION and return airport transfers for two people with Lei Greeting.

Each day **Travel Daily** will ask a Hawaii-related question - just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.

Email your entries to: [hawaiicomp@traveldaily.com.au](mailto:hawaiicomp@traveldaily.com.au)



**Q.9: How many destinations on the US mainland does Hawaiian Airlines service from Honolulu?**



Hint! Visit [www.editionhotels.com](http://www.editionhotels.com)

Click here for more information



**CBA FX ATMs grow**

**THE** Commonwealth Bank is in the process of rolling out 14 new Foreign Exchange ATMs across the country.

The machines dispense USD, GBP, EUR and NZD up to AU\$1000 and are being positioned in CBD locations in Melbourne, Brisbane, Perth, Sydney, Newcastle, Cairns, Cabramatta, Haymarket and Knox City in the initial phase.

**EK deals to GVA, CPH**

**EMIRATES** has issued special Economy and Business class fares for its two new routes, Geneva and Copenhagen, for travel 31 May-30 Jun, and 31 Jul to 31 Aug respectively, on sale til 31 May.

Economy fares from Australia's east coast start from \$1990, and \$1960 ex PER, and Business class is priced from \$7490 ex SYD, MEL and BNE or \$7290 ex PER.

**Beat the winter blues with these last minute deals!**

<p><b>Adriatic Paradise Cruise</b> 8 days From <b>\$913*</b> pp <b>15% OFF</b></p>	<p><b>Grand Tour of Croatia</b> 8 days From <b>\$938*</b> pp <b>10% OFF</b></p>	<p><b>Greek Island Hopping</b> 10-13 days From <b>\$919*</b> pp <b>10% OFF</b></p>
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\*Conditions apply, for more information click here - [www.tempholidays.com/specials](http://www.tempholidays.com/specials)  
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**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).

PO Box 428, West Ryde, NSW 1685  
Phone: 1300 799 220 Fax: 1300 799 221

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**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Contributors:** Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson  
**Email:** [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

Travel Daily Group:



**Advertising and Marketing:** Lisa Maroun (Manager), Lisa Martin and Magda Herdzik  
**Email:** [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper  
**Email:** [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

## Watch Your New Career Take Off!

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### Hot Jobs (Australia) - April 2011

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

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

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

#### JOB OF THE WEEK!

### Travel Manager – Retail Agency, PER

- Successful Team Leader or Manager would suit
- Busy retail and corporate travel office, central Perth
- Manage a dedicated team of 3 staff

Be the boss, and bring your knowledge and coaching skills to a busy and successful agency based in Perth CBD. This retail agency has pride of place near the Mall, and has operated very successfully under an affiliate agency chain. With repeat local corporate business and an increasing cruise business, this little gem of a cruise agency needs a captain! As they say great things come in small packages, you will manage an office of 3 consultants and an administrator. We are keen on seeing your details if you have had experience running a retail outlet or been a hands on team leader for a known retail brand. Min 3 years as TL or Manager pref. Qualified Sabre/Tramada candidates.

Contact **Fujio Shibata** at TMS Asia Pacific on T: **02 9231 6444** E: [fujio@tmsap.com](mailto:fujio@tmsap.com)

### International Consultant – Global Travel Centre, SYD

- International and Round the World fares
- Great off street retail location in unique modern office
- Superb incentives in place including paid lunches!

Truly one of the worlds global travel leaders with almost 30 offices worldwide. With its expanding Australian operation, our client is on the hunt for trailblazing international rock-star consultants with a history of showing the money! Fun team, great professional environment with full training and support. Working closely with Supervisors and team General Manager, you will be concentrating on being a super sales consultant as all the other stuff is left to the admin team, no ticketing required, pure sales role!!! So if you have at least two years under your belt as an international consultant and reckon you can handle US, Europe or Asia fares, show us what you've got as boy do we have a role for you. Qualified Galileo applicants.

Contact **Fujio Shibata** at TMS Asia Pacific T: **02 9231 6444** E: [fujio@tmsap.com](mailto:fujio@tmsap.com)

### Team Leader - Corporate Travel, SYD

- Corporate and High End Leisure
- Buzzing Eastern Suburbs location
- Manage team of experienced VIP consultants

Our client, an Award Winning boutique corporate and high end leisure travel company is currently seeking an experienced Team Leader to join their Management Team. You will manage day to day operations of the department, maintain consistent levels of performance within the team to improve individual and team performance, lead the team by example and develop team business plans that have action items to improve performance, reduce errors and costs. You will need experience in managing a team in corporate travel or leisure travel, with a hands on attitude.

Contact **Sally Frape** at TMS Asia Pacific T: **02 9231 6444** E: [sally@tmsap.com](mailto:sally@tmsap.com)

### Product Manager - Wholesale Travel, SYD

- Leading Travel Wholesaler
- Great career opportunities
- Company big on work/life balance

Our client a successful Travel Wholesaler is looking for an experienced Product Manager to join their team. This role will see you being responsible for overall product portfolio management including supplier contracting, negotiation, sourcing marketing funding, development of brochures, flyers and other sales collateral and new product development. You will need a thorough knowledge of the travel industry, preferably within Wholesale, strong supplier relationship management skills, knowledge of Calypso and good understanding of marketing and promotions.

Contact **Sally Frape** at TMS Asia Pacific T: **02 9231 6444** E: [sally@tmsap.com](mailto:sally@tmsap.com)

### Office Manager - Corporate Travel, SYD

- Boutique Corporate Travel Company
- Glamorous Sydney location
- Managing a Team of 10

Our client a leading Corporate Travel Management Company, is currently doing some internal restructure and are therefore looking for an experienced Office Manager. You will be responsible for the day to day running of this successful business. You will also get involved with the sales team and assist with Corporate Account Management new sales opportunities. You must have management experience in corporate or retail travel or have experience as a Corporate Travel Account Manager. This is a very hands on role, that would suit an experienced Corporate Travel or Leisure Travel Team Leader / Manager who is looking to work for a company who are offering a great role with a lot of flexibility. They are flexible with working hours and will also give you the ability to work from home if occasionally required.

Contact **Sally Frape** at TMS Asia Pacific T: **02 9231 6444** E: [sally@tmsap.com](mailto:sally@tmsap.com)

### National Business Manager – Tourism, SYD

- Network of tourism and information services
- Transformational Business Leader role
- Negotiable salary package for right candidate

A network of leading information and tourist services company, our client is seeking a National Business Manager to assist with their rapid growth plans. This is predominantly a business development role, but so much more! This company is a joint venture by some of the industry's great visionaries, and aims to provide a one stop service to travelers both domestic and international. Reporting to the Joint Directors, this role will assist in procuring relationships with tourism products, attractions and vendors such as accommodation, travel and touring. Open for a dynamic, hands on and experienced sales professional with a mix of marketing, e-commerce and tourism flair. This role has it all! For a confidential discussion.

Contact **Fujio Shibata** at TMS Asia Pacific T: **02 9231 6444** E: [fujio@tmsap.com](mailto:fujio@tmsap.com)





## TIME TO CONSIDER YOUR OPTIONS? CHECK OUT THESE HOT NEW ROLES

### THE POT OF GOLD AT THE END OF THE RAINBOW CORPORATE SALES MANAGER SYDNEY – SALARY PACKAGES OTE \$100K+

If you have a strong track record in corporate sales, creating pipelines and winning new business, you could be doing it with one of the leading names in corporate travel – a company that will show you a clear career path and invest in developing your skills to achieve greater success. This company provides an industry-leading salary package, car allowance, and additional staff benefits. Definitely one for the career-minded person.

### FLY INTO THE HOT SEAT AIR PRODUCT MANAGER

MELBOURNE – SALARY PACKAGE TO \$90K

Our client is looking for a commercially savvy air product manager to lead the team while developing relationships with key contacts within the aviation space. You will be responsible for analyzing production activity and making decisions on this department to impact new contracts and airline deals while mentoring and coaching the team. Your knowledge of airlines and product contracting will be high for this role.

### LOOKING FOR A WORK/LIFE BALANCE IN SALES? INDUSTRY BUSINESS DEVELOPMENT MANAGER SYDNEY – SALARY PACKAGE TO \$70K + BENEFITS

If you love working on the road mixing it with the travel industry but find yourself tired of being constantly pulled away from your home & family with all the after hours commitments, this new Sales & Account Management role will suit you to a tee. You'll be joining a massive organization providing security and career opportunities, as well as the chance to build your industry relationships with a reputable brand.

### A ROLE WITH A DIFFERENCE TRAVEL MANAGER

MELBOURNE – SALARY PACKAGE TO \$60K

Join this successful organisation in the events and group space where you will be responsible for managing their in-house travel desk. With your extensive groups experience you will be able to process group flights, pre & post touring requirements and juggle a busy workload. This senior role is sure to impress those looking for a challenge and a unique role. This is a great opportunity to join a market leader.

### RELATIONSHIPS ARE KEY TO YOUR SUCCESS BUSINESS SOLUTIONS MANAGER SYDNEY – SALARY PACKAGE TO \$100K

Throw yourself in to an exciting career with a leading global organization. If you are skilled in travel technology, project management and leading a team you'll love achieving outcomes that will benefit your clients. It is essential that you have strong, professional business communication skills and be capable of managing multiple stakeholder relationships with a clear focus on solution delivery for your clients.

### PREFER THE SMALL AND COZY FEEL? CORPORATE BDM

SYDNEY – SALARY PACKAGE TO \$80K + COMMISSIONS

Deliver new business to this well established boutique corporate agency and watch the relationships grow. Here you won't be lost in the process – you'll own it! If you have skills in business development and cold calling, you'll be given the chance to join this tight-knit corporate travel agency and be a part of their ongoing success. You'll be rewarded with a great salary package, car allowance and commissions.

### LEAD A LARGE TEAM WITH ONE OF THE BEST CORPORATE TRAVEL OPERATIONS MANAGER BRISBANE - SALARY PACKAGE TO \$80K + 15% BONUS

Do you have the skills and know-how to bring the best out of your corporate travel team? This company is looking for a sharp operator who has the experience to manage operational functions including staff performance & KPI's, Service Level Adherence, one-on-one mentoring and coaching, and Client Relations. You'll need proven experience in managing large teams and great communication skills.

### IT'S A NUMBERS GAME AND YOU'RE THE WINNER ASSISTANT ACCOUNTANT

SYDNEY – SALARY PACKAGE TO \$85K based on experience

We're looking for an experienced Accountant with relevant qualifications to join a rapidly expanding travel organization to bring some skilled & disciplined knowledge & processes in to their Finance team. If you have proven experience in all general accounting functions including month end and payroll, you could join this fun, flexible and dynamic team that is enjoying an exciting growth phase.

## 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





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 For the top producing agents between  
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 Route operated by Garuda Indonesia  
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**1st Prize:**  
 2 x return tickets to JKT/DPS  
 + \$2000 spending money

**2nd Prize:**  
 2 x return tickets to JKT/DPS

**3rd Prize:**  
 1 x return ticket to JKT/DPS

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**CONDITIONS:** Valid for tickets issued by Consolidated Travel or via Quickticket between 15 April – 13 May 2011 on 100% GA itineraries ex Australia plated to GA (126) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Garuda Indonesia reserve the right to alter or cancel the promotion any time. Ticket (do not include surcharges or taxes) must be used during low season & via JKT in one direction (travel must be completed by 30 September 2011) for this promotion and winners will be notified at the completion of the promotion. Consolidated Travel Group ABN 60 004 692 791. Date of issue 31 March 2011.



# Subscribe or update your details for your chance to WIN!

To celebrate the launch of our New look e-newsletters, we're giving one lucky consultant the chance to **WIN a \$1,000 Qantas Holidays voucher\***.



## HOW TO WIN:

All you have to do is sign up to receive our new look e-newsletter or update your details on the Subscribe page on our Industry Sales Site between 12 May and 2 June 2011, along with answering the following question to go into the draw. In 25 words or less, *I like to subscribe to the Qantas Holidays and Viva! Holidays e-newsletters because...*

**The most creative eligible answer will WIN!**

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**Holidays**

