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First with the news

Monday 30th May 2011

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MH A380s to AMS

MALAYSIA Airlines has started to release deployment details for its new Airbus A380s scheduled for delivery from Apr next year.

MH says its A380s will primarily operate from Kuala Lumpur to London and Amsterdam.

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Google offers flight results

GOOGLE has officially launched a new feature which automatically displays schedules from a range of carriers as part of flight-related search results.

Entering a term such as "flights Sydney to Auckland" in the standard Google search box now generates a new type of response which details the number of non-stop flights on the route each day as well as the average flight time.

But what's really interesting is a further drop-down list which gives the flight schedules across airlines operating on the relevant route for the next week - including times, days and airline.

It's also now possible to enter a term such as "flights from Perth"

and Google will return all the destinations with non-stop flights from the destination.

"Finding flights is one of the most popular online activities," Google said in a blog post, which also confirmed that the new feature doesn't currently use search technology from its newly acquired ITA Software operation.

However Google said the finalisation of the ITA deal means it's "eager to begin developing new flight search tools to make it easier for you to plan a trip."

Air NZ slashing fares

AIR New Zealand is reducing its fares on flights from Australia to the Kiwi Isle by \$150 on return services when booked by 02 Jun.

The offer is being extended to all Economy fares from Seat to the Works Deluxe ex SYD, MEL, BNE, OOL, ADL, CNS and PER.

Carnival honours defence personnel

CARNIVAL Australia this morning introduced a new program offering all Defence Force staff an onboard credit of up to \$250 when booking any P&O Cruises Australia, Princess Cruises or Cunard voyage.

The offer is applicable to current as well as discharged and retired servicemen and women from the Australian and New Zealand Defence Forces.

"We think it's a great way of acknowledging the men and women who give so much for their countries," said Carnival Australia senior vp Jenny Lourey.

Eight pages of news

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

- AA Appointments jobs
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Travel Daily
en route to
Perth, WA

Today's issue of *TD* is coming to you from onboard the inaugural B747 service from Sydney to Perth, courtesy of Qantas.

AT 11am today, the first internationally configured Qantas B747 flight to operate on domestic routes took off from Sydney for Perth.

Passengers are now enjoying the benefits of an international product including personal on-demand entertainment options in each of the 412 seats onboard.

Comfort on the longer route has also been increased for the 56 business passengers travelling on the B747 with Qantas introducing its Skybed product.

Also included on the east-west route are complimentary inflight meals with Neil Perry influenced menus available to all passengers.

The two-class 747-400s will operate six return flights a week from Sydney commencing today, and international configuration A330s will be boosted to five round trips per week.

QF ups the ante on SYD-PER

LESS than a week after Virgin Australia unveiled its brand new Business Class product on the inaugural A330 Sydney-Perth service (*TD* Thu), Qantas has responded this morning with an offering for the corporate market it claims "cannot be matched".

QF launched its internationally configured B747 services between Sydney and Perth, featuring the popular lie-flat Skybed product in Business, available on selected east-west services.

Speaking to *Travel Daily* ahead of the first B747 flight from Sydney to Perth, Qantas chief executive Alan Joyce said the business market had reacted "extremely positively" to the new product, with bookings up a staggering 58% for business class pax on the Sydney-Perth service.

"The market wants the SkyBed," he said, while the introduction of the 747 on the east-west route would also be great for leisure pax who would benefit from "more frequencies, cheaper fares and more comfort and space."

"Today is all about Qantas leading in the domestic business

market," Joyce added.

Qantas has also increased the number of A330 aircraft on the route saying this is "in response to the growing demand from both business and leisure travellers flying on Australia's longest direct domestic sectors".

In addition to the four new services added last month for the Melbourne to Perth market, travellers on the Brisbane to Perth daily service will also benefit from an upgrade to a 300-seat A330 aircraft in Jul.

This means that over 90% of Qantas services between Australia's east coast and Perth will now be operated with wide-bodied aircraft, and increases the airline's capacity by 15%, representing 4300 seats per week.

Travel Daily is amongst the passengers on today's flight experiencing the airline's enhanced business class offering.

A 'flash mob' singing "Go West" greeted passengers checking in this morning - see **page 7** for more from the launch, as well as tomorrow's issue which will feature details from the flight.

MSC Opera detained

MSC CRUISES' *MSC Opera* has returned to service after being detained by UK authorities in Southampton due to a number of defects which "meant that the ship was not fully compliant with international maritime safety regulations".

The move followed a routine visit from UK Maritime & Coastguard Agency Surveyors when the vessel arrived on Fri.

No details of the defects were made public, with the ship eventually released after a number of follow-up visits to assess the rectification progress.

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JAL to fly 787 to Boston

JAPAN Airlines has become the first carrier to begin actively selling services on Boeing's long overdue 787 Dreamliner aircraft.

On Fri, the oneworld carrier announced it plans to inaugurate a new route between Tokyo Narita and Boston Logan airport from 22 Apr 2012, starting out as four times weekly before moving to daily departures from 01 Jun.

JAL says it will codeshare with oneworld partner, American Airlines on the service, which is subject to gov't approval.

The airline is also in discussion with Boston-based JetBlue Airways to strengthen its US network.

The Japan Airlines Dreamliner is to be configured with a two class Business and Economy cabin.

Last year, Continental Airline's became the first airline to announce 787 flights between Houston and Auckland, but the Star Alliance carrier is yet to begin selling seats on the route.

London & Partners heads down under

THE ongoing evolution of the British tourism marketing landscape continued last week with the official launch in Australia of 'London & Partners'.

The organisation will take over responsibility for tourism marketing for the British capital from the now defunct Visit London, which abruptly ceased trading on 01 Apr.

The so-called "super-agency" is responsible for targeting inward investment for London, as well as now promoting tourism and taking on the work of other former promotional agencies including Think London and Study London.

London & Partners's Australian operation is based in Melbourne, and will this week conduct a "targeted program of senior level events in Brisbane, Melbourne and Sydney to meet with key Australian businesses".

The organisation said that Australia was a key market for

London, which attracts over 500,000 Aussie visitors a year.

London mayor Boris Johnson said the UK capital was an "extraordinary place of opportunity and without doubt the best city to visit, study and invest in".

In 2010 the city welcomed its highest level of tourists and business travellers since 2006.

Virgin Sun's corp box

VIRGIN Australia has launched a corporate lounge at the brand new Metricon Stadium, the home of the Gold Coast Sun's AFL team.

The 900-person space lounge shares the same "look and feel" of the carrier's new designer airport lounges (**TD** Tue), and includes premier stadium seating and an outdoor deck.

Virgin Australia is the founding partner and official airline of the Gold Coast Suns.

At the stadium's opening on Sat, Federal Minister for Infrastructure Anthony Albanese said the \$144 million, 25,000 seat stadium will be used to host major sporting and entertainment events.

Sofitel Stay 3, Pay 2

SOFITEL Luxury Hotels is offering a Stay 3, Pay 2 deal at properties in Australia valid for stays from 01 Jun to 31 Aug.

The 'I Love Chocolate' winter deal is valid at Sofitel's Gold Coast, Sydney, Brisbane and Melbourne hotels, and includes an indulgent chocolate gift as well as 3pm late checkout.

It's also available at all other Sofitel hotels in the Southern Hemisphere.



Window Seat

THERE was a big advantage in checking in early for a couple of passengers on this morning's inaugural Qantas 747 flight from Sydney and Perth (**see p2, 7**).

A magnanimous Alan Joyce gave two lucky travellers - the 7th and the 47th to check in - a free upgrade to the aircraft's business class Skybed product.

VISITORS to the UK next month can participate in a unique stunt to celebrate the launch of the new *The Smurfs* movie.

On 25th June thousands of people, resplendent in blue body paint, will try to beat the world record for the largest ever gathering of Smurfs.

Believe it or not, the current record already stands at 2510, and participants in this new attempt at the O2 Arena are being offered free costumes as well as blue make-up.

The event is also expected to feature a "small army of Crowd Smurfers," organisers said.

A NEW Zealand man says his successful jet-pack test flight this week is the culmination of a "30 year dream".

Glenn Martin from Christchurch remotely piloted the personal flying craft as it sent a crash-test dummy more than 1km aloft, setting a new record.

The test also included a successful parachute landing, with Martin saying his next step is to strap a human into the device which will initially target use in military as well as search and rescue applications.

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Interested in TIME?

THE Travel Industry Mentor Experience (TIME) has limited space for several more mentees to be part of the next group to go through the program.

The fifth TIME program kicks off on 29 Sep, and the organisation said it welcomes applications from people in travel and tourism, and in particular the retail travel sector.

For more information see www.travelindustrymentor.com.au.

Britz owner resists

TOURISM Holdings Limited, the NZ firm which owns the Britz and Maui campervan operation, says a partial takeover offer made last month (**TD** 21 Apr) significantly undervalues the company.

In a target statement issued on Fri, THL said the offer from suitor Ballylinch LP, which already owns 10% of THL, "is materially below" the fair price as determined by an independent report.

Albanese for IATA

FEDERAL transport minister Anthony Albanese will be one of the participants in a special CEO Forum at the upcoming International Air Transport Association AGM, which opens in Singapore next week.

The forum will also include Emirates ceo Tim Clark, Iberia/IAG chairman Antonio Vazquez, Air Canada's Robert Milton, Andres Conesa from Aeromexico, former Northwest ceo Doug Steenland and Garuda Indonesia ceo Emirsyah Satah.

Novotel returns to Palm Cove

ACCOR this morning confirmed the return of the Palm Cove Resort to its portfolio, after five years of trading as the franchised Novotel Rockford Palm Cove.

Mark Adams has been named as the property's new gm, with the move cited as the "launch of a new era" for the iconic resort.

Counsellors expand network by 5



ABOVE: Home based travel agent network Travel Counsellors Australia has recruited five new staff this month in it's latest intake, increasing member numbers to over 90.

The newest members last week spent three days in Melbourne for an induction program, where they learnt how to use the firm's systems and state-of-the-art

technology, incl its own dynamic Phenix packaging program.

The new Travel Counsellors were also welcomed to the TCTV webcast, which was broadcast to the company's agents across the globe.

Pictured from left are Jennifer Mikkelsen, Heidi Winkley, Viola Medeira, Elizabeth Keller and Jacqui Cameron.



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Perth means to flourish



ABOVE: The Perth Convention Bureau (PCB) hosted participants on last week's Virgin Australia A330 inaugural (**TD** Thu) on a famil to experience some of the city's business tourism offerings.

Perth is abuzz at present in the lead-up to the Commonwealth Heads of Government (CHOGM) meeting in late Oct.

Perth Deputy Lord Mayor, John Tognolini, told **TD**: "we are making the city more vibrant," with innovations including changes to street flows and upgrades for event precincts.

Perth is being promoted to the tourism and business industry as a "refreshing alternative" according to PCB's Christine Allen, who said that "people who have been to Australia are looking for other alternatives over Sydney and Melbourne".

CHOGM is set to be huge, with delegates from 52 states and the event being opened by Her Majesty Queen Elizabeth II.

Perth has to offer the "best experience" and showcase the city in the best possible light so that "it will put us on the map from a business events perspective", Allen explained.

Direct China Southern flights from Guangzhou to Perth are expected to launch in Oct or Nov, she added, while other emerging markets are being targeted by PCB with upcoming roadshows planned for Jakarta and Singapore later this year.

Pictured above in the Deputy Lord Mayor's office in Perth **from left** are: Christine Allen, PCB; John Tognolini, City of Perth; and Paul Beeson, PCB Director Business Development.

US air chaos

MORE than 450 flights have been cancelled out of Chicago O'Hare Airport in the US overnight due to severe storms.



CONGRATULATIONS

Frank Morris

from *Max O Consolidation*

Frank is the top point scorer for Round 10 of **TD's** AFL industry footy tipping competition, and has won a \$50 Cudo voucher, courtesy of **Compass Car Rental**.



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**



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Monday 30th May 2011

Jersey Boys winner

CONGRATULATIONS to Amanda Washington of Jetset MLC who has been chosen as the winner of Qantas Holiday's mini-comp that featured exclusively in *Travel Daily* last week.

Amanda has won a double pass to see Jersey Boys in Sydney playing at the Capitol Theatre.

SeaDream I relaunch

MEGA motor-cruises *SeaDream I* has returned to the open water following a 20-day drydock and refit in Hamburg last weekend.

The refurb project included new carpeting in all public rooms, suites and staterooms, a new Jacuzzi being fitted and all staterooms were re-wallpapered.

QF8 diverts to NOU

QANTAS was forced to divert its Brisbane bound services from Dallas/Fort Worth to Noumea, New Caledonia this morning due to strong headwinds.

Last week a DFW bound Qantas flight was diverted to Houston.

VS kids HKG fare deal

VIRGIN Atlantic is allowing kids aged up to 16 years to travel at the price of a child aged 2 to 11 years between Sydney and Hong Kong, for travel to 16 Nov, when booked by 06 Jun 2011.

The deal is valid in all three cabins when the child is travelling with at least one adult, with kids Economy fares priced from \$843.

Hilton OHANA sale

HILTON Grand Vacations has acquired the OHANA Islander Waikiki Hotel in Honolulu from Outrigger Enterprises Group.

Hilton says it plans to convert the hotel into an upscale urban timeshare resort, to open in 2013 as the Hilton Grand Vacations Club - Waikiki Beach Walk.

Vivid festival kicks off

THE third Vivid Sydney festival - a celebration of light, music and ideas - was launched in the NSW capital on Fri night and will run through until 13 Jun.

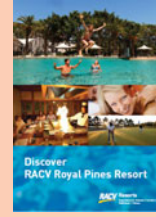
The event includes the 'Lighting the Sails' illumination display on the Sydney Opera House and other light shows on another 40 or so structures.

Vivid Sydney is expected to attract around 400,000 visitors to the festival.



Brochures of the Week

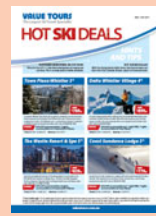
WELCOME to Brochures of the Week, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



RACV Resorts - Discover RACV Royal Pines Resort
The five star AAA rated resort is located in the Gold Coast, midway between Surfers Paradise and the Hinterland. The property offers 329 rooms, 5 restaurants, a bar and coffee lounge as well as meeting facilities and a Day Spa. The Resort also has family friendly facilities. For more details see racv.com.au.



Outdoor Travel - Beautiful Boating Holidays UK/ Europe
The Bright based tour operator offers a range of self-skippered motor cruisers in regions of France, Italy, Germany, Holland and Belgium and England, Scotland and Ireland. The fleet caters to two to 12 passengers and comes with a fully equipped kitchen and bathroom with no licence or experience needed. New bookings for 2012 are now discounted - see outdoortravel.com.au.



Value Tours - Hot Ski Deals May - Jul 2011
This sneak peek brochure for the Northern Hemisphere includes Korea as a new destination. The eight page preview brochure also incl USA, Canada, Japan and Europe. The yet to be released 2011/12 brochures will feature up-to-date knowledge of each ski resort, accom options and destination info. And discounts of up to 50% off are being offered on packages.

Azamara \$200 bonus

AGENTS booking clients on one of 10 select European Azamara Club Cruises can earn \$200 bonus commission if booked before 30 Jun - azamaracruises.com.

New Croatian tour

GATEWAY Travel has a new five night Croatian Delight tour from Zagreb-Dubrovnik that departs between Jun and Sep priced from \$1,170ppts - phone 02 9745 3333.

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QF 'GOes WEST' in the open air



QANTAS pulled out all the bells and whistles at Sydney Airport this morning in celebration of its inaugural B747 service between Sydney and Perth (**page 2**).

As part of the farewell celebrations, a flash mob entertained passengers at the boarding gate who were bound for Perth on QF581 which was scheduled to depart at 10am.

The disco-dressed group

performed a dance routine to the Village People's hit song *Go West* - an appropriate tune to launch the carrier's new internationally configured east-west services.

Qantas chief executive Alan Joyce was also on hand at the airport this morning to farewell passengers, saying "the changes are about delivering business and leisure travellers what they want".

A ceremonial cake cutting was also held prior to take-off, with delicious slices shared with passengers as they boarded the new B747 jumbo service.

Pictured **above** at Sydney Airport this morning is a delighted Qantas chief executive Alan Joyce surrounded by the 'Go West' flash mob dance crew.

For more pics from the launch this morning see our website at www.traveldaily.com.au/photos.

ZUJI sponsored tweets

ZUJI Australia is claiming an Australian travel first, with the announcement of a deal which will see the company utilise the new "sponsored tweet" functionality offered by social networking phenomenon Twitter.

Zuji will use the sponsored tweets to provide travellers with "insider trip information, hot tips and the latest flight, holiday and hotel deals," according to md James Gaskell.

He said social media would be an integral part of the company's newly launched business strategy (**TD Tue**), with Gaskell saying that by using "emergent media technologies, we are able to not only interact with fellow Australians, but importantly listen to what they have to say".

Velocity reward gong

THE Velocity loyalty program has been ranked as the best frequent flyer scheme in Asia Pacific based on reward seat availability.

According to the ezRez Reward Seat Availability survey, Virgin Australia's Velocity program achieved a survey result of 91.4% reward seat availability.

Virgin is planning to relaunch Velocity by the end of Jun.

Special Rialto package

INTERCONTINENTAL Melbourne The Rialto has released a new package called 'Through the Lens' which includes a visit to a local photographers's studio, and access to the exclusive Club InterContinental lounge.

The deal is priced from \$450 per room per night, valid until 30 Sep.

Hotel haggling rises

UBID4ROOMS.COM founder and md Gary Berman says there has been a large rise in the number of people willing to bargain with accommodation providers to drive prices down.

"Cultural and economic changes mean Australians are becoming more brazen and bargaining more," Berman said, however "they still felt a bit uncomfortable doing it."

Since the start of this year the hotel haggling site has seen a 15% increase in trade and more hotels seeking to sign up.

WIN A ROCK'N 3 NIGHT STAY IN MALAYSIA

This week, **TD** is giving one lucky reader the chance to win a 3-night stay in Malaysia, courtesy of **Hard Rock Hotel Penang**.

The prize includes 3 nights in a Rock Star Suite, breakfast for two people, Hard Rock Cafe meal credit worth RM150, Kings Club access, return airport transfers and a 30-min massage for two people.

All you need to do to be in the running to win this great accommodation package, is answer correctly four questions featured in **Travel Daily** from Monday to Thursday this week, **plus** answer the **final question** featured on Friday.

Email your answers by COB on Fri to: hrrhcomp@traveldaily.com.au

What is the name of the swim-up bar at Hard Rock Hotel Penang?



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Apply by email to andrew.denman@worldaviation.com.au no later than COB 6th June. Please include CV and application letter. You must be a Permanent Resident or Australian Citizen to be considered for this role.

Only successful applicants will be contacted.

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



Q.21: Name the 4 Hawaiian Islands that Hawaiian Airlines services with more than 160 flights per week

Hint! Visit www.hawaiianairlines.com.au

Click here for more information



Peru election strikes

THE Dept of Foreign Affairs and Trade is warning Peru-bound travellers to avoid large crowds during the second and final round of Presidential Elections taking place on Sun 05 Jun.

Snap nation or regional strikes can be called at any time in Peru, DFAT says, which can disrupt domestic air travel, public transport and road networks.

Carlson comms chief

CARLSON has named Alan J. Buddendeck as its new chief communications officer, with his role including internal and external communications as well as public affairs and community engagement for the travel giant.

Tiger keeps fares low

A REPORT issued by analysts at merchant bank Goldman Sachs estimates that domestic fares could rise by as much as 15%, along with a 5% drop in domestic pax numbers, if Tiger Airways was to pull out of the Australian market.

Emirates tactical fares

EMIRATES has released tactical fares to Europe departing from Brisbane, Melbourne, Perth from 04 Jun to 23 Aug and Sydney, from 10 Jul to 23 Aug, on sale until 30 Jun.

Economy class fares start from \$2000 return in low season and from \$2400 during peak time - emiratesagents.com/au.

Worldhotels Q1 up 1/5

INDEPENDENT hotel group Worldhotels says it's seen a 20% year on year surge in room night bookings for Q1 2011, with increases across all channels.

Travel Daily
First with the news

Monday 30th May 2011

Agents reap Cover-More rewards



ABOVE: Paul Freiman, STA Bondi Junction is one of 300 travel agents to win \$1000 in Cover-More Travel Insurance's 'the BIGGEST Travel Insurance incentive EVER' promotion.

The campaign began in Feb with the company giving away \$106,000 of its \$150,000 prize pool so far.

Over 100 more chances are still up for grabs with any agent who issues a policy ending in '000' being offered \$250 in their pocket and policies ending in '0000' will receive \$1000.

Paul is pictured above receiving his prize cheque from Luisa Putnam, Cover-More's Business Development Manager.

Corporate travel course

THE Global Business Travel Association is inviting registrations for upcoming Fundamentals of Business Travel Management courses which will take place in Sydney on 09 Jun and Brisbane on 27 Jul this year.

The one day intensive course aims at those who are new to business travel management or are in a corporate sales role.

GBTA's Elizabeth Montgomery said participants receive the designation of Corporate Travel Expert which is an "internationally recognised, career enhancing qualification".

More information from GBTA on 02 9456 4470 or see gbta.org.

Classic Baltics tour

GATEWAY Travel is offering a Classic Baltics tour visiting all three Baltic states - Lithuania, Latvia and Estonia.

There are multiple departures of the 8 day trip which travels from Vilnius to Tallin via Riga, and is priced from \$977ppts including breakfasts, tours, a first class coach and English speaking guide services - for more info see www.russian-gateway.com.au.

Alaska iPads for Pilots

ALASKA Airlines pilots will use iPads for the first time replacing the standard paper flight manual, effective mid Jun.

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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LOOK AT THIS GREAT SELECTION OF NEW ROLES AVAILABLE NOW

SEE BIG REWARDS FOR YOU'RE CRM SKILLS

SENIOR ACCOUNT MANAGER

SYD / MEL / BNE – SALARY PACKAGE OTE \$100K+

Now is the time to move if you are looking for a bigger & better Account Management role in the Corporate market. With your skills in client relations, strategic development, negotiation and analytical skills you'll be highly successful in hitting all your KPI's for client retention and growth. Experience within the corporate market is essential with ability to interact at high levels within mid to large market. Roles available NOW.

NOW IS THE TIME FOR CHANGE

CORPORATE SALES MANAGERS

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

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

ARE YOU HUNGRY FOR A LEADERSHIP ROLE?

TRAVEL TEAM LEADER

SYDNEY – SALARY PACKAGE TO \$70K + incentives

If you're an effective leader who can manage people through thick and thin, through change and growth, and have great motivational & coaching skills, this new role will allow you to lead a team with your skills in sales & customer service. Your background as a successful travel consultant who exceeds sales targets will allow you to share your skills with the team and help this successful travel company grow even more.

BE PART OF THE MINING BOOM

HEAD OF RESOURCE & MINING – AIRLINE

MELBOURNE OR PERTH – TOP SAL PKG ON OFFER

This is an excellent opportunity for you to join a dominant brand in a key Sales role. Your key responsibilities will include fostering high level mining and resource relationships while broadening business across this sector. Using your strong connections you will already have the ability to open up and get through the front door engaging key decision makers with your advanced communication & presentation skills.

A UNIQUE ROLE IN TRAVEL TECHNOLOGY

BUSINESS SOLUTIONS MANAGER

SYDNEY – SALARY PACKAGE TO \$90K

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 both internal and external. Make this unique role your own.

INDUSTRY SALES NEVER LOOKED SO GOOD

BUSINESS DEVELOPMENT MANAGER

SYDNEY – SALARY PACKAGE TO \$80K+ extras

Now is a great time to move in to a new Sales role within the travel industry. If you have worked on the road and understand the importance of communication, relationships, sales performance and training you could fill your pockets with a world full of beautiful product and be the envy of all your friends! If you love to travel, have passion and commitment and love achieving targets, this one's for you.

BROADEN YOUR CAREER HERE

SALES EXECUTIVE – CORPORATE MARKET

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

We're on the lookout for a focused individual who knows how to drive sales and dreams of servicing a great international product. Your ability to build relationships within Corporate Travel will be paramount along with your winning attitude. This is a smart career move if you're a Sales Executive wanting career progression and broader skills. Time to spread your wings and represent an airline that's going places.

A TOP ROLE WITH A WORLDWIDE COMPANY

AIR PRODUCT MANAGER

MELBOURNE – SALARY PACKAGE DEP 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 that impact new contracts and airline deals, all while mentoring and coaching the team. You'll need strong airline knowledge and excellent relationships with suppliers.

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



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</i> 5 & 12 June, 3 July, 11 Sept 2011	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





We make your job search easy!

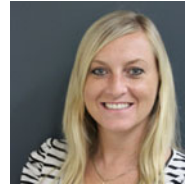


Key Account Manager - Auckland

Your role will be to manage the largest account this client has to offer. You will be based in Auckland and reporting back to the Head of Key Accounts in Sydney. Knowledge of both the Australian and New Zealand travel industry markets will be highly advantageous. This role covers new business acquisition as well as client retention.

- ▶ If you like to hunt and gather this role is for You!
- ▶ Strong GDS essential, Amadeus preferred
- ▶ Base salary up to \$110K NZD + car + commission + bonus

Click here for more details or call Ben.



Business Sales Manager - Victoria

As a supplier of an essential component of the travel industry this company is located globally including tourist hot spots all over the world. Not only are they world favourites in their field but also have a strong commitment to the environment, offering green options to their customers. Support, motivate and develop a small team in this role.

- ▶ Join this forward thinking global company
- ▶ Based in North Melbourne
- ▶ Salary up to \$65K + super + bonus

Click here for more details or call Liz.

Area Sales Manager - WA

Join one of the market leaders in wholesale for South East Asia. Use your personal and sales experiences to better promote these destinations to retail agents in the Perth and regional areas of WA. Previous on road sales experience is essential and any existing relationships with agents in WA will be highly regarded. A current Australian drivers license and valid Australian work permit is required to apply.

- ▶ Perth based, reporting to Sydney head office
- ▶ Competitive salary + car allowance + commissions
- ▶ Salary up to \$80K OTE

Click here for more details or call Ben.

Online Product & Promotions Coordinator

Is product your passion and career path? Do you have online skills and interests? Let's combine both into the perfect position for you! This wholesale travel group manage a no. of brands under the one umbrella and are constantly growing due to popular demand and reputation within the travel industry. In this newly created position; you will be supporting the Product & Promotions Manager on a variety of tasks.

- ▶ Fabulous management and team
- ▶ Sydney inner west
- ▶ Salary up to \$55K + super

Click here for more details or call Liz.

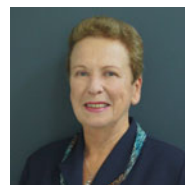


Retail Consultant - Perth

This boutique retail agency located in the northern part of the Perth CBD boasts a large repeat client base and a stable team of skilled consultants. They are looking for an experienced Consultant with their own client base to join their friendly team. This agency has no walk-ins and sell world wide destinations and cruising.

- ▶ Bring your client base to this reputable agency
- ▶ Perth CBD location
- ▶ Salary up to \$50K base + super + bonus

Click here for more details or call Kristi.



Adventure Sales Cons - Melbourne

This booming adventure travel wholesaler is going through an expansion period. We are seeking at least 2 Consultants to join the team and help pave the way through 2011. South America & Africa plus many other destinations available. Previous experience selling South America & Africa is essential. Personal travel to these destinations is highly regarded.

- ▶ Sabre preferred but all CRS considered
- ▶ South Melbourne location
- ▶ Salary \$40K - \$50K + super

Click here for more details or call Sandra.

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