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Travel Daily

First with the news

Thursday 19th May 2011

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Tutankhamun winners

CONGRATULATIONS to the winners of last week's VISA comp, with the top prize of a Melbourne trip to see the Tutankhamun exhibition won by **Crystal Cook** of Tour East Australia.

Daily winners of a double pass and a \$150 VISA card were **Maria Theodosatos** from Travel Creations; **Samantha Smith** of CWT; **Penny Mealin** and **Daniel Price** from TravelManagers; and **Sandra Hylton** from Qantas.

TCF claims halved in 2010

JUST 1500 travellers in Australia claimed compensation via the Travel Compensation Fund last year - less than half the 3532 in 2009 - with the TCF saying the reduction reflects the "improved travel market" in Australia.

Last year 19 agents collapsed, compared to 30 in 2009, with just 340 new claims generated - about a third of the 1073 in 2009.

And payouts were also down, totalling \$1.5 million compared to more than \$3.5m the year before.

As well as the 340 new claims for 2010, there were also 227 claims related to 2009 collapses, with the gross compensation amounting to \$1.77 million.

"The travel industry benefited from the improving international and domestic travel market in 2010," said TCF ceo Glen Wells.

Wells said the TCF annual report showed that travellers had been driven into agencies at a quicker rate than had been expected

during the global financial crisis.

"In 2010 the TCF again successfully fulfilled its role of protecting consumers and as an effective regulatory body," he said.

TCF reserves surged 12% to \$28.3 million during the year, with "revenue from operations" amounting to \$5.8m and interest income of \$1.7m contributing to a healthy \$3.1m surplus for 2010.

Overall participants fell slightly, with 3047 head office locations as at 31 Dec, down from 3100; but slightly more branch offices.

The full report is available now online at www.tcf.org.au.

Today's Travel Daily

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

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Star Cruises specials

STAR Cruises is today promoting a range of special deals on Asia voyages, including *Superstar Libra* Taste of Asia cruises ex Penang and Phuket leading in at \$452 per person for a three night cruise - details on **page 12**.

There's also an Ultimate Upgrade offer on *Superstar Virgo* for four remaining departures ex HoChi Minh, as well as 3, 5 and 7 night cruises from Singapore - more information on **last page**.

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Win the ultimate 2011 Formula 1 Etihad Airways Abu Dhabi Grand Prix experience.

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EFT for QF groups

QANTAS Groups has announced the introduction of a new Electronic Funds Transfer service for deposits, fees and final payments of group movements.

The service is available for payments for groups travelling outside of five working days prior to departure, and is active effective immediately.

Qantas Groups will also continue to accept payment via VMPPDs, credit cards and cheques.

More information on the new offering is available on 13 26 24.

London 2012 inspired by Oz

AUSTRALIA's success 11 years ago promoting not only Sydney but the entire country during the 2000 Olympics has received acclaim from the head of the British marketing body.

VisitBritain chief exec. Sandie Dawe told *Travel Daily* yesterday that Britain hopes to repeat the same level of excitement and enthusiasm across the UK when it hosts the Olympics next year.

"Right from the start of our so called 'Olympic Journey' we were

inspired by Australia, and how Sydney hosted the games.

"But what Australia did to make the games Australian, focusing beyond Sydney, and what was done on a tourism level was our initial inspiration," Dawes said.

She said VisitBritain had learnt a lot from people involved with Sydney 2000, including former Australian Tourism Commission md John Morse.

"For us, it's absolutely still the role model of how you get the country engaged and how you actually leverage it from a tourism point of view," she added.

Dawes said the two most recent host countries of the Olympics, Greece in 2004 and China in 2008, had failed to manage the same leveraging Australia achieved over a decade ago when it played host.

Perisher opening early

PERISHER Valley in the NSW skifields has announced it will open two skilifts on Fri and Sat this week following early snowfalls and successful snowmaking.

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Another Oaks bidder

OAKS Hotels and Resorts is once again in play, with the almost finalised bid by Thai firm Minor International trumped by another offer from US firm Edge Equity Investors (**TD** breaking news).

The new bid comes despite Minor now claiming an interest in more than 60% of the company.

The Oaks board, which yesterday formally recommended the Minor bid, said it was now considering the new proposal.

QF crusading for the Wallabies

QANTAS held an event in Brisbane last Fri to launch its *Great Crusade* Rugby World Cup promotion (**TD** 04 May), with travel agents and consumers invited to view the special vans which will be used for the 'ultimate supporter's tour of New Zealand' later this year.



An agent incentive as part of the push is offering consultants the chance to win a place on the trip by booking and ticketing five domestic, three international or two trans-Tasman Qantas bookings between 16 May and 17 Jun, as well as answering a 25 words or less question.

Pictured above at the Queensland launch last Fri are, from left: Cameron Edwards, Qantas Industry Sales Executive; Leah Henningsen, Stacey Loxton and Julia Chambers of Escape Travel Brisbane Square; and Mike Torpy, QF industry sales exec Qld.

More Hangover tickets

WE had such a huge response to yesterday's *Hangover II* comp that Thai Airways International has offered an extra two double passes to the new movie.

Yesterday's winner was Debra Grandier from Corporate Traveller Groups in Brisbane, who was the first to correctly answer that the movie was made in Bangkok at the Le Bua State Tower.

More double passes are on offer today for the first two **TD** readers to correctly answer this question:
What special milestone is THAI celebrating during 2011?

Get your answers in asap to hangover@traveldaily.com.au.

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Window Seat

THE US raid which killed terrorist leader Osama bin Laden earlier this month has led to a number of tourism spin-offs - including a reported huge surge of interest in visiting the National Navy SEAL museum in the quiet town of Fort Pierce in Florida.

That's in addition to crowds in Pakistan flocking to see bin Laden's hideout (**TD** 06 May).

But one of the most intriguing moves following the attack has been a new trademark application filed by theme park and entertainment giant Disney.

Just two days after the raid, Disney lodged the papers to trademark 'SEAL TEAM 6' - the name of the unit which made the successful 01 May assault.

HERE'S a way to beat those LAGs liquid limitations.

A new dental hygiene product has launched in the US, which eliminates the need to carry toothpaste with your toiletries.

A company called Archtek released Toothpaste Tablets at a Travel Goods expo in Chicago - chewable bites which can be used without water.

Apparently you just put them in your mouth and then use a toothbrush as usual.

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

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Travel Daily on location in Amsterdam

Today's issue of TD is coming to you from *Avalon Panorama*, courtesy of the Globus Family.

THE freshly christened *Panorama* today arrived in her new home for the European river cruise season, Holland's buzzing port of Amsterdam.

After a farewell party and a diamond giveaway, the agents on board disembarked in time for the crew to prepare for the vessel's first revenue cruise which departs this afternoon.

Almost every passenger on *Panorama's* 15 day maiden voyage to Budapest is Australian, with one couple from New Zealand and one American.

No doubt the celebrations have only just begun!

For lots of pics from this week's pre-inaugural voyage see www.traveldaily.com.au/photos.

Govt recognition for UK's tourism industry

BRITISH tourism policies are gaining greater attention under the David Cameron government than the previous administration, VisitBritain chief executive, Sandie Dawe believes.

Dawe says acknowledgement of the tourism industry and its role in rebuilding from Prime Minister Cameron, who was appointed to the position last May, was particularly significant.

"In the last year of the previous government, VisitBritain had not a single meeting with our secretary of state, as he did not prioritise tourism.

"But we've gone from not seeing anyone for a year to seeing the new administration weekly," Dawes told *Travel Daily*.

Support for VisitBritain from the "very top" is vital in helping the industry with "breaking down barriers to get policies implemented," she added.

New ATEC Indigenous taskforce

THE Australian Tourism Export Council today announced a new National Indigenous Tourism Taskforce, saying it's the first group to be established to "specifically look at the development of indigenous tourism businesses".

The taskforce will be chaired by John Collyer, executive chairman of the Worn Gundidj Aboriginal Cooperative in Tower Hill, Vic.

It will represent more than 190 ATEC members who are currently actively involved with indigenous tourism in Australia.

"Australia's Indigenous culture is one of the distinguishing features of the experiences we can offer international tourists and harnessing and building on these opportunities is not only good for local and Indigenous communities but for the tourism industry as a whole," said ATEC chair John King.

TA resumes Japan push

TOURISM Australia has recommenced its marketing program in Japan, after a hiatus following the devastating earthquake and tsunami in Mar.

Federal tourism minister Martin Ferguson today told attendees at the ATEC Symposium on Hamilton Island that market intelligence suggests people in Western Japan are already wanting to resume outbound travel.

Japanese agents will visit Sydney, Cairns, the Gold Coast and Uluru this month, while the \$12m Qld recovery campaign will target Tokyo commuters.

Warbirds over Wanaka

GRAND Pacific Tours has launched its 2012 Warbirds over Wanaka brochure, with two itineraries including a 3 day Gold Pass to the event.

More than 60 aircraft will take part in the airshow - 1800 622 768.

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Britain brushes off the no fun persona

AN ATTITUDE from overseas markets that Britain wasn't very welcoming or a "fun" destination is the reason behind VisitBritain's new four year global campaign, 'Britain, You're Invited'.

VB chief executive Sandie Dawe earlier this week revealed that research had indicated that int'l travellers were more aware of the UK's "rational benefits", such as

its heritage (castles, gardens, art galleries), but less aware of "emotional benefits."

Dawe said research had shown "some people don't necessarily think of Britain as fun or friendly, which we are."

"We find that once people have been to Britain, they find us very friendly, so it's the perception of the people that hasn't been right."

"The goal of the 'You're invited' campaign is to not only sell the rational benefits, but support the emotional benefits," she said.

The promotion features a handful of actors from the UK, including Dame Judy Dench, starting a conversation with the viewer about how passionate they are about Britain, and ends with an open invitation.

A number of other celebrities, or Goodwill Ambassadors, are to be officially named in Jun, all of whom are promoting the destination without charge.

Earlier this week three Asian Goodwill Ambassadors were named in Bangalore (**TD Tue**).

"This campaign serves to lift that invitation up a notch," Dawe said.

Onslaught of British marketing ahead

VISITBRITAIN is considering a "completely new blended platform of marketing" as part of £100m 'Britain, You're Invited' campaign to promote tourism.

Marketing Director, Laurence Bresh announced details of the

Thursday 19th May 2011



ABOVE: Destination Britain & Ireland, being held this week in Bangalore, wrapped up for 2011 last night with a fantastic evening of Indian food and culture at Maharaja's Palace.

Over 200 buyers and suppliers attending the event have been staying at the stunning Leela Palace Kempinski, Bangalore.

Pictured here at The Leela Palace yesterday are some of the team from VisitBritain, **from left:** Garry White, APMEA regional director; Laurence Bresh,

marketing director; Sandie Dawe, chief executive; a representative from The Leela Palace; Mark Haynes, VisitBritain marketing manager Australia/NZ; and Keith Beecham, the agency's director overseas network.

2012 torch relay route

THE course for the 2012 London Olympic Torch Relay was revealed to the public yesterday, with the path confined to the UK, starting on 19 May 2012.

The 70-day relay will cover 8,000kms and may possibly also pass through Dublin, Ireland.


Rail Europe ATOC tkts

RAIL Europe 4A says it is yet to see traction from the Australian market for its new UK domestic fare range available through the Association of Train Operator Companies (ATOC).

The fares were launched about six months ago, and are offered as a more affordable alternative to BritRail passes for domestic point-to-point journeys.

RE4A Sales director Florence Pasquier told **TD** this week in Bangalore that Rail Plus is the first authorised agent to sell the range of ATOC fares in overseas markets.

The cheap but restricted fares are recommended to people with limited travel needs and are available to book through Euronet or Rail Plus web services.



Travel Daily
on location in
Bangalore, India

Today's issue of **TD** is coming to you from **Destination Britain & Ireland in Bangalore, India** courtesy of **VisitBritain**

THE Leela Palace Kempinski, Bangalore in India has been the home of the 200+ participants of Destination Britain & Ireland the past few nights.

The property is located near the city centre of Bangalore and is set in a 9 acre oasis which has an azure lagoon and lush gardens.

There are 357 guestrooms in the hotel, the majority of which are the extremely spacious and very comfortable Deluxe rooms.

Kempinski is targeting the business traveller with this hotel, with a luxurious spa, state-of-the-art fitness centre and world class shopping all in the one secure and guarded property.

Sister Leela Hotels are located throughout India - for more info on the hotel see theleela.com



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Tourism Fiji forecasts Oz growth

AUSTRALIAN visitor arrivals to Fiji during 2011 are predicted to increase by 5%, following an "exceptional result" in 2010 which saw an earlier forecast of 270,000 visitors easily beaten by more than 50,000 people.

Tourism Fiji ceo Josefa Tuamoto told **TD** at BFTE today that he's expecting a strong performance out of Australia, particularly given the high Aussie dollar.

"The economy out of Australia has been so strong," he said.

Tuamoto said Tourism Fiji would continue to market in Australia, with plans for more TV as well as outdoor campaigns.

"Our focus is on creating brand awareness, making sure it is paramount in Australia," he added.

Tuamoto said recent efforts to boost low season sales had been positive, with pending initiatives including events such as the upcoming Coral Coast Sevens.

Middle East to Fiji

TOURISM Fiji has recognised the Middle East as an emerging market, following participation at the recent Arabian Travel Mart.

Tourism Minister Aiyaz Sayed-Khaiyum said he was confident that the "lucrative regional market" would "play a key role in helping us to meet our ambitious tourism targets".

Other new markets being considered also include Russia and even South America, with a planned upcoming tourism mission to Brazil and Argentina.

TF will exhibit at World Travel Market in Europe, ITB Berlin and the Travel & Leisure shows in the USA, Sayed-Khaiyum confirmed.

Peppers heads for Fiji

A NEW hotel development on Naisoso Island in Fiji will include a Peppers branded property, it was revealed at BFTE today.

A number of other hotels are also planned for the project, with further four and five-star brands to be announced "shortly".

Gnarly Fiji surfing

TOURISM Fiji is expecting a surge in surfing travellers, with a cooperative effort with the Fiji Surfing Association to attract a major international event to Fiji.

11,000 visitors a year currently come to experience Fiji's breaks, and the government's surfing decree last year for the first time allowed people to surf anywhere rather than at just two designated resorts.

"People come to Fiji for the 'Bula Spirit,'" said John Philp, Fiji Surfing Association, who is planning to host a paddleboard event to boost tourism.

The Association aims to boost water safety, youth development, readiness for competitions and surf destination marketing for Fiji.

Taveuni's new site

THE Taveuni Tourism Association has launched a new website to promote Fiji's third largest island, which is located to the west of Vanua Levu.

See www.puretaveuni.com.

BFTE attendance

DELEGATE numbers at BFTE this year have remained stable, but the number of booths has dropped from 184 to 171.

Organiser David Voss told **TD** that five sellers from Fiji and 11 from other destinations had pulled out due to other reasons, while some of the bigger exhibitors had only booked one booth this year, rather than two.

But buyer numbers are up, he said, with several companies sending extra delegates this year.

Today's issue of **TD** is coming to you from the 2011 Bula Fiji Tourism Exchange, courtesy of Tourism Fiji and Air Pacific.

BFTE is this year being held at the Naviti Resort on Fiji's Coral Coast, about 90 minutes drive from Nadi International Airport.

The Resort has its own private island with a golden sand beach and non tidal lagoon.

A range of accom is available among the 220 guestrooms which offer views of the garden, mountains or ocean.

Other features of the property include four tennis courts, gym, a nine hole golf course as well as activities including windsurfing, canoeing, Hobie cats, archery, badminton, table tennis, bike riding, deep sea fishing and a Naviti sunset cruise.

The Warwick Resort and Spa is the Naviti's sister property, about 20 minutes drive further along the Coral Coast. with 250 rooms and deluxe suites, dining options, a bar, nightly entertainment and conference facilities.

Both properties offer 'all inclusive' packages including all meals and drinks (wine and beer).

Weddings are also popular, with Warwick arranging everything from the licence to the photos - see www.warwicknaviti.com.

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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.

Globetrotter Corporate Travel has recruited **Felicity Milton** as its new National Operations Manager. Milton's previous roles include positions at Corporate Travel Management and Carlson Wagonlit.

Bianca Fameron has joined **BCD Travel** as its new Sales Manager Melbourne. She has moved across from IHG.

Trafalgar has welcomed **Michelle Barnes** as its new Qld sales mgr.

Fijian domestic carrier **Pacific Sun** has appointed **Shaenaz Voss** as its new general manager. She will replace Jim Samson who recently retired.

Adrian Pianto has been appointed to the newly created role of General Manager - Sales for **Contiki Holidays**. The move from his former Travel Corporation role as gm of Busabout, HAGGIS & Shamrock follows the appointment of **Fiona Hunt** as Contiki md.

Merlin Entertainments Group, which recently purchased Sydney Attractions Group, has appointed **Hausmann Communications** to handle its public relations in Australia.

Francis Riley has been appointed as vice president and general manager of international sales and marketing for **Norwegian Cruise Line**. The role will see Riley based in London and overseeing sales in Europe, Africa, the Middle East and Asia Pacific regions for the cruise company.

Outrigger Enterprises Group has named **Milton Lafitaga** as its new Senior Sales Manager - Sports/Group Sales.

Dale Morrison has been named as a director of InterContinental Hotels.

Emirates Airline has appointed **Alex Barkway** as its new Cargo Manager for NSW, overseeing the carrier's SkyCargo operations in Sydney.

Deb Duncan is the new General Manager of **Travel Counsellors Australia**. Her previous roles include extensive industry experience including most recently as TSAX BDM for Vic, and she will head up the group's more than 90 Australian agent members.



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Melbourne pet facility

HANROB will launch a \$4m 'pet hotel' at Melbourne Airport on 01 Jul, with bookings for dogs and cat stays now on offer during the school hols on 03 9339 2800.



Thursday 19th May 2011

Touchdown for UAE operators



MELBOURNE based tour operator, Touchdown Tours, last night hosted travel agents in Sydney at a cocktail event with the support of Shangri-La Hotels and the Tourism Ministries of Oman and Dubai.

Specialising in FIT and group tours to Dubai, Oman, Egypt, Greece, Jordan, Libya, Syria, Tunisia, Turkey and the UAE, Touchdown Tours manager, Jacqueline Preketes told *Travel Daily* "our real strength lies in special interest groups.

"Anyone can book a desert safari, but everything about us is about the experience", she said.

New to the company's Dubai program this year is a scenic air flight on a private jet, and in Oman guests now have the opportunity to attend cooking classes in genuine Omani homes.

Preketes said the company has never added a country to their program that they haven't personally visited, and her staff of seven are trained to find that point of difference in each of the destinations they offer.

Tourism Oman mgr Mona Tannous said Oman was becoming an increasingly popular destination for baby boomers and niche operators including

Touchdown Tours are looking to tap into this market.

Newly appointed Dubai Tourism manager - trade, training and promotions, Veronica Rainbird, said "Oman and Dubai offer a great Yin-Yang" and will work together to create itineraries for passengers that will encourage them to lengthen their stay.

Pictured *above* at Souk in the City in Surry Hills last night is Nick Berry, Shangri-La Hotels; Mona Tannous, Oman Tourism; Veronica Rainbird, DTCM and Jacqueline Preketes, Touchdown Tours.

Qatar getting tough

QATAR Airways will this weekend begin automatically cancelling unticketed bookings that do not comply with its 'Married Segment logic and O&D booking practices'.

An update to agents this week says agents who don't ticket in compliance with the rules will be charged a US\$300 ADM plus any losses arising from the violation.

"Abusive booking practices" which will be penalised by QR include breaking of married segments, as well as manipulating the GDS via the creation of multi-segment itineraries which are not the required journey.



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Etihad joins A-Mezzing Race



ETIHAD Airways has received significant exposure this week via a promotion on Sydney radio station Nova 969.

Leveraging from the Mon launch of Channel 7's *Amazing Race Australia*, Nova is running a competition where a listener has to compete with one of the hosts, Merrick Watts, to travel as far as possible with no money at all.

The listener, Cat from Coogee, managed to scrounge an Etihad ticket and is pictured above centre with EY staffers Lindsay White, Rana Ibrahim, Meaghan Sweedman and Jon Spring.

APT Canada out today

APT this morning released a new preview brochure for its 2012 Canada and Alaska program.

Six tours ranging from 18 to 30 days are on offer, along with three earlybird fly free deals valid for bookings made before 15 Oct, with savings from \$3175 to \$6350 per couple.

The lead-in package costs \$9195 for the 18 day Majestic Rockies and Alaska Cruise itinerary, with the brochure also highlighting 'APT Guaranteed Inclusions'.

For more details see traveldaily.com.au/brochures.

Leisure Travel Consultant

Goldman Travel Corporation has a fantastic opportunity for a proactive individual with strong selling skills and product knowledge to join our team. Your expert knowledge in leisure travel, coupled with your exemplary client service will see you succeed in this exciting role.

Key responsibilities will include booking international and domestic leisure travel packages. We are looking for someone who is well travelled, has excellent knowledge of upmarket hotels and tour suppliers.

If you believe this role is right for you or request further information send through your resume or contact David Goldman, at david@goldmantravel.com.au or (02) 8333 7700.

All applications and contact will be treated as confidential.



Addams Family in Syd

EVENTS NSW is claiming a coup after securing the Australian premiere of the upcoming *Addams Family* musical for Sydney, set to debut in Mar 2013.



Thursday 19th May 2011

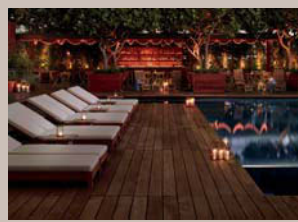
WIN A HOLIDAY TO HAWAII

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.14: Which 21 and over pool is located on the second floor of the Waikiki EDITION, has its own bar, and a private lagoon landscaped by indigenous foliage and Hawaiian sand?

Hint! Visit www.editionhotels.com

Click here for more information



OETG heading for SFO

ORIENT Express Travel Group will use the theme 'Smarter, Faster, Stronger' for the third year running at its upcoming Select conference to be held 10-12 Jun in San Francisco.

QF boosts CNS-Weipa

QANTASLINK today announced two new extra return QantasLink Cairns-Weipa services, boosting flights to 14/week from 27 Jun.

Sabre to boost security

SABRE Pacific today announced the imminent launch of its *Sabre Traveller Security* suite in New Zealand, expanding the product's availability across Australasia.

The security solution, which offers traveller risk management and business intelligence reporting capabilities for agencies and corporations, will be highlighted in next month's edition of Sabre Pacific's 'Empowered' video series.

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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Reach for the Top!

Give your career a boost with TMS



Hot Jobs (Australia) - May 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!

Corporate Travel Team Manager - Brisbane

- Global Corporate Travel Brand
- Senior role managing team of 20
- Mon - Fri operation CBD operation

Our client is an international corporate travel brand well known for handling large corporate companies across Australia and the globe. We are seeking someone who understands a team environment and how to lead within a team for their busy corporate client division based in Brisbane. These guys are the best of the best, and manage many hundreds of millions in travel transactions every year. Sabre GDS knowledge required with min 3 yrs TL exp.



BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN

Contact Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com or apply online now!

Domestic Corporate Travel Consultant – Lower North Shore Sydney

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end domestic travel management for corporations. This is a great opportunity for an experienced retail consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

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

International Travel Consultants – Brisbane City and Melbourne City

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end domestic and international travel management. This is a great opportunity for an experienced retail or domestic travel consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

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

Corporate Team Leader – Brisbane City

- Large travel company with fantastic rewards and recognition
- Corporate and High end leisure
- Great earning potential

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for mentoring and supporting international corporate consultants and manage the day-to-day business operational activities. You will need to have proven sales experience, excellent leadership qualities, strong work ethic, be confident and highly motivational.

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

Retail Travel Consultant - Sydney

- Solid base + commission + super
- Fun team, great working environment

This successful and well established travel company is looking for experienced travel consultants who can contribute to their growth. To be considered for the role you must have experience in retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. You will be rewarded with a generous base salary, commission as well as exclusive famils and incentives.

Contact Stacy Balderston T: 02 9231 6444 E: sally@tmsap.com or apply online now!

New Sales Executive – Corporate Travel, Sydney

- Global Travel Management Company
- Great career opportunities

Are you seeking a brand new opportunity within a global organisation where your success will be recognised and your career will flourish? Be part of a high performance culture. The Sales Executive will focus on generating new opportunities for corporate travel offerings within and serve as the lead advocate for nominated clients. You will be responsible for identifying opportunities and working with the client throughout the full sales/implementation cycle as appropriate. This is an ideal opportunity for driven, sales focused individuals to work within the dynamic and integrated environment, where you will have access to a broad support structure and subject matter experts who will enable your success.

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



Quality recruitment for the travel and
hospitality industries in Asia Pacific





LET AA APPOINTMENTS INTRODUCE YOU TO YOUR NEXT GREAT ROLE

** ALL STATES BULLETIN **

CORPORATE SALES MANAGERS
ALL STATES – SALARY PACKAGES \$120K++

If you thrive in corporate sales and have a track record of success in finding & winning new business you could be doing it with one of the leading Brands in the industry. We're looking for exceptional talent to join this exceptional organization which is growing. You must be a well presented, dynamic and highly motivated individual who is driven by career development, brand quality, and financial gain. Don't delay.

HIGH PROFILE NATIONAL ROLE

NATIONAL INDUSTRY SALES MANAGER
SYDNEY – SALARY PACKAGE OTE \$200K NEG

If you are a dynamic, inspirational and highly driven leader with previous experience at a national level leading a large sales team this exciting new role will stimulate your career. You are a real "people person" with outstanding relationships across the travel industry and a great reputation. This will inspire your team and drive their performance. High level negotiation skills are essential and strong business acumen.

FLY INTO THIS HOT SEAT

AIR PRODUCT MANAGER
MELBOURNE – SALARY DEPENDING ON EXPERIENCE

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.

PREFER A SMALLER TEAM?

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.

SERVICE WITH A SMILE

CLIENT RELATIONSHIP MANAGER
MELBOURNE – SALARY PACKAGE OTE \$80K
Don't let this fabulous CRM role pass you by. Working for a Global brand name you will be effective in your ability to service corporate clients with impeccable standards delivering over and above what they expect. Your knowledge of corporate travel account management strategies is immense along with your negotiation skills and client relationship management experience. This is a rare gem available now.

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.

SPREAD YOUR WINGS WITH THIS AIRLINE

SALES EXECUTIVE – CORPORATE MARKET
MELBOURNE - SALARY PACKAGE TO \$60k + car allowance
We're on the look out 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 within the Corporate Travel arena will be paramount along with your winning attitude. You'll need excellent communication skills and the ability to present information to clients with confidence and a friendly, personable nature. Fly in to AA now for this great role!

ON THE ROAD AGAIN – WITH A DIFFERENCE

INDUSTRY SALES AND ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$75K + INCENTIVE
If you have worked in Sales on the road and understand how to drive business growth across the travel industry, read on. If you love Sales but struggle with the hours and travel away from home, this new position should interest you. You'll still manage relationships with travel agencies PLUS learn new skills in corporate sales to set yourself up with new talents. Join a friendly, relaxed team and a giant successful company.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

Kathryn Heberton
VIC, SA, WA
Ph: 03 9670 2577

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

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

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.



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



SuperStar VIRGO's Ultimate Upgrade Offer



Special Ho Chi Minh Sailings
Only 4 departures remaining
Includes Free Upgrade!
From \$1249

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

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

For bookings & further information contact your preferred Wholesaler

*CONDITIONS APPLY: All prices are cruise only, AUD, per person twins share and subject to change and availability. Prices based on following cabin categories; Inside Cabin DC, Window Cabin CB, Balcony Cabin BC. Single passengers must pay a single supplement. Every effort is made to ensure advertisement accuracy, however Star Cruises cannot be held responsible for printing or typographical errors or errors arising from unforeseen circumstances. Pricing correct as at 14 April 2011. Pricing & bonus credit valid until 30 June 2011 & can be withdrawn at any time without notice. Price includes port charges and fuel surcharge. Holiday surcharge imposed on Peak Sailings Dates: 24 April 2011; 23 Dec 2011; 01 Jan 2012. Vietnam Visa surcharge applicable to Ho Chi Minh sailings at \$30 per person. [^]Meals included in selected restaurants. Strict cancellation fees apply. Please note that a surcharge may be imposed on credit card transactions. A service fee will be charged. SCS 25407

