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# Travel Daily

First with the news

Thursday 24th November 2011

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## Agent-friendly Virgin move

**VIRGIN** Australia says moving to a full GDS operation (**TD** breaking news) is a key part of "positioning the organisation to operate as an integrated airline, serving multiple market segments both domestically and internationally".

Yesterday the group announced it would transition to fully ticketed operations by introducing the SabreSonic Customer Sales and Service system.

Virgin said the Sabre platform would deliver a "complete end-to-end business solution" including sales distribution and merchandising, guest recognition, e-commerce, inventory and revenue management, as well as check-in and departure control.

Virgin said it expects to have fully migrated to Sabre by Mar 2013 from its current platforms which include the Navitaire Open

Skies system along with Amadeus which is used by V Australia.

AFTA ceo Jayson Westbury hailed the move, saying providing inventory via GDS "will provide greater efficiencies in the agency booking process."

"It has been one of the missing links that has been needed in order for the business processes to be more seamless and in line with industry standards, this is great news for travel agents, the travel industry, consumers and of course Virgin Australia," he said.

**MEANWHILE** speaking at the Virgin Australia agm yesterday, ceo John Borghetti also revealed an expansion of cabin crew, with 250 extra roles mostly based in NSW, bringing total additions this year to around 400.

He said Virgin was developing a new cadet pilot training program to be launched next year.

The carrier is also set to be operating its domestic and international businesses under the Virgin Australia name by the end of next month, Borghetti confirmed, with other plans incl a revamp of international aircraft.

### Eight pages of news

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

- TMS Asia Pacific
- AA Appointments



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## QR daily to Perth

**QATAR** Airways is planning to boost its new Perth-Doha flights (**TD 17 Nov**) to a daily operation.

Initially launching three times per week using an A330-200 effective 03 Jul 2012, GDS displays now show the route increasing to daily B777-200LR flights from 27 Oct next year.

## Rex expecting profit

**REGIONAL** Express chairman John Sharp told the carrier's shareholders yesterday that it expects all of its subsidiaries to be profitable this financial year.

Speaking at the Rex AGM, he said the company was currently unable to provide profit guidance "in light of a highly volatile financial/economic environment, FX exchange rate and fuel price".

## Delta drops routes

**DELTA** Air Lines has announced the suspension of a number of routes from its main Atlanta hub, including flights to Tel Aviv, Athens, Copenhagen, Prague and Shanghai - all destinations served from other Delta ports.

# Viva! Holidays adds JAL

**THE** ever-expanding range of airlines offered in conjunction with Viva! Holidays land product has grown again, with the JTG Wholesale brand this week announcing the addition of Japan Airlines packages.

JAL wholesale fares with Viva! are now on sale, with 4% commission applicable on air and 10% on land booked via easyway or 8% via the contact centre.

## New QF A380 layout

**QANTAS'** reconfigured Airbus A380 aircraft being rolled out mid next year will feature 484 seats, comprised of 16 in First class, 64 in Business, 35 in Premium Economy and 371 in Economy.

It's understood that 30 Economy seats will be positioned on the upper deck, behind the Premium Economy cabin of the newer versions of the QF superjumbos.

The new design features eight less Business class seats than the current 450 seat QF A380 deckplan, but two additional seats in First, three more in Premium Economy and an extra 39 seats in Economy.

Japan is the only destination available for sale with Japan Airlines, and JAL and Qantas flights cannot be combined in the same Viva! Holidays package.

Revenue for Japan Airlines bookings also counts towards the Global Achievers program.

JAL joins other Viva! carriers including Aircalin, Air Canada, Air NZ, Air Tahiti Nui, Air Vanuatu, Cathay Pacific, China Southern, Emirates, Etihad, Garuda, Hawaiian, Malaysia, Pacific Blue, Philippine Airlines, Polynesian Blue, Royal Brunei, Air Australia, Singapore Airlines, Thai, United, Vietnam & the Virgin Australia group.

## Promperu tonight

**THERE'S** still space available for tonight's PromPeru Sydney event which will take place at Rydges World Square from 6pm - last minute regos at [bit.ly/promperu](http://bit.ly/promperu).

## EU bans body scans

**THE** European Union has banned X-ray security scanners at airports because of concerns linking them to cancer.

A European Commission statement issued overnight said that "in order not to risk jeopardising citizens' health and safety, only security scanners which do not use X-ray technology are added to the list of authorised methods for passenger screening at EU airports".

The systems banned are the same ones used across the USA by the Transportation Security Administration, which the TSA claims generate less radiation than experienced during a flight.

## Thomas Cook travails

**BRITISH** travel giant Thomas Cook is expected to announce a major loss at its annual results announcement in the UK this week, with its share price plummeting 75% overnight after confirmation it was seeking £100m in finance to tide it over.

Acting ceo Sam Weihagen moved to reassure travellers, saying it was business as usual and that the company's board was "confident that we will survive".



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## QF revamps domestic business

**QANTAS** says a new domestic business class fare structure to be launched next week (**TD** breaking news yesterday) will "provide enhanced flexibility and accessibility" for its customers.

The move will see the introduction of a new C class fare in the domestic business class cabin in all markets (in addition to the existing J, D and I booking

classes) and the expansion of D class into point to point markets (excluding some through fares).

I class will initially only be available for international through connections, and the airline said the changes would see additional price points across the network.

All business class fares offer a minimum 1250 FF points, a 50% cabin bonus, lounge access, priority boarding and a one piece 32kg checked baggage allowance.

Qantas also yesterday announced the introduction of a new "premium boarding lane" at major domestic ports, with the enhancement initially on offer in Perth, with Sydney, Melbourne and Brisbane to follow shortly.

## Trek America brox

**ADVENTURE** World has launched its 2012 Trek America brochure, showcasing North America on 45 tours, from 3 to 64 days in length.

New in 2012 are guaranteed departures & special trips timed to coincide with famous events.



## Air Vanuatu Airport Customer Service Officer Sydney (part time)

Air Vanuatu seeks a part time Customer Service Officer to assist with our operations at Sydney International Airport. The role includes liaison with our handling agent and cargo agent personnel as well as Air Vanuatu staff and the travelling public, to achieve service delivery to a high standard.

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- Previous experience in a similar position with an international airline
- Being a motivated "self starter" with a friendly and confident disposition
- Willingness to work flexible hours including public holidays
- Familiarity with the basics of Microsoft Office
- Experience in airline reservations and ticketing would be an advantage

To apply please forward a copy of CV and a short covering email to Manager Australia, Air Vanuatu [mpyor@airvanuatu.com.au](mailto:mpyor@airvanuatu.com.au)

Applications close on 9th December 2011.

## Vale Ian Marshman

**THE** travel community in Vic is mourning the death last week of Ian Marshman, whose funeral took place this morning.

58-year old Marshman was a long-time travel trade journalist as well as working as a commercial radio broadcaster, and more recently was involved with other industry ventures including Orient Pacific Holidays and G.E.T. Educational Tours.

## Velocity Apple promo

**MEMBERS** of Virgin Australia's loyalty scheme Velocity can earn 4 points on every \$1 spent at Apple Stores in Australia until the end of the year, up from 2 points.

5 points per \$1 spent are also being offered through Velocity's partners Latest Buy.com.au, and Oregon Scientific; while 2 point per \$1 spent are available when purchasing products through the UK's Advanced MP3 Players and Velocity's latest partner, GAP.

## Insight Egypt update

**INSIGHT** Vacations is advising passengers that clashes in Egypt are not impacting on its tour program, which are "running as planned with no changes necessary to itineraries."

The tour operator's local agent Spring Tours says parliamentary elections are planned for next Mon which should bring a level of stability to the country.

"It is important to reiterate that tensions have always been a local issue and tourists have never been targeted," Insight advised.

"All arrival/departure transfers, sightseeing in Cairo, domestic flights, trains and cruises are operating as normal."

## Parker opens in UK

**PARKER** Travel Collection has announced the opening of a new office in London to service the leisure and business sectors of the UK and European travel trade.

The office is headed up by Leonie Groves, who was formerly with Tourism WA in the UK.

## JTG "well positioned"

**THE** successful completion of activities related to last year's merger has left Jetset Travelworld "well positioned for growth," according to chairman Tom Dery.

The JTG agm also today voted on granting ceo Peter Lacaze 375,000 Performance Rights as his long term incentive for the financial year ended 30 Jun 2011.



## Window Seat

**A TOUR** operator specialising in scientific groups has revealed that a kitchen colander is the most common travel essential for tourists viewing solar eclipses.

UK firm Explorers Astronomy Tours is organising a special departure to view "the first annular solar eclipse in two and a half years" in May 2012, which will be accompanied by famed astronomer Dr John Mason.

Other top items used to safely view an eclipse include a perforated rubber bathmat, a hole-punch, a slotted spoon and a sink-plug strainer.

"The advantage of conventional household objects is simply that you have so many more holes to project an image of the eclipsed sun on the ground," he said.

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# Contiki Asia set to soar

**CONTIKI** Tours has more than tripled the number of departures on some tours in its 2012/13 Asia program, with the capacity boost following a very strong performance this season.

"We can't keep up with demand," said Fiona Hunt told **TD** yesterday, with huge growth particularly in the *Thai Island Hopper* tour as well as the *Big Indochina Adventure*.

The new program features seven tours in Vietnam, Thailand, Cambodia, Laos and China, and Hunt said the demand shows there has clearly been a gap in the market for 18-35 year olds travelling to Asia and wanting to enjoy Contiki's "social experience" as part of their holiday.

"As this new season launches and progresses, we will continue to monitor capacity and add even more departures should demand dictate," she said.

Hunt said the 2012/13 Asia program also offers the ability to



give back to local communities as travellers pass through, such as visiting a centre that helps victims of Lao's civil war, or eating at restaurants that provide training and employment for locals.

Contiki is trading strongly, with the earlybird season driving its strongest Europe demand for several years, Hunt added.

The tour operator's South America season is completely sold out on all current departures, while USA sales are up 25% on last year too.

Hunt is pictured above right at a launch function yesterday holding the funky new Contiki Asia brochure with marketing manager, Deana Marrocco.

## SYD-NSW partnership

**NSW** tourism organisation Destination NSW has partnered with Sydney Airport, in a new pact which will see them cooperate in joint marketing initiatives to attract new air services to the state.

"Air travel is the lifeblood of Australia's \$94 billion tourism industry and we are committed to working with Destination NSW to attract airlines, grow tourism and retain Sydney's position as the gateway to Australia," said Sydney Airport ceo Kerrie Mather.

The agreement will also look at opportunities to enhance the airport's passenger arrival and departures experience, as well as joint promotion of major events in NSW.

Sandra Chipchase, ceo of Destination NSW, said the move was a key initiative in the industry target of doubling tourism spending by 2020.

## Amadeus-Eva renewal

**AMADEUS** has renewed its contract with Taiwanese carrier Eva Airways, with the deal seeing the airline commit to making "the same fares, schedules and inventory available through the Amadeus system as is available through any GDS".

Thursday 24th Nov 2011

## US flights choc-a-bloc

**VIRGIN** Australia operated the fullest non-stop flights between Australia and mainland USA for the year ended Jun 2011, latest government data has revealed.

V Australia had seat capacity levels of 89.8% outbound over the 12 months, which was followed by Delta Air Lines at 88.4%, United at 86.7% and then Qantas at 86%.

However, with 2,391 US flights, QF flew about 68% more services to the US than its nearest rival, UA.

## Supplier Updates

**WELCOME** to *Supplier Updates*, **Travel Daily's** new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

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\*2010 and 2009 World Travel Awards. Terms and conditions apply. Fare levels displayed include return airfare, fuel and applicable taxes per person from Melbourne correct at 21NOV11. Fares also available departing from Sydney and Brisbane. Valid for outbound travel between 18NOV11-15JUN12. Taxes and surcharges are subject to change with currency fluctuations. Offer subject to availability and booking confirmation. Fares are valid for sale from 18NOV-16DEC11. Minimum stay 5 days; maximum stay 6 months. Stopovers in the UAE are permitted at the Guests' own expense. Single and double open jaws are permitted. Important information regarding Chauffeur Drive limousine and airport lounges: Guests travelling on the mixed Business/Economy class airfare are not eligible for Chauffeur Drive limousine transfers. Guests are entitled to use the applicable airport lounge when in possession of a First or Business class boarding pass for their next flight (Guests with a Economy class boarding pass for the next flight will not be eligible for access to the lounge). The ticketed baggage allowance for mixed Business/Economy class Guests is 30kg; for mixed First/Business class Guests it is 40kg. Other terms and conditions apply. Refer to SYDT187 for further details.

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## China Darwin charters

**THE** NT govt has partnered with China's Yueqiao Travel to lure Chinese tourists to the Northern Territory in Jan next year, taking advantage of two special charter flights arranged by the territory.

A number of itineraries created by Yueqiao highlight Uluru, Kings Canyon, Alice Springs or Darwin, with the NT being promoted over 10 weeks to audiences in Beijing, Guangzhou, Shenzhen & Shanghai.

The flights will operate from Hong Kong to Darwin on 21 and 28 Jan using chartered Qantas Boeing 737-800s.

NT Tourism Minister Malarndirri McCarthy said improving air links between China and the Territory was "critical" to realise growth potential from the market.

"As a first step we want a direct link to Hong Kong because it is a significant gateway to China, as well as UK, Europe, Japan and North America," she said.

McCarthy said that Territorians would also have access to special airfares on the charter flights to Hong Kong, sold via travel agents.

## P&O new events at sea

P&O Cruises says it's responding to a growing demand for group cruise travel, with a new 'Events at Sea' program targeting groups of 16 to 250 passengers.

The cruise line said the scheme aims to appeal to people celebrating a birthday, sports teams or hobby group meetings as well as conference and incentive get togethers.

Options include personalised group shore tours, special occasion cakes, branded menus and program printing.

P&O can also offer an onboard event coordinator, venue hire, audio visual equipment, photo sessions and group dining and welcome receptions.

"Cruising is the perfect group getaway because it's a very social way of travelling and it offers a lot of variety," said Jenny Lourey, Senior VP of Carnival Australia.

More cruise news in **Cruise Weekly** - [cruiseweekly.com.au](http://cruiseweekly.com.au).

## Trafalgar famil places

**TRAFALGAR** is offering the 25 agents with the most points for booking 2012 Europe guided holidays and EY fares from 15 Sep-30 Nov a spot on a famil being held from 05-14 Mar 2012.

The final 20 top selling agents will receive the land only content.

## What a wicked week away!



**ABOVE:** Creative Holidays and a group of Australian travel agents visited Bangkok and Koh Samui in Thailand on a recent educational to showcase the country.

Highlights of the trip included an elephant trek and eco safari tour.

In Koh Samui the agents stayed at the W Retreat and Spa and the Le Meridien, before moving onto Bangkok where they resided at the Four Points Sukhumvit.

**Pictured** at Koh Samui's W hotel, from left are: Helane Knespal, Escape Travel Bondi Junction; Cathy Mangan, Starwood Hotels & Resorts; Natalie Heuston, Jetset Warners Bay; Sarah Pollard, Creative Holidays; Lia Livingstone, Creative Holidays; Kelly Meredith, Flight Centre Springwood; Nerida Stafford, Flight Centre Corrimal;

Christian Humbert, W Retreat and Spa Koh Samui; Angela Tanis, Thai Airways International and Sally Mayne, Flight Centre Wollongong.

## Orbitz AA lawsuit off


A **TEXAS** court has dismissed all antitrust claims against Orbitz Worldwide that were brought by American Airlines.

Orbitz has been terminated as a defendant in the ongoing case.


## CATO reminder

**THE** Council of Australian Tour Operators will hold its annual meeting and Christmas dinner at the North Sydney Harbourview Hotel on 30 Nov from 5:30pm.

RSVP to attend by tomorrow to [gina@afta.com.au](mailto:gina@afta.com.au).




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## Enterprise expands

**CAR** rental firm Enterprise Holdings has announced a deal to purchase the Citer SA and Atesa brands from car manufacturer PSA Peugeot Citroen.

Enterprise already owns Alamo Rent-a-Car and National Car Rental as well as Enterprise Rent-a-Car, and the move will give the firm extensive coverage in Europe.

Citer SA and Atesa operate about 30,000 vehicles servicing major cities, railway stations and airports in France and Spain.

"With no overlap or duplication to our current operations in Europe, this will be a great strategic fit," said Enterprise ceo Andrew C. Taylor.

Enterprise is represented in Australia by Compass Car Rental.

## Hogan's in the Pink

**ETIHAD** Airways is seeing pink this month to mark breast cancer awareness with its promo cabin crew pictured wearing specially made uniforms in a bid to help raise funds for the cause.

Hundreds of pink-frosted cup cakes were sold to earn money for the disease.

EY will also offer its Abu Dhabi-based female employees access to ongoing breast cancer education and screening services.

CEO James Hogan is pictured here with female cabin crew.



## AMAP Beijing office

**AIR** Marketing Asia Pacific will open an office in Beijing, China as the company seeks to expand and develop representation in Asia Pacific, headed by Evan Pavlakis, a newly appointed AMAP director.

## DRW gets ETD security

**DARWIN** Airport will have two Explosive Trace Detection units added at its domestic and int'l terminals by the end of 2011.

The machines are already in use throughout the rest of the nation.

## Finnair Senior fare

**FINNAIR's** Senior Business Class fares, as revealed by **TD**, have been extended for departures to 30 Apr 2012 (blackouts apply from 12 Dec to 15 Jan 2012).

Passengers over 60 years can travel to over 50 European cities priced from \$5,581 plus taxes, if booked prior to 31 Jan 2012.

## \$2 Travelodge brekky

**TRAVELODGE** hotels across Australia and NZ are offering \$2 breakfasts for guests who stay two nights or more over the coming months.

Normally priced at \$15, the offer is also ideal for families, with kids eating free when dining with adults under the \$2 deal.



## Industry Appointments



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

**The Perth Convention Bureau** has appointed two new Directors to its Board. **Stephanie Lang**, Director of Sales and Marketing with the Seashells Hospitality Group and the Esplanade Hotels Group's Sales and Marketing Manager **Karen Priest** have both been elected to their positions for a two year term.

**Jenny Rice** has been appointed as the **InterContinental Hotel Group's** new Business Development Director-Commercial leading the Conference and Events team for NSW and ACT moving from her current position as Business Development Director - Leisure NSW/ACT.

**Mandarin Oriental Pudong**, Shanghai has appointed **Pierre Barthes** as General Manager effective 01 Jan 2012. **Frank Stoczek** has also been named as the General Manager of **Mandarin Oriental Kuala Lumpur**.

**Sophie Baker** has been appointed as the new public relations manager for **Hamilton Island**. She takes on a full time role, replacing the resort's previous long-time contract PR representative Jill Collins.

**Glen (Spud) Buffet** has been named as the new general manager of **Norfolk Island Tourism**, taking up the role effective 01 Dec. Buffet is a resident of the island, and has extensive tourism industry experience.

**The Australian Hotels Association** has appointed Pan Pacific Perth general manager **Grant Raubenheimer** as president of the AHA (WA) Accommodation Division.

**Reef House Resort and Spa** in Palm Cove has named **Joel Robert** as its new executive chef.

## Hahn Air Beach Pack giveaway



**Travel Daily** has teamed up with **Hahn Air** this week and is giving one lucky

reader the chance to win a Beach Pack, valued at over \$200.

The Beach Pack contains a 2.2m beach umbrella, 2 beach towels, flip flops, a cap & lots more.

For your chance to **WIN** this great pack, in **25 words or less** answer the question below:

**In your opinion tell us what are the advantages of using Hahn Air**

Email your answer to: [hahnaircomp@traveldaily.com.au](mailto:hahnaircomp@traveldaily.com.au)

The most creative entry will win this fantastic prize, with the winner's name published in *Travel Daily* next week.

## CLIENT RELATIONSHIP MANAGER

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We are looking for a creative multi-skilled individual who can be involved with marketing and business development along with managing a small dedicated team.

### Requirements:

- Excellent written and verbal communication skills.
- Travel industry experience.
- Ability to work to deadlines, with an eye for detail.
- Willing to engage with and cultivate new contacts.
- Friendly, well presented and outgoing.
- Knowledge of desktop publishing would be beneficial.
- Sales and marketing experience is an advantage.

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# Experts Explore Ephesus



**ABOVE:** Explore Worldwide and Malaysia Airlines teamed up to offer a select group of Aussie agents a famil to Turkey.

The educational took the group to Istanbul, Pamukkale, Dalyan, Selcuk, Troy, Cannakale, Gallipolli and Ephesus.

## Jetstar Beijing launch

**JETSTAR** has today commenced services on its newest route, from Singapore to Beijing.

It's understood that Jetstar was only given approval from Chinese authorities to launch the route at the 11th hour, just yesterday.

JQ will operate two-class 303-seat Airbus A330s on the service.

Tourism Australia's md Andrew McEvoy applauded the new route, saying the Singapore link remains one of the country's stand out SE Asian markets, with more than 300,000 visitor arrivals in 2010.

One-way Economy fares from Melbourne to Beijing are priced from AUD\$398.

**Pictured** at one of Turkey's great outdoor museums, Ephesus, from left are: Jodie Gleeson, Venture Holidays; Jeff Morris, Malaysia Airlines; Anna Hazell, Explore Worldwide; Nicky Schulze, Phil Hoffmann Travel Unley; John Wallace, RAA Travel; Tracy Hannam, Travelworld Mt Barker; Dunja Ganama, Travelworld Alice Springs and Nieccia Miller, Thor Travel.

In front are Tina Castello, Montina Travel and David Wright, Travel Prospects.

## Yarra tourist appeal

**A TOURISM** Research Australia visitor profile survey for the Yarra Valley indicates that 79% of tourists expected a food & wine experience from the region, 34% above the national benchmark.

The survey also found visitors to the Yarra were less satisfied with the level of information services, signage, range of things to see & do, and entertainment options.



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e: [lyndsey.wah@movestravel.com](mailto:lyndsey.wah@movestravel.com)

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## DriveAway earlybirds

**DRIVEAWAY** Holidays has a range of self drive Earlybird offerings for 2012 car rentals in New Zealand, Europe, USA and Canada, when booked by 31 Dec.

Car hire in NZ is being reduced by up to 10%, discounted deals are being offered in Italy, Germany and Spain, there are free upgrades in Ireland and the UK and advance purchase specials for France, USA and Canada - 1300 363 500.

## Venture to Myanmar

**VENTURE** Holidays has unveiled a new 10 day small group tour that follows in the footsteps of Myanmar's "tempestuous" history, priced from \$3299ppts ex MEL, on select departures in 2012/13 when purchased by 12 Mar.

The packages includes economy class airfares with Singapore Airlines, accom, sightseeing and a guide - [ventureholidays.com.au](http://ventureholidays.com.au).

## Free golf at Coolum

**HYATT** Regency Coolum will offer free golf on its Australian PGA Championship golf course for two weeks from 30 Jan 2012 for guests staying in a King Room (from \$255 per couple per night) or a two bedroom Woodland Villa (from \$400 for up to four).

Unlimited rounds are available during the period which coincides with the annual course renovation by greenkeepers, meaning some holes may be closed or restricted.

As the course recovers from 13-19 Feb a 25% discount on green fees will also be available.

The special deals are available by calling 07 5446 1234 and quoting CLM030.

## Adventure boating

**ADVENTURE** World has reduced a selection of self-charter boating itineraries in France by 15% when travelling from 29 Sep to 31 Oct 2012, for bookings by 16 Dec.

Cruises in the deal start from \$1105 per couple and include The Sunshine Cruise, the Midi-Camargue Highlights Cruise and Little Midi Cruise.

## Caesars brekky offer

**CAESARS** Entertainment Las Vegas has extended its free breakfast offer for international guests at eight resorts, for bookings through to 31 Dec and stays up until until Apr 2012.

The free continental breakfast deal for up to two guests is only available through wholesalers, for accom at Caesars Palace, Flamingo, Paris, Harrah's, Imperial Palace, Rio, Planet Hollywood and Bally's Resorts in Las Vegas.



## TIME UPDATE

The Travel Industry Mentor Experience (TIME) continues to have the benefit of a selected number of senior industry executives who share their career journey for the benefit of mentees and invited guests at every networking & graduation event.

Globalisation, increasing automation, the growth of the internet, and the dynamic transformation of business are driving the travel and tourism industry on a scale and at a pace never before seen.

The opportunity for TIME Mentees to hear from senior executives from the industry as to how they handled these changes and achieved their career aspirations creates a positive influence in the development of these future industry leaders.

The Board and Committee are honoured to have received the support of senior industry leaders at each TIME Event and take this opportunity to recognise and thank past and future speakers: Sarina Bratton, Orion Cruises; Gary and Susan Hearst, Tempo Holidays; Phil Hoffmann, Phil Hoffmann Travel; John Borghetti, Virgin Australia; Stephen Lewis, Four Seasons Hotel; Karen Matthews, Beauty Health Group; Anne Keating, Former GM United Airlines; Justin Montgomery, Virgin Australia; as well as future speakers Peter Lacaze, JTG ceo; Liz Savage, Virgin Australia; Gai Tyrrell, Sabre Pacific; and Jamie Pherous, Corporate Travel Management.

Travel Industry Mentor Experience is open to all travel and tourism staff who have been in the industry for 3 years and or have attained a mid-management (team leader, ops manager) level.

Interested parties should visit [travelindustrymentor.com.au](http://travelindustrymentor.com.au)

Thursday 24th Nov 2011

## New Stena ship arrives

**IRISH** ferry specialist Stena Line has taken delivery of its latest vessel, *Superfast VII*.

The 1,200-passenger ship has commenced operation from Stena Line's new Loch Ryan Port in Cairnryan, Scotland and Belfast in Northern Ireland.

## Shangri-La Yingkou

**SHANGRI-LA** Hotels & Resorts has announced it will add a new property to its portfolio in north east China, the 400-room Shangri-La Yingkou.

Aimed at the business and leisure traveller, the hotel is slated to open in 2015.

## NZ surprises agents

**AIR** New Zealand has surprised a group of 50 agents in Melbourne at an industry function held at WLG Pop Up, offering them all a free return flight to Wellington.

The carrier also gave 60 diners in the same restaurant free flights the following night.

See the video of their reaction at [www.traveldaily.com.au/videos](http://www.traveldaily.com.au/videos).

## Radisson Blu Athens

**REZIDOR** Hotel Group will take over management of the 152-room Athens Park Hotel mid-next month, rebranding the property as the Radisson Blu Hotel, Athens.

It's the first hotel for Rezidor in Greece, expanding the group's operation to cover 65 countries.

## 787 Dream tour

**BOEING** will next month begin a six-month long Dream Tour of the world using its 787 *Dreamliner*.

ZA003, the third 787 test plane to be built, has now been decked out with a "stunning new interior" featuring a Business & Economy class cabin and refreshed livery.

So far Boeing has only released details of the Dec schedule, with six stops in Asia, Africa and the Middle East, showcasing the aircraft to customers, partners and government officials.

Between 04-11 Dec the tour will stop in Beijing, Guangzhou and Haikou, then move onto Africa visiting Addis Ababa (Ethiopia) & Nairobi (Kenya) from 11-16.

The aircraft will then move onto Doha between 16-19 Dec.

## B6 Jamaica expansion

**US CARRIER** JetBlue Airways will launch twice daily nonstop flights between Fort Lauderdale and Kingston Jamaica from 30 Apr.

# ADMINISTRATIVE ASSISTANT

Travel Daily is looking for an office assistant to work part time 9am-1pm five days per week. You will be assisting our team with a range of duties including reception, banking, post, accounts receivable, coordination and other administrative tasks.

The successful applicant will have a sound knowledge of Microsoft Office, good verbal and written communication skills and an outgoing friendly demeanour.

The position is based in our office in Epping, NSW.

**Applications in writing to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) by Friday 25th November 2011.**

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## Galapagos flights

**LAN** Ecuador has introduced a new twice weekly indirect service (departing Wed and Sun) to San Cristobal in the Galapagos Islands.

The A320 service operates from its Quito hub via Guayaquil.

## Toga Stay/Play deals

**TOGA** Hospitality is offering Stay and Play packages along with its partnership with the Sydney Festival 2012 (**TD** 21 Sep) at select Sydney Medina Apartment, Travelodge and Vibe Hotels, for stays from 05-28 Jan.

The deals start from \$250 and include accom, two exclusive tickets to a Festival performance, two Festival Feast passes and a welcome pack.

## No Leave No Life back

**THE** third season of the Tourism Australia commissioned TV series *No Leave No Life* will start on 03 Dec on Channel 7 at 6.30pm showcasing the seven key Australian experiences over as many one hour episodes.

60 operators feature in the series hosted by Tim 'Rosso' Ross.

## Worldhotels earlybirds

**WORLDHOTELS** is offering a 20% discount on 2012 stays at over 450 properties worldwide when booked 30 days in advance and for a three night minimum stay between 01 Dec to 29 Feb.

The hotel group is also offering a bonus 500 miles on select frequent flyer programs.





## Team Leader MICE & VIP Leisure

- ★ Pure management & sales role, no consulting
- ★ Manage team of 6 MICE and Leisure Consultants
- ★ Executive Salary + Commission



Our client, a corporate travel management company is renowned in the industry as being the market leader in their field. They have a long standing impeccable reputation, and most people in travel aspire to work for this leader.

They are currently looking for an experienced Manager / Team Leader run their MICE and VIP Leisure Department.

You will be managing a team of 6 MICE and Leisure Consultants, all of whom have been in the industry for a long time and are renowned for their customer service levels and travel knowledge. This is a rare opportunity for an experienced MICE Sales Manager or a experienced Groups / Leisure Manager who would like to work for this leader.

You will be rewarded with an outstanding working environment, have the ability to work within the most experienced travel team in Australia and they are offering a leading salary with an attractive bonus structure.

Contact **Sally Frape** T: 0422 621 029  
E: [sally@tmsap.com](mailto:sally@tmsap.com) or apply online

## Wholesale Reservations Consultant - Sydney

- ★ Work with a great team of people
- ★ Salary Package 45-50K
- ★ Leaders In the Wholesale Arena

Be part of an adventurous company that allows you to grow and experience travel like no other!!!! Preferably 2-3 years wholesale experience. (Not Imperative, if you have extensive personal travel experience). Are you ready for a change?! I look forward to hearing from you.

Contact : **Marie Anderson** T: 02 9231 6444 E: [marie@tmsap.com](mailto:marie@tmsap.com).

## Team Leader, Corporate Travel, SYD CBD

- ★ Award winning travel management company
- ★ Pure management role, no consulting
- ★ Manage team of 9 VIP Corporate Consultants
- ★ Executive Salary

Our client, a corporate travel management company is renowned in the industry as being the market leader in their field.

They have a long standing impeccable reputation, and most people in corporate travel aspire to work for this leader.

They are currently looking for an experienced Manager / Team Leader to join their Corporate Division. You will be managing a team of 9 VIP Corporate Consultants, all of whom have been in the industry for a long time and are renowned for their customer service and travel knowledge.

This is a rare opportunity for an experienced Corporate Travel Manager / Team Leader who would like to work for a leader in corporate travel.

You will be rewarded with an outstanding working environment, have the ability to work within the most experienced travel team and they are offering a leading salary in corporate travel.

Contact **Sally Frape** T: 02 9231 6444 E: [sally@tmsap.com](mailto:sally@tmsap.com) or apply online.

## Travel Consultant - Volunteer Product- Sydney

- ★ Small Office - Fun working environment
- ★ Working with volunteers and working holiday makers
- ★ Make this role your own!! - Salary package up to \$50k

Our client, an expert in working holiday services, is looking for an experienced, well-travelled retail consultant to assist with inbound services for travellers as well as selling work programmes to destinations such as the UK, Ireland and USA.

Contact **Mehdi Spighi** T: 02 9231 6444 E: [mehdi@tmsap.com](mailto:mehdi@tmsap.com) or apply online.

## Business Development Executive - Wholesale Travel - Sydney

- ★ Leading Travel Company
- ★ Continually Expanding Brand
- ★ Great Opportunity for Career Growth.

An exciting and challenging role that has room to grow very quickly This is your chance to service Australia's favourite retailer! With the freedom to be out of the office and gain some real career progression. To find out more about this exciting opportunity contact TMS today.

Contact **Stacy Balderston** T: 02 9024 5555 E: [stacy@tmsap.com](mailto:stacy@tmsap.com).

## Customer Care Online Travel Consultant - Brisbane

- ★ Do you love to give excellent customer care?
- ★ Do you like to deal with a variety of people?
- ★ This is a great chance to earn fantastic \$\$\$

This position is available for a short time as they are interviewing right now! And only the best need apply.

You will be dealing with consumers, consultants, suppliers and affiliates while responding to any client queries as in a helpdesk online capacity. You also will be supported by a great team of people who do really love their job.

The earning potential of this position is fantastically surprising. Having customer care, positive attitude and a can do work ethic is the key to being successful in securing an interview.

To find out more about these exciting roles in Brisbane.

Contact **Lucinda Coorey** T: 07 3221 9916 E: [lucinda@tmsap.com](mailto:lucinda@tmsap.com) or apply online.

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### EXTEND YOUR CAREER WITH ONE OF THE BEST CORPORATE BUSINESS DEVELOPMENT MANAGER SYDNEY & PERTH – SALARY PACKAGES OTE \$100K+

If you know how to build a pipeline, follow leads, grow relationships and win new business you can reach new heights by joining one of these great organizations within the Corporate Travel arena. You'll be self motivated and hungry for the sale, with a proven track record of success and the ability to articulate your achievements. Top performers are invited to apply, your rewards will include a top package + benefits.

### A FUTURE FULL OF MOMENTOUS EVENTS

#### OPERATIONS and EVENT DIRECTORS MELBOURNE & SYDNEY – SALARY PACKAGES OTE to \$100k

With these roles you will have the chance to drive service excellence and achieve business outcomes utilizing your long experience within the international conference & incentive market. Oversee the end-to-end processes across the Program Management team including systems, procedures and workflows. Strong leadership experience is essential. There is a top salary package waiting for the successful person.

### ARE YOU FULL OF GREAT IDEAS?

#### SOLUTIONS SALES ASIA PACIFIC SYDNEY – SALARY PACKAGE TO \$130K

Lead a team through change and implement a fresh approach to solution selling. This role requires a delicate blend of sales and technology, needing skills & knowledge of both to deliver commercial outcomes for the business. You will have the experience in engaging with both new and existing clients and exercising your strong negotiation and communication skills. APAC experience and proven Sales abilities are required.

### CAN YOU DELIVER THE BEST IN LEADERSHIP?

#### OPERATIONS MANAGER (CORPORATE /LEISURE) MELBOURNE - SALARY PACKAGE TO \$80k

Re-energize and manage this dynamic team of 8 consultants within a large business. You will be responsible for developing goals and objectives while striving to improve customer satisfaction and improving bottom line performance. With your strong skills in leisure travel management and client relations this role will use all of your management capabilities and give you the chance to have a positive impact on the business.

### A NEW MANAGEMENT ROLE ON THE HORIZON TRAVEL OPERATIONS MANAGER (CRUISE/WHOLESALE) SYDNEY – SALARY PACKAGE \$100K+

This great new role is within a leading organization undergoing exciting growth. As an Ops Manager for a new division all your skills and experience will be drawn upon to shape the future of the business. You'll need experience managing growing teams, implementing procedures, budget control, good knowledge of wholesale & cruise product and have the drive to succeed with a leading company.

### HOT INDUSTRY SALES ROLES

#### BUSINESS DEVELOPMENT EXECUTIVES SYDNEY & PERTH – SALARY PACKAGES TO \$75k + benefits

If you're going to be in Sales you might as well have a beautiful product to take to market. Your agents will always welcome you as their Rep working for one of these fantastic wholesalers. You'll be managing a large territory, presenting at expos, info nights and conferences so you'll have top notch communication and presentation skills. Brilliant travel benefits and overseas trips come with these positions.

### BIGGER AND BETTER PRODUCT

#### PRODUCT MANAGER (CRUISE) SYDNEY – SALARY PACKAGE DOE

Let this new product role capture your imagination and see yourself working with beautiful international cruise product, negotiating with suppliers, and putting together creative packages that captivates the market. Your product knowledge needs to be very strong, and you must have experience in pricing & dynamic packaging. Your career will take a definite turn for the better by joining this great Brand.

### MAKE MAGIC BEHIND THE SCENES

#### OPERATIONS SUPERVISOR SYDNEY – SALARY PACKAGE OTE \$65K

If you have a solid background in reservations, travel consulting, ticketing / documentation or product support and have risen up to a supervisory level, this new position is now available within a fast-paced travel agency. Your role will include managing the ticketing & docs team, problem solving, supplier communication and database management. You'll have a calm can-do attitude and good GDS skills.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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