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Travel Daily

First with the news

Monday 16th May 2011

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ISSN 1834-3058

Star Cruises special

STAR Cruises is promoting a special *Superstar Libra* deal - for details see **last page**.

Eight pages of news

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

- AA Appointments jobs
- inPlace Recruitment jobs
- Finnair
- Star Cruises

QF launches 'Rodeo Route'

TEXAS was in the air at Sydney Airport today for the inaugural departure at 1.25pm of QF7, a Boeing 747-400ER equipped to fly non-stop to Dallas Fort Worth.

Passengers booked on the full flight walked into a sea of red and white balloons (the colours of the Lone Star State) - and checked in to the accompaniment of a squad of Dallas Cowboys cheerleaders.

Check-in staff wore big red cowboy hats - and QF ceo Alan Joyce also joined the fun, wearing a black Stetson as he dubbed the new flights as the "Rodeo Route."

"This is a very important service, as it allows us to fly directly into one of the fastest growing regions of the US," he said.

"Passengers can quickly connect in DFW with our partner American Airlines, who operate more than 700 flights a day to 186 destinations across the USA."

Also at the launch was Tourism Australia md Andrew McEvoy

who said more than 500,000 Americans visit Australia each year, with that figure set to grow with the new QF DFW flights.

McEvoy rejected claims that the recent Oprah shows had failed to lift visitation from the US.

"More than 61% of Americans are actively planning a trip down under as a result of Oprah," he said.

Dallas Fort Worth Airport is planning big celebrations for the flight's arrival, with actor and Qantas ambassador John Travolta in attendance, who apparently will be "dressed appropriately for the occasion".

The new route is the second longest commercial flight in the world (after Singapore Airline's non-stop Singapore-JFK flights), with the 747-400ER taking 15 hours and 25 minutes to fly from Sydney to DFW.

The return leg takes 16 hours to fly from Texas to Brisbane - see pics from the launch on **page 6**.

AirCalin lifts flights

AIRCALIN today announced an increase in its frequencies from Sydney to New Caledonia, with the addition of a new Tue flight effective 12 Jul.

SB gm Australia Ken Triffitt said the move means Aircalin will now have seats to Noumea every day of the week, with the addition operating using a 2 class A320.

He said a special launch fare to celebrate the new service would be released shortly.

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Travel Daily

First with the news

Monday 16th May 2011

Give me a break!



New Caledonia is less than 3 hours from Australia - perfect for a short break.



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Oakeshott air bonus

THREE regional airports on the Mid North Coast of NSW will undergo an upgrade of their infrastructure as part of funding from last week's Federal Budget.

A total of \$19 million has been allocated for works at Kempsey, Taree and Port Macquarie, which will include extending the main runway at Port Macquarie to allow it to handle 737 and A320 aircraft.

Port Macquarie will also have its main terminal building and car parking upgraded, while Kempsey and Taree will have the first stage of new general aviation precincts funded by the boost.

The allocation was announced by Transport Minister Anthony Albanese, in conjunction with local MP Rob Oakeshott, who was one of the independents who brought the Gillard govt to power.

Oakeshott said the improvements would "provide enormous opportunity for our region to access other markets".

Avalon's Aussie godmother

AVALON Waterways officially named its new *Avalon Panorama* in Mainz, Germany over the weekend, with Channel 9 *Today* show presenter Lisa Wilkinson doing the honours - in reflection of the vessel's close connection with Australia.

Travel agents and media from Australia, NZ, Europe, the US and the UK - including *Travel Daily* - are now on board the stunning new vessel as she makes her way to Koblenz on a very low-level Rhine river, which has been affected by a lack of snow-melt.

Panorama is Avalon's ninth vessel, with md Patrick Clark also confirming plans to further expand the fleet with two more ships.

Globus family md Australasia, Stewart Williams, was closely involved in the development of *Panorama* and the ship aims to cater to Aussie tastes.

And that certainly seems to be

working, with almost every booking on the first passenger cruise later this week originating from Australia - along with 55% of pax for the rest of the season.

Panorama is being marketed as Europe's first 'Suite Ship' with two full decks of all-suite accom, offering "30% more cabin space than the average competitor and wall-to-wall panoramic windows that transform the entire suite into an open-air balcony".

The ship also offers in-cabin wireless internet, L'Occitane products and the huge Royal Suites even have Apple iPads.

For more from the *Panorama* launch see **page four** as well as tomorrow's *Cruise Weekly*.

Oaks bid withdrawn

MINOR International looks set to finalise its takeover bid for Oaks Hotels and Resorts, after last minute rival Retail Food Group this morning withdrew its offer.

On Fri ASIC allowed Minor to boost its Oaks stake to 54.3%.

Renaults now available

RENAULT Eurodrive has removed the stop sell on its European car leasing due to the Japanese natural disasters (*TD* 31 Mar), with a "good supply of vehicles now available," according to md Paul Hodges.

Hodges told *TD* the company had launched a mid-year special including up to 7 free days, past client bonuses and 50% discount on delivery and return fees, for bookings paid by 29 Jul.

"We're very happy to have a good supply now and bookings coming in as well, which is really pleasing news," he said.

Most models include GPS - see www.renaulteurodrive.com.au.



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Rail Plus product on Top Dog res

TRAVEL software specialist Top Dog Developments has announced a new pact with Rail Plus, which will see the Top Dog reservations system offer Rail Plus product alongside flights, car

rental and accommodation.

The move provides a further distribution channel for Rail Plus, with Top Dog users including online agencies as well as traditional travel retailers.

Top Dog global accounts mgr Steve Sergeant said that with strong growth in the rail sector, the Rail Plus range "will offer real incremental benefit to our customers and their clients."

And Rail Plus md David Stafford said the move followed evaluation of various distribution options, with the company believing Top Dog "will greatly enhance our market position".

Auckland case dropped

AIR New Zealand has withdrawn its court case challenging Auckland International Airport's holding in Queenstown Airport.

Auckland Airport holds 24.99% of ZQN, and recently cancelled an option which could have seen it increase this to 35% (TD 22 Mar).

Air NZ deputy ceo Norm Thompson said that with the lower level of shareholding, many of the concerns the carrier had about AKL's involvement "and as a competitor to Queenstown Airport were mitigated".

The withdrawal of the case will enable Air NZ and ZQN to continue to work together on the need for ongoing capital works and new joint promotional activity to attract more tourists to the region.

FJ restructures

AIR Pacific has announced a new management structure, which will see longstanding Australian country manager Victor Sharan take responsibility for FJ's operations in both Australia and New Zealand as Regional General Manager.

FJ ceo Dave Pflieger confirmed the airline would eliminate the position of General Manager Marketing and Sales recently vacated by Michael Nacola, with regional GMs instead reporting directly to the carrier's Chief Commercial Officer, Josef Loew.

"We are as committed as ever to New Zealand and Australia, and we believe these changes will ensure faster and more efficient communication and responsiveness with the regions and our key wholesale and retail partners," Pflieger said.

Fiji will be in focus this week with the country's annual Bula trade show kicking off on Wed.



Window Seat

TODAY show host Lisa Wilkinson may be nursing a sore head today after the festivities surrounding her naming of the new *Avalon Panorama* in Mainz on the weekend (see p2).

Just before she smashed the traditional bottle of Champagne against the bow of the new ship, she quipped "The deal is, if it doesn't break, I have to skull the reserve bottle.

"But I've decided that even if it does break, I'm going to skull it anyway," she said.

AND in a clear example of British sporting mania in the lead up to next year's London 2012 Olympics, a man in a snail outfit has completed the 42km London Marathon 26 days after it began.

Lloyd Scott inched around the course to raise money for charity.

SKIMAX AGENT BREAKFASTS

Aspen Snowmass, Vail Resorts, Steamboat, Whistler Blackcomb, Tourism Whistler, Ski Banff Lake Louise Sunshine, Big White, Silverstar, Park City & Tourism Jasper in association with SKIMAX invite you to learn more about skiing and snowboarding throughout Canada & the USA.

Meet the experts from these ski areas to maximise your selling potential for winter 2011/12.

Friday 20 May 2011

The Grace Hotel, 77 York Street, Sydney

Friday 27 May 2011

Brisbane Riverview Hotel, Cnr Kingsford Smith Dr & Hunt St, Hamilton

7.30am for breakfast

7.45 – 9am for presentation

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- The ability to work autonomously and as part of a team, and
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Please submit your CV and cover letter to careers@collingwoodfc.com.au. Applications close 20 May '11.



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National Accounts Manager (SYD based)

Emirates, the international airline with one of the youngest fleets in the sky and winner of more than 400 awards for excellence worldwide, is seeking experienced managers to join our Australian team. Four Regional Managers, one based in each of the state capitals above, will be responsible for planning, directing and leading all aspects of a specific region in Australia to ensure that regional revenue targets, as part of the overall county target, are achieved or exceeded, whilst ensuring a high degree of customer satisfaction.

In addition, we seek applications for a National Accounts Manager, based in Sydney, whose role is to manage the Australian national accounts effort to ensure achievement of revenue sales target in accordance with company commercial and marketing objectives, and continuously develop strategies and initiatives to identify and secure incremental business.

For further details, and our on-line application process, please visit our careers website at www.emiratesgroupcareers.com

Applications close 21st May 2011.

Telephone and postal applications will not be entertained. Only candidates that meet the minimum requirements will be considered and contacted.



Aussies loving *Panorama*



ABOVE: A bit of overcast weather couldn't wipe the smile off the face of Globus Family of Brands md Stewart Williams, who helped preside over the official naming of *Avalon Panorama* in Germany on the weekend (p2).

He's pictured above with the vessel's new godmother, Lisa Wilkinson from channel 9's *Today Show*, who was joined by other Aussies including her husband,

rugby champ and author Peter Fitzsimons; Globus marketing mgr Christian Schweitzer; and Avalon ambassador Steve Liebmann.

Also pictured at right is Avalon global managing director Patrick Clark, who said the new vessel was already a phenomenal success, with its inaugural 2011 season already 97% booked.

For more pics from the event see traveldaily.com.au/photos.

TSAX offers real-time Dashboard

TRAVELSCENE American Express members will be able to access real-time air data and progress towards individual agency override and growth targets, via a new 'Dashboard' system launched on the weekend at the TSAX Corporate Symposium.

Initially covering Qantas sales, and set to roll out across all of the TSAX preferred partners, the technology was described as a "roadmap to profitability" for members, providing a range of sales and productivity measures.

TSAX ceo Mike Thompson said

the key to maximising the group's success was to better capture the significant volume of business conducted by TSAX agencies.

The Dashboard technology "is fundamental to members being able to optimise their productivity and profitability, and our collective ability to shift market share through demonstrating that support to suppliers," he said.

About 150 delegates attended the 'Destination: Transformation' TSAX Corporate Symposium, which was held at the Langham Xintiandi Hotel in Shanghai.

QR JFK relocation

QATAR Airways has shifted its operations at New York JFK Airport from Terminal 4 to Terminal 8, with QR premium pax able to access the American Airlines Flagship Lounge at T8.

QR operates daily 777-ER flights to New York from Doha.

R&C App updated

RELAIS & Chateaux has updated its iPhone application, making it easier to access video content and other information on its 500-strong global portfolio.

R&C currently has five members in Australia and six in NZ - see www.relaischateaux.com.

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AFL Rd 8 Winner

CONGRATULATIONS

Julie Moore

from *Travel Counsellors*

Julie is the top point scorer for Round 8 of *TD's AFL* industry footy tipping competition, and has won a pass for two people to Sydney Tower Observation Deck & OzTrek, courtesy of Sydney Attractions Group



Major Prize Sponsors

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



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



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



NCL drops Eastern Med

NORWEGIAN Cruise Line has shortened its upcoming Eastern Mediterranean *Norwegian Jade* program, due to political unrest in the region.

Jade was scheduled to operate a series of 10 and 11-night sailings between 15 Oct 2011 and 11 Apr 2012, but will now instead enter a dry dock on 26 Nov before a new Canary Islands program.

The cancelled itineraries included calls in Egypt, with passengers able to transfer to one of four Eastern Mediterranean voyages which will still operate between 15 Oct and 16 Nov 2011.

More for Discoveries

NEW Zealand tour operator Southern Discoveries has expanded its portfolio with the acquisition of Go Milford, a coach and tour operation based in Te Anau, with the deal settling on 19 May.

The move continues rapid growth for the firm, which just last month announced a 50% shareholding in Queenstown's Kawarau Jet operation.

Under the Go Milford deal Southern Discoveries will also take over the running of the Go Fjordland Information Centre in the Te Anau town centre, as well as Go Milford Coach & Cruise.

Lufthansa goes über-Euro



BIG hair, catchy tunes, incredible performances, Eurotrash outfits and a very flamboyant crowd.

That was the scene at The Oxford Hotel's Polo Lounge in Sydney last night where over 100 travel industry guests gathered to watch the screening of the final of the Eurovision Song Contest, courtesy of Lufthansa and Schwarzkopf.

25 countries were represented at this year's gala event which took place in Germany's Düsseldorf Arena.

From the heart of Europe direct to Oxford Street, the local crowd celebrated the exciting night of

entertainment, which finally saw Eil/Nikki from Azerbaijan receive the highest number of points from televoters and juries to take out the 2011 Eurovision title.

Azerbaijan's win means that next year's event will be staged in the former Soviet central Asian republic.

Pictured *above* enjoying the festivities are Carmen Jurczyk and Kai Peters, Lufthansa; Christian Skaar, Schwarzkopf; Maike Bates, German National Tourist Office; Chris Bowers, Cruise Office; Jack Arthur Smith, Schwarzkopf; Claudio Pedalla, Lufthansa and Phillip Lischke.



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TRADE ENGAGEMENT EXECUTIVE

Tourism NT, SYDNEY

Administrative Officer 4 (\$53 938 - \$61 919)

Global Distribution - Sydney

Temporary vacancy for 12 months

Tourism NT is seeking a **Trade Engagement Executive** for 12 months (maternity leave vacancy), based in Sydney.

Reporting to the Manager Trade Engagement, the successful candidate will possess a positive & proactive approach; excellent communication skills; strong organisational skills & attention to detail; and a demonstrated understanding of the tourism industry.

The Trade Engagement Executive will be responsible for providing key services to Tourism NT's national product and distribution (trade) partners whilst building the destination's appeal through the planning and delivery of familiarisations, trade events and supporting the unit's marketing programs.

Please quote Position No. 15837.

POSITION CLOSES: COB FRIDAY 27 MAY 2011.

For further information and a detailed position description, please visit www.tourismnt.com.au or contact HR on (08) 8951 8495. To apply, please reply to recruitmentdarwin@nt.gov.au, quoting position number 15837, and addressing the selection criteria, no later than 27 May 2011.

Tourism NT is aiming for an inclusive and diverse workforce. All equal employment opportunity (EEO) groups are encouraged to apply.

NT10832

High performance ski

SKIERS and snowboarders heading to NZ's Queenstown slopes will have the chance to improve their skills this season with the introduction of a new Performance Centre program.

Available for skiers/boarders aged 8 and up, the program includes holiday camps, performance workshops and women's classes at ski areas on Coronet Peak and The Remarkables.

"Training camps that are part of the Performance Centre enable skiers and riders to hook up with a group of like-minded people with similar goals," said centre manager, Tony Arnott.

Details at www.nzski.com.

AirAsia membership

AIRASIA has launched a new "membership program", under which the details of up to ten family and friends can be added to online profiles to save time for future bookings.

The enhanced AirAsia site will also include a "1-Click" credit card payment option to make bookings faster and easier.

Members will also be able to manage bookings and check the status of refunds, with a Lost Baggage Tracking enhancement said to be coming soon to the site.

Laos bandits advisory

THE Dept of Foreign Affairs & Trade has raised its travel advisory for select parts of the Laos border to 'Reconsider your need to travel' due to the "risk of attack by bandits".

Areas include the vicinity of Route 5, near Phou Khao, Khaoy, Houayxai and Xaisomboun.

Cheering for QF's DFW route



QANTAS ceo Alan Joyce (centre) led the celebrations at Sydney Airport this morning for the launch of the new Qantas non-stop flight from Sydney to Dallas Fort Worth (see p1).

He's pictured with Tourism Australia md Andrew McEvoy (left) and Sydney Airport head of Corporate Affairs Rod Gilmore, all of whom donned Stetson hats in honour of the occasion.

The Dallas Cowboys were also



out in force, with cheerleaders and a beefy quarterback completing the Texan tableau.

Joyce isn't actually travelling on the flight, with his recent prostate operation meaning he's not able to sit comfortably for the more than 15 hour duration of the trip - not to mention plenty to look after on the home front including an expected Frequent Flyer announcement tomorrow.

The inaugural flight has a full load of just over 300 passengers - 215 in economy, 26 in premium economy and 46 in business class.

Travel Daily is also honoured to be part of the Aussie media contingent - see tomorrow's issue for full details of the spectacular arrival and welcoming celebrations at Dallas Fort Worth.

SCENIC TOURS The Ultimate Touring Experience

Product Manager - Asian Specialist Sydney based

SCENICTOURS is Australia's leading escorted touring company delivering the ultimate touring experience across Asia Pacific, Canada, Europe and to a number of other international destinations.

We currently have an exciting opportunity in our Sydney office for an experienced product development professional to manage our Asia Pacific products.

Reporting to the Managing Director, the role requires the successful applicant to create new and unique touring / cruising products, as well as managing the existing product range. The person we are looking for must have extensive knowledge of product management of the Asia Pacific region including negotiation, product design, costings, brochure production and relationship management.

You must be a strong negotiator, a creative thinker and have a strong working understanding of Asia Pacific touring and or cruising. You will need to use your research and tour planning skills to develop new products and your strong organisational skills to ensure that you are successful in managing brochure releases. Solid MS Office skills, including advanced Excel skills, are essential.

The successful applicant will have at least 5 years' experience in Asia Pacific touring product and cruise experience is an advantage.

Please register your interest by emailing your resume and remuneration expectations to: employment@scenictours.com with Product Manager in the subject line by COB Friday 27 May 2011.

For further information on the company please visit our website www.scenictours.com.

Kakadu domestic push

TOURISM NT has launched a new \$800,000 promotion to entice Aussies to visit the iconic Kakadu National Park.

The campaign will run 15 May-05 Jun, and highlight the park's "dramatic landscapes and cultural heritage" in a 45 second TV ad to be shown on ch 7 and 9 as well as the Discovery and National Geographic cable channels.

Fifteen trade and industry partners, including Qantas, will offer exclusive deals associated with the campaign.



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Cathay pax numbers up

CATHAY Pacific Airways and sister carrier Dragonair saw a rise in Apr passengers numbers, with traffic up 4.1% year on year to 2.26 million in total.

However increasing capacity saw the passenger load factor drop 3.6 points to 80.3%.

Tom Owen, CX's GM revenue management said demand on North American and Southeast Asian routes remained strong "and regional demand from Hong Kong was given a boost by the Easter holidays".

The slump on Japan routes remains a concern for the airline.

Warwick Dead Sea

WARWICK International Hotels has signed a management deal to operate a 4-star deluxe resort property in Jordan from Aug.

Winter Valley/Warwick Resort & Spa, Dead Sea is expected to soft launch in Aug before a grand opening later in the year.

Located on the coast of the Dead Sea, the hotel features 161-rooms, a spa and gym.

MAS check-in change

MALAYSIA Airlines has rolled out a new exclusive check-in facility for VIP pax at Kuala Lumpur Int'l Airport, aimed at processing departure formalities with "ease and comfort".

Dubbed the 'Frontend Check-in Lounge', MAS says the modified environment lets staff and pax "interact in a classier, friendlier and cosier atmosphere" while assisting to further automate processes and lift productivity.

The upgraded premium check-in is available to First, Business, Enrich Platinum Loyalty and Frequent Flyer members.

US divvies up Brazil

THE US Dept of Transportation late last week handed out its latest round of US-Brazil flight allocations to Delta Air Lines and American Airlines.

Delta has been granted seven frequencies to operate new services between Atlanta and Manaus, as well as two flights between Detroit and Sao Paulo, effective 18 Dec 2011.

American has been provided with 10 new frequencies, which it plans to operate as; thrice weekly between Miami and both Brasilia and Belo Horizonte (from 15 Dec) and four weekly Miami-Manaus services, effective 14 Jun 2012.



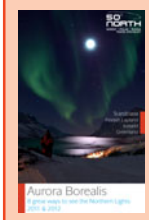
Brochures of the Week

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



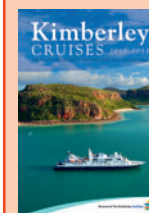
Trafalgar - Europe and Britain 2011/12 Autumn, Winter and Spring

Offering First Class guided holidays between Nov and Apr this new 2011/12 brochure features Europe and UK tours away from the busy season. New additions include the five day English Stately Homes at Christmas, as well as extra tours in Italy and the Eastern Mediterranean.



50 Degrees North - Aurora Borealis

The new brochure features eight ways to see the Northern Lights in 2011/12. The short tailored trips include a short excursion to the Icehotel in Jukkasjarvi, tours to the Lofoten archipelago and Tromso and Super Jeep trips in Iceland. The best months for travel are Nov to Apr - www.fiftydegreesnorth.com.



Broome & The Kimberley Holidays - Kimberley Cruises 2011/12

This program includes voyages operated by *True North, Kimberley Quest II, Orion* and *Coral Princess Cruises' Oceanic Discoverer* and more, with new additions this year including the 11 night 'Kimberley Icons' which combines a 7 night voyage with four nights in Broome. For more information call 1300 245 565.



Adventure World - Egypt 2011

This brochure showcases tailor-made journeys for travel in Egypt, Dubai, Oman, Jordan, Israel, Morocco and Abu Dhabi. 25 new handpicked experiences incl a three night Desert Adventure tour, six night Jordan Experience and 11 night Grand Tour of Morocco.

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Busabout website

THE Travel Corporation's Busabout brand has unveiled a refreshed website, which includes a range of enhancements including enabling friends and family to be updated on travellers' whereabouts using Facebook.

As well as the social media integration, the site also features the MyTrip booking engine allowing pax to book buses, ferries and beds anywhere on the network with no booking fees.

See www.busabout.com.

HA adds kids meals

HAWAIIAN Airlines has this month began offering child meals on its flights between Sydney and Honolulu.

Kids meals are available for passengers aged 2 to 11 and must be requested at least 24 hours before departure.

Toga going on sale

TOGA Hospitality will tomorrow morning at 10am launch a 72 hour sale on all Medina, Travelodge and Vibe Hotels in Australia (except Darwin).

Savings of up to 30% are on offer for two night stays, with the special applicable for all room types and bookings for travel between May and Sep 2011.

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closing date: 27th May 2011

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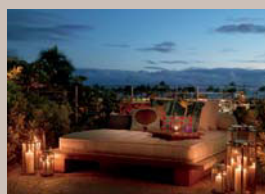
WIN A HOLIDAY TO HAWAII

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: hawaii@traveldaily.com.au



Q.11: The Waikiki EDITION Hotel Spa features a selection of natural and organic line of products including Amala, Jessica and _____ ?

Hint! Visit www.editionhotels.com.au

Click here for more information



EDITION **HAWAIIAN AIRLINES** **THE HAWAIIAN ISLANDS** **Travel Daily**

Beverly Hills 90210

THE Beverly Hills Convention & Visitors Bureau has unveiled a new "experiential website" which allows travellers to customise a virtual visit before they arrive in California.

www.LoveBeverlyHills.com features a range of exclusive offers, as well as the ability to book hotel rooms, with themed areas including romance, food and wine, families, relaxation, shopping or arts and culture.

TCF reinstatement

THE Travel Compensation Fund has reinstated the participation of Albany Travel and Cruise in WA (ABN 59 201 852 662), after the agency was terminated on 31 Jan.

Travelport Qantas deal

TRAVELPORT has signed a new merchandising agreement with Qantas, according to the GDS firm's Q1 results announcement.

No further details of the QF pact were revealed, but the statement also confirmed other recent operational highlights including "ground-breaking merchandising agreements with Air Canada and British Airways" and a global Travelport Universal API agreement with HRG.

Travelport's Q1 figures showed a 10% increase in operating income to US\$79m, despite a 1% drop in net revenue to \$531m.

Other recent developments include the US\$720m sale of GTA to Swiss travel giant Kuoni.



LET AA APPOINTMENTS INTRODUCE YOU TO YOUR NEXT GREAT ROLE

LIVE IT LARGE

CORPORATE SALES MANAGER

SYDNEY – SALARY PACKAGES FROM \$80K TO \$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.

BUILD A BOUTIQUE

CORPORATE BDM

SYDNEY – SALARY PACKAGE TO \$80K + COMMISSIONS

Deliver new business to this great 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.

FLY INTO THIS 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.

SAIL IN TO THIS LEADERSHIP ROLE

TEAM LEADER - RESERVATIONS

SYDNEY – SALARY PACKAGE TO \$77K + benefits

If you're an effective leader who can manage a team through thick and thin, someone who thrives in a motivated team-focused environment and within a very well organized structure, this new role will allow you to influence others with your skills in sales & customer service. You will be working with one of the most popular products in the market, and be eligible for beautiful benefits along the way.

WATCH YOUR CAREER TAKE OFF WITH THIS ROLE

SALES EXECUTIVE

MELBOURNE - SALARY PACKAGE TO \$60k + car allowance

We're looking for a Sales Rep in the Travel Industry who knows how to drive sales and dreams of servicing a great product. Your ability to build relationships across the agency network and manage a territory will be paramount along with your winning attitude and focus on achieving targets. Fly in for this role now, you won't be disappointed. You'll be rewarded with a great salary and the kind of benefits that everyone dreams of.

LEAD YOUR TEAM TO GREATNESS

TEAM LEADER SALES & PRODUCT

SYDNEY – SALARY PACKAGE TO \$70K + INCENTIVES

In this exciting new leadership role you will have a direct impact on the continued growth of this leisure travel agency. Your background in travel will include managing large teams and working to achieve sales targets. The focus is to improve the sales skills and product knowledge of your team and you will be rewarded with a great base salary plus incentives. This is your chance to make a real difference to this great business.

SELL THIS ASIAN DREAM

WA BUSINESS DEVELOPMENT MANAGER

PERTH – SALARY PKG \$60k + CAR ALLOWANCE + INCENTIVES

Bring your winning smile, drive and ability to this wholesale product and get out & about to service the travel agency market to secure increased exposure and sales. You will have the ability and know-how to ensure success of the product in the market. This package includes a great base, incentives, car allowance and travel opportunities. Strong communication and presentation skills are a must to secure this role.

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

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

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



MAY these jobs be for you?



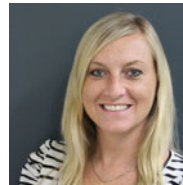
Client Relations Coordinator

Do you enjoy using your superior command of the English language? Put these skills to good use in this rewarding position. The ultimate goal of this role is to ensure that your clients leave happy. If you are empathetic

in nature and enjoy seeing situations turn positive because of your hard work then look no further. Play detective and solve issues.

- ▶ Fantastic employee benefits with this wholesaler
- ▶ Sydney CBD
- ▶ Salary up to \$50K + super

Click here for more details or call Ben.



Operations Supervisor

A newly created position with a passionate wholesaler. You will be supporting, mentoring & developing a small team of up to 8 people. Also develop & implement new procedures and processes. Being devoted to their business this

company is open 7 days a week. You will only ever work 9.00am - 5.30pm on a 7 day roster, some weekend work req'd.

- ▶ Great role to progress your career
- ▶ Sydney CBD location
- ▶ Salary up to \$60K + super + bonus

Click here for more details or call Liz.

Corporate BDM

Specialists in retail consulting, this newly created role is an exciting opportunity for you to use your vast network of corporate clients. Selling a fantastic offer your contacts will be handy in securing initial appointments. This role is part office based and part on the road with loads of variety on offer. Uncapped commission is available as is an above average salary. This role will not last long, apply today!

- ▶ New role with new concept development
- ▶ Sydney based
- ▶ Salary to \$80K + uncapped incentives + car allowance

Click here for more details or call Ben.

Luxury Cruise Consultant

This is a fantastic opportunity to do something different! This huge shipping company is widely known to provide excellence in customer service and the international cruise packages they sell are amazing! You will be dealing with travel agents and customers who prefer to deal direct with the experts. It will be your responsibility to manage these relationships and advise your high profile clients.

- ▶ Create amazing itineraries & unforgettable holidays
- ▶ Sydney CBD, fabulous offices with water views
- ▶ Salary up to \$50K + super

Click here for more details or call Liz.



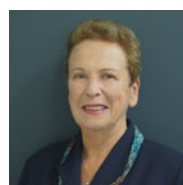
Corp Consulant - Eastern Subs

Don't miss this great opportunity to gain that much needed work, life balance and work close to home for a top corporate salary! This company enjoys high end, intricate itineraries from their loyal corporate client portfolio, both

domestic and international itineraries. You must have strong airfare construction knowledge & corporate travel experience.

- ▶ Galileo & Tramada preferred but will cross train
- ▶ Sydney Eastern Suburbs location
- ▶ Salary up to \$60K + super DOE

Click here for more details or call Kristi.



Retail Consultant - Part time

Join this stable, boutique retail travel agency located in the Eastern Suburbs of Sydney. Catering to a trendy and discerning clientele you will be known for your customer service ethic and excellent product knowledge. Your

ability to relate to a variety of clients and your strong geographical knowledge will also contribute to your success in this role.

- ▶ Part time - flexible hours considered
- ▶ Galileo & Crosscheck an advantage
- ▶ Salary up to \$50K pro rata + super DOE

Call or email Sandra for more details.

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.

MAY-Fare Madness

Win a trip for two to Helsinki

Book your clients on Finnair flights to Europe and receive special benefits at Design Hotels™ in Helsinki, London, Rome, Paris, Singapore and Hong Kong.

Each hotel is offering value added extras including complimentary breakfast, early check-in, late check-out, complimentary internet or a welcome gift**



GO NOW!

**Finnair Special
Fares to Europe
Economy from \$1200*
Business from \$5711***



To win a trip for two to Helsinki and 3 nights at the stunning Klaus K Hotel, a member of Design Hotels™, sell the most return trips to Europe flying Finnair.

The top selling agency wins!



Terms and Conditions - *Valid for Sales & Ticketing from 1 to 31 May 2011. Taxes and fuel surcharges are not included and are as per GDS. Taxes vary depending on airlines/code shares fuel surcharges and stopovers/transfer option.

Seasonal destinations subject to change. Winning agency will be announced on Friday 17 June 2011.

**Participating hotels are Klaus K, Helsinki; Kube Hotel Paris, Murano Resort and Hotel Bel-Ami, Paris; Town Hall Hotel, London; Leon's Place Hotel, Rome; New Majestic Hotel and Klapsons, The Boutique Hotel, Singapore and The Mira Hong Kong.

Rates and benefits only available in conjunction with AY booking and valid until 31 December 2011.

GDS code : DS / Rate code : FIN



SuperStar Libra TASTE OF ASIA

PENANG - PHUKET - KRABI

3 Night Cruises from Penang

Selected departures from May - Dec 2011

Penang, Phuket, Krabi, Penang

Inside Cabin	\$452
Window Cabin	\$550
Deluxe Oceanview	\$592

7 Night Cruise & Stay from Phuket

Selected departures from May - Dec 2011

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

Inside Cabin	\$457
Window Cabin	\$555
Deluxe Oceanview	\$597

8 Night Cruise & Stay from Phuket

Selected departures from June - Sept 2011

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

Inside Cabin	\$606
Window Cabin	\$736
Deluxe Oceanview	\$794

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



STAR CRUISES
The Leading Cruise Line In Asia-Pacific™

For bookings & further information, contact your preferred Wholesaler

*CONDITIONS APPLY: All prices are cruise only, AUD, per person twin share and subject to change and availability. Price for Inside Cabin based on Cat DC category, Window Cabin based on CC category & Deluxe Oceanview based on BB category. Single passengers must pay a single supplement. Prices include port charges and fuel surcharge. [^]Meals included in selected restaurants. 2011 departure dates 7 NIGHT CRUISE ex Phuket - 30 May, 6 & 27 June, 4 July, 5 & 12 Sept, 3, 7, 10, 17, 24 & 31 Oct, 14, 21 & 28 Nov, 5 & 12 Dec 2011. 8 NIGHT CRUISE ex Phuket 13 June, 11 & 25 July, 8 & 22 August, 16 Sept 2011. Own arrangements in Penang is at passengers own choice & expense. 3 NIGHT CRUISE ex Penang May 01, 08, 15, 22 & 29, Jun 05, 12, 19 & 26, Jul 03, 10, 17, 24 & 31, Aug 07, 14, 21 & 28, Sept 04, 11, 18 & 25, Oct 02, 09, 16, 23 & 30, Nov 06, 13, 20 & 27, Dec 04, 11, 18 & 25. Holiday surcharge imposed on peak sailings. Strict cancellation fees apply. Please note that a surcharge may be imposed on credit card transactions. A service fee will be charged. Every effort is made to ensure advertisement accuracy, however Star Cruises cannot be held responsible for printing or typographical errors or errors arising from unforeseen circumstances. Pricing correct as at 14 April 2011. Pricing valid until 30 June 2011 & can be withdrawn at any time without notice. SCS 25409