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Travel Daily

First with the news

Thursday 13th October 2011

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Quality recruitment for the
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Cammell to Breakaway

SCOTT Cammell has been appointed to the newly created position of National Business Partnership Manager for the Breakaway Travel Franchise Group.

Cammell, whose experience includes senior roles with Stella Travel, Hawaiian Airlines and Momento Travel, will "provide a new chapter of experience adding value to our members," said Breakaway director Steve Vella.

More appointments on **page 6**.

Tourism Aust targets India

THE fledgling Indian tourism market has such strong potential that Tourism Australia today unveiled a commitment to develop a 2020 India Strategic Plan by Jun 2012 - similar to the China Plan released this year (**TD** 11 May).

Speaking at TA's Directions 2011 conference in Canberra this morning, chairman Geoff Dixon said the move was the next phase in developing the 2020 Tourism Industry Potential which was launched a year ago.

He said that 12 months later, "unquestionably Australia's tourism future lies firmly in Asia.

"However continuing to develop the right long-term plan for each of Asia's singular dynamic growth markets, currently headed by

China, but with the future opportunities which present across North and South East Asia and we believe increasingly India, needs to now take place," he said.

Tourism Australia said that its vision to double annual overnight tourist visitor spending to \$140b by 2020 remains "firmly on track".

Federal tourism minister Martin Ferguson also outlined a number of planned initiatives, including an integration of Australia's TQUAL tourism ratings system with the TripAdvisor website.

Also on the agenda for the coming year is "vigorous pursuit" of closer collaboration between Tourism Australia and State Tourism Organisations.

The next phase of the *There's Nothing Like Australia* campaign will specifically target high yield travellers, highlighting "the world's best in Australia".

Dixon said despite naysayers, Australia has some of the world's best tourism offerings.

"We now need to say this -and more often," he said.

More from the Directions conference in **TD** tomorrow.

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Strikes ground QF aircraft

TOURISM Minister Martin Ferguson has warned that the govt will intervene in the QF industrial action "if the disputes go on for much longer".

The move came just before Qantas announced the grounding of four 737 and one 767 aircraft, and the suspension of about 100 weekly flights, due to the ongoing maintenance "go slow" by QF engineers (**TD** breaking news).

Speaking at the Tourism Australia Directions conference in Canberra, Ferguson said current provisions in the Fair Work Act allow for industrial action to be suspended or terminated "if it threatens significant damage to the economy or to the welfare or safety of the population".

He said that the govt "will be required to consider potential actions available to us under the Act" if the strikes continue.

Qantas ceo Alan Joyce today issued another apology to passengers for the recent "weeks of damaging action" by unions which have seen the carrier's on time performance drop from 87%

to 77% in the last month.

He confirmed that the action was impacting QF's costs and forward bookings, adding that the "broader Australian community is hurting as well".

MEANWHILE the Australian Tourism Export Council has also urged a swift resolution to the strikes because of their ongoing impact on the wider industry.

MD Felicia Mariani told **TD** the strikes were causing significant collateral damage to thousands of workers in the tourism industry. "If the industry misses out on yet another peak holiday season...the outcome for many will be devastating," she said.

1st SQ promo winners

CONSOLIDATED Travel has announced the Week 1 agency winners in its Singapore Airlines earlybird promo as: Toorak Travel, Travel Avenue and New World Vacations in Victoria; Granny May's Travel, Reliance Travel & Grand Elite Travel in NSW; & Claremont Cruise & Travel Centre in WA.

See page 11 for incentive details.

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NT tender awarded

TOURISM Northern Territory has named EC3 Global as the successful tenderer for the development of a new strategic tourism plan for the territory.

The consultancy firm will undertake extensive discussions with stakeholders across the NT from next month through to Mar 2012 as part of the project.

EC3 Global gm Mark Olsen said the company was looking forward to creating a future tourism direction for the Territory, which offers "some of the country's most memorable destinations and activities".

Watchdog demands Tiger retraction

THE competition watchdog has forced Tiger Airways to retract comments it made two months ago regarding competitors jacking up airfares while it was grounded by the CASA.

The same day the no frills carrier announced CASA had removed its domestic flight operation ban (TD 10 Aug), TT told subscribers in an 'Open Letter' that "every Australian should be able to travel for a reasonable price."

"Since we haven't been flying, our competitors have raised their fares by more than 30%; we don't think that's fair," is the remark

which caused a stir from Qantas (TD 04 Oct) and the retraction.

The Australian Competition Consumer Commission's ceo Rod Sim said TT did not have a "proper basis" to make such a statement, and by doing so, may have contravened the Competition & Consumer Act 2010 by making a false or misleading representation.

"Businesses must ensure that any representations they make about a competitor's price are accurate," Sims said.

Yesterday afternoon, Tiger Airways emailed a 'Corrective Notice' to its database retracting the statement and apologised for its conduct.

"Tiger acknowledges that it did not have a proper basis for which to make this statement," the low cost carrier admitted.

MEANWHILE, the government today released its latest Domestic Air Fare Indexes, which funnily enough, shows Best Discount fares for Oct have decreased month on month by more than 10%.

Full Economy fares are up four points, while Restricted Economy & Business fares are down slightly.



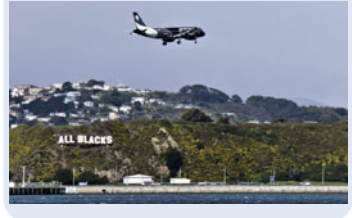
Window Seat

WITH Rugby World Cup fever reaching a frenzy in New Zealand, visitors arriving in the nation's capital Wellington are being inspired (or intimidated) by a gigantic Hollywood-style sign erected above the city.

The ALL BLACKS wording (pictured below) is the size of a Boeing 737, and is clearly visible from the air as visitors land.

Airport officials had originally planned to tout the city's credentials as the "film capital of New Zealand" with a giant WELLYWOOD sign, but this plan sparked widespread protest.

Instead they've erected the temporary ALL BLACKS sign, with expectations that there can't be too much opposition to the move from rugby-mad Kiwis.




TICKETING / ADMINISTRATION ASSISTANT- BRISBANE
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An opportunity exists for a motivated individual to join the Singapore Airlines team in the Brisbane City Office.

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The position is full time, on a temporary basis until end of July 2012.

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- A general understanding of the airline/travel industry and Singapore Airlines product knowledge would be desirable.
- Excellent telephone manner, communication skills, strong service attitude and professional presentation
- Ability to work as a team player and independently
- PC literacy skills - Knowledge of Microsoft Excel & Word
- Excellent command of English, both verbal and written

Applications will be treated in strict confidence and should be forwarded to Mr Greg McJarow, Manager Queensland either by mail to GPO Box 49, Brisbane QLD 4001 or email to Lorna_Varne@singaporeair.com.sg

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No brakes on Accor's global expansion

ACCOR's expansion plan in Asia Pacific is on track with COO and chairman Michael Issenberg saying the hotel juggernaut "will add more than 60 new hotels to the network" increasing guest rooms in the region by 11,500.

The Group said it is focused on China and India as core growth areas with 18 hotels being built in China, nine in Thailand and seven

each in India and Indonesia.

Growth has also been seen in the local market with 15 hotels added in New Zealand and seven in Australia.

MEANWHILE Accor says its on track to reach 300 properties in the UK by 2015 with the signing of a franchise agreement with Jupiter Hotels Limited that will see 24 hotels rebadged under the Mercure brand.

The hotels are located in tourist destinations such as Brighton, York, Edinburgh, Leeds, Manchester, Gloucester and Leicester.

QF BKK flood waiver

QANTAS has issued a waiver for flights to/from Bangkok due to flooding in Thailand, for travel up to and including 18 Oct.

Options include rebooking, re-routing, altering destinations or holding the ticket value as credit.

 **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**.

Supplier enquiries for notices: advertising@traveldaily.com.au

Travelport takes the cake



ABOVE: Travelport is celebrating its 40th birthday this year, and yesterday *Travel Daily* got the presents, with a special visit to deliver some customised cupcakes as part of the party. Pictured above are the GDS

firm's Nelia Cruz and Zina Zhang with the generous gift at our Sydney offices - just before the eager *TD* team gratefully gobbled them up (the cakes, not the ladies). We're happy to report that they were delicious!



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Strategic Hawaii deal

STRATEGIC Airlines has fares to Honolulu ex BNE or MEL priced from \$349 one way, for travel 06 Jan-25 Mar, when booked before 31 Oct - see flystrategic.com.au.

Globus force to be reckoned with



ABOVE: Globus Family of Brands had its sales team from across Australia out in force yesterday to help launch its new 2012 Globus Europe and Britain program.

Pictured at the Menzies Hotel in Sydney from left are: Yasmin Edwards, Inside Sales Executive; Shelley Martin, Area Sales Manager; Leah Doble, Area Sales Manager; Danielle Leckenby, Area Sales Manager; Troy Ackerman, National Sales Manager; Greg Morris, Regional Sales Manager;

Mary-Ann Pontifax, Inside Sales Executive; Melinda Robilliard, Regional Sales Manager; Chris Le Roux, Regional Sales Manager; Nicola Pascoe, Team Leader Inside Sales; Ross Wiseheart, Air Business Development Manager; Jessica Chappell, Inside Sales Executive; Victoria Chapman, Regional Sales Manager; Julie Rogers, Groups Business Development Manager and Sharyn Van Der Veecken, Area Sales Manager.

Overseas pax traffic continues to rise

INTERNATIONAL scheduled pax traffic to/from Australia rose 5.4% compared to last year to 2.53m movements, strengthening year to date growth which is now up 6.3% to 27.68m, according to the latest BITRE figures for Jul.

The month saw total seats made available rise 6.3% to 3.28m, but seat utilisation dropped 0.8 percentage points to 77.8%.

Qantas, Singapore Airlines, Air New Zealand and Emirates - the

four largest carriers in the market - all had their respective shares drop during Jul, with Qantas passenger carriage slipping the most at around 1%.

However Qantas' dominance of international pax continues to reign, accounting for 18.6% of all airlines operating to Australia for the year ending Jul 2011.

SQ held a 9.0% share, followed by Air NZ (8.3%), Jetstar (8.0%), Emirates (7.9%), Pacific Blue (6.3%) and Cathay Pacific (5.1%).

International uplift from China has skyrocketed nearly 50% year on year to 1,119,000 between Jan and the end of Jul 2011, and close to double that of Indonesia's growth, of 24.8% to 1.88 million.

The number of passengers from Malaysia rose 21% over the same period (1.98m) while the US market grew 9.6% to 2.38m - the third largest overseas market.

Australian designated carriers had their share of traffic slip one percentage point, to 33%.

Qantas Group (QF mainline, Jetstar and Jetstar Asia) had the highest percentage of pax carried at 26.2%, which is around one percentage point less than Jul 10.

NZ travel health alert

THE Department of Foreign Affairs and Trade has reissued its travel advice for New Zealand, reflecting a public health warning by the Bay of Plenty Health Board about the oil spill from a grounded ship in the region.

Australians are advised to stay away from beaches affected by the spill, as well as avoiding eating seafood that smells of oil or that was taken from "visibly contaminated waters".

Half price VIA Rail

VIA Rail is offering a 50% saving across its Canadian network for Economy class reservations from now up until 31 Jan, when booked before 19 Oct.

There's also a 50% discount on Business class seats for travel on Sat and Sun until the same date.

Tickets must be booked at least three days in advance, available through www.viarail.ca.

CA Haneda kiosks

AIR China will expand its self check-in service to Tokyo Haneda from 21 Nov, in addition to its offering across mainland China, Hong Kong, Tokyo Narita and Frankfurt airports.

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3 new Shanghai Hyatts

HYATT Hotels Corporation will introduce its Hyatt Place and Hyatt House brands into Asia after signing management contracts for three new hotels in Shanghai.

The 210-room Hyatt Place Shanghai Jiading and 77-room Hyatt House Shanghai Jiading are slated to open in 2014, while the 150-room Hyatt Place Shanghai Xinjiangwan will debut in 2015.

Chat talks discounts

CHAT Tours has released its 2012 earlybird brochure, offering product in Greece, the Greek Islands, Turkey, Dubai and Jordan.

Dreamliner Oz dates

BOEING will bring one of its 787 aircraft to Australia (*TD* 30 Sep) on 15 & 16 Nov, timed to coincide with Qantas' 91st anniversary.

ANTOR suspended

THE Association of National Tourist Office Representatives will suspend operations in Australia due to dwindling support.

ANTOR was at one stage a vibrant community of destination representatives, but in recent years has been seen as less important by stakeholders.

The closure is believed to have been agreed upon about three months ago, following a board meeting at which nobody wanted to stand for the ANTOR committee.

SAS adds 21 routes

SCANDINAVIAN Airlines will add 21 new short-haul routes to its network for the 2012 Northern Summer season, departing from its hubs in Copenhagen, Oslo, Stockholm, Begern & Stavanger.

Tassie walking season

THE 2011/12 Tasmanian walking season has begun, with both the Bay of Fires Lodge and Cradle Mountain Huts Walks operating from 01 Oct to 01 May 2012.

Info at www.bayoffires.com.au.

ACCC approves DJ-SIA pact

SINGAPORE Airlines and Virgin Australia have both welcomed the draft ACCC approval of their alliance (*TD* breaking news).

SIA regional vp, Subhas Menon, said the pact "will enable us to deliver a best-in-class travel experience across Australia.

"Today's announcement will be welcome news to leisure and corporate travellers alike who will benefit from the more attractive

and competitive travel options this alliance will provide," he said.

DJ ceo John Borghetti said the alliance "is a key plank in Virgin Australia's strategy to build an international network of airline partners that offers global coverage.

He said the pact would also be very positive for Australian tourism, with both airlines to promote the country in many cities throughout Asia.



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.

Carnival Australia chief financial officer **Neil Linwood** has been promoted to the new position of Senior Vice President Strategic Development. Linwood will be replaced by **Wayne Stokes** who is currently the company's Finance Director.

Jetstar has welcomed Ms **Miyuki Suzuki** as ceo of **Jetstar Japan**.

The Africa Safari Co. has named **Anna Powell** as its new Business Development Manager for Queensland. Powell's previous experience includes six years as manager at Australia Zoo Travel and bdm roles at Scenic Tours and Avis Australia.

Colin McIntosh has stepped into the role of general manager at the **Mantra Hervey Bay**. His most recent position was with Grand Mercure at Palm Cove as manager for the past four years.

The **AOT Group** has appointed former senior Tourism Australia executive **Richard Beere**, MD of Fastrak Asian Solutions, as Director of Strategy for the group's Asian inbound operation, **Experience Tours Australia**.

Karen Bolinger has taken on the role of Chief Executive Officer at the **Melbourne Convention and Visitors Bureau**.

Hawaiian Airlines Executive Vice President and Chief Financial Officer, **Peter Ingram** will assume a new role as its Executive Vice President and Chief Commercial Officer, effective 01 Nov. Scott Topping has also been appointed at Executive Vice President, Chief Financial Officer and Treasurer of Hawaiian Holdings and Hawaiian Airlines.

British Airways/Iberia have appointed Emma Jones and Luke Goggin as UK-based corporate sales managers.

The newly formed **Hamilton and Waikato Regional Tourism Organisation** in New Zealand has named its board, including ex-Tourism Auckland ceo **Graeme Osborne**; **Simon Douglas**, ex Tourism NZ; **Don Scarlett**, Relationship Manager at Mighty River Power; and **Anna Bounds**, Assistant Vice Chancellor at the University of Waikato. **Alastair Calder**, Hamilton International Airport Director and founding partner of Calder and Lawson Travel will act as Chairman.

Stay and Play Rotorua have contracted industry identity and airline veteran, **Richard Froggat**, via his Auckland-based firm, Regency Tourism Marketing, to manage the MICE markets sector sales and promotional activity of Stay & Play Rotorua, Central Park and Regions.

Sofitel Fiji Resort and Spa has added two new members to its sales team. **Navi Gagalia** is the resort's new Business Development Manager - Wholesale while **Tiffany McWatt** has taken on the position of Conference Sales Manager. Both roles are based in Fiji.

Victoria Rose has been appointed as the new director of sustainability for the **InterContinental Hotels Group** Australasian operations.



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Telephone and postal applications will not be entertained. Applications close Sunday 23rd October 2011. Only candidates that meet the minimum requirements will be considered and contacted.

Keep discovering

Crown nets champion

CROWN has announced a major new two-year sponsorship deal with Chinese tennis star Li Na, who was the first ever Chinese player to reach a Grand Slam final at the Australian Open - followed up by a win in the French Open.

Crown says Na will "significantly" boost its exposure in Asia.

AC strike averted

AIR Canada said its flights will operate as normal today after the cancellation of strike action (**TD** Tue) by the airline's flight attendants while the Canada Industrial Relations Board considers a tentative agreement.

AC is encouraging pax to check online for flight info to avoid longer than expected call times.

Mauritian hotel burns

LE MERIDIEN Grand Mauritian in Mauritius sustained substantial damage on Mon after a fire broke out at the resort.

WIN A HOLIDAY FOR TWO TO CHILE

Throughout October, **Travel Daily** is giving subscribers the chance to win a fabulous Chile holiday package valued at almost \$10,000, courtesy of Turismo Chile, LAN, Latitud 90 and Patagonia Camp.



The prize includes:

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- ◆ Transfers in/out from Punta Arenas & Santiago Airport
- ◆ Three (3) nights' accommodation in a Luxury Yurts with views To The Paine Massif at Patagonia Camp - Torres Del Paine
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- ◆ One (1) nights' accommodation at La Casona at Matetic Vineyards
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Every day **Travel Daily** will ask a different Chile-related question – just read the issue

and email us your answer. There will be twenty questions in total.

At the end of the month the subscriber with the most correct entries and the most creative response to the final competition question will win this fantastic Chile holiday.

Q.8: Name the 5 World Heritage Sites in Chile and mention their location

Email your answer to: chilecomp@traveldaily.com.au

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TC's PLANning for a good time



ABOVE: Travel Counsellors', head office staff and family members participated in the Melbourne Marathon last Sun in order to raise money for PLAN Australia.

The attending members chose a number of different kilometre runs to participate in, or just enjoy walking with their family.

Travel Counsellors who ran with impressive times during the different events included Jake Bartlett & Claire Phillips, as well as Recruitment Exec Kerryn Murphy.

Air NZ Spaceseat levy

AIR New Zealand has added a surcharge of \$150 USD/CAD for each transPacific sector sold on all Premium Economy published fares from the US, Canada and Mexico to the Southwest Pacific.

The levy applies to all Boeing 773-operated services which feature the Economy Spaceseat.

AUH cruise terminal

ABU Dhabi Tourism Authority has announced the completion of a new 2,000sqm tented cruise terminal in Mina Zayed, offering two halls that can accommodate 1,300 passengers.

The new terminal has been set up for the 2011/12 and 2012/13 season and is part of the Abu Dhabi Ports Company and Abu Dhabi Terminals.

Matt Cox, TC's head office IT manager was delighted with the turn out saying the team bonded like "one big family".

Pictured at the Melbourne Marathon are the group of Travel Counsellors along with their families and supporters.

French youth targeted

TOURISM Australia and Qantas have launched a digital campaign in France aimed at attracting long-haul 20-34 year old backpackers to Australia.

TA says the promo is expected to deliver over 4.7m ad impressions with its target audience.

Regency China push

THE Hyatt Regency Coolom has pushed ahead with its plans to target the Chinese market with the introduction of the new Mandarin website and appointment of a Guangzhou-based sales representative.

Also introduced at the hotel are new brochures, videos, menus and a Chinese speaking guest liaison officer.

JAL fuel levy steady

JAPAN Airlines (JAL) says it will not modify its fuel surcharge levels for tickets issued in Dec and Jan, with the level remaining at US\$288 per sector flown.

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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- * Salary package up to \$50K
- * Specialising in adventure travel

Our client, a Travel Wholesale company who specialises in adventure holidays of a life time is looking at growing their sales team. This is a reservations / customer service role that requires detail and organisation. You will book high end adventurous trips for clients, respond to phone and email bookings or requests, make bookings on behalf of travel agents, manage product database and prices online and offline, assist with office administration and perform ticketing functions. This is a fantastic role and an exciting opportunity for an adventurous travel professional. This company also offer fantastic educationals, to exciting destinations.

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

Sales Manager - Sydney

- * Global travel online company
- * Loads of career opportunities

Exciting role with strong project management and sales generation. Great company with approachable management and several opportunities for career progression. If you have strong hotel sales experience this is your dream career.

Contact **Brendan Grant** T: 02 9231 6444 E: brendan@tmsap.com or [apply online](#).

Corporate Account Management Support – North Shore

- * Data analyst expert
- * Strong supplier product knowledge
- * Salary \$70k

A new and established corporate travel management company is seeking a dynamic travel professional to provide support to the Senior Account Manager. A strong background in travel finance and account management is essential. You will be experienced in creating monthly, quarterly and annual reports and also assist account manager in analysis of travel spending and buying behaviour.

Contact **Brendan Grant** T: 02 9231 6444 E: brendan@tmsap.com or [apply online](#).

Sales Executive NSW

- * Global Travel Technology company
- * Attractive salary package
- * Training and development

In this role you will initiate, follow-up and lead all stages of the sales cycle from prospecting to closure of sales deals in order to meet or exceed the sales targets. You will be calling and visiting clients and performing product demonstrations as required. You will have demonstrated experience in selling complex products/services B2B. Solution selling/consultative selling skills are a must. Good understanding of GDS products, travel agency experience would be beneficial

Contact **Anna Wachowiak** T: 02 9024 5554 E: annaw@tmsap.com or [apply online](#).

Contracting Manager - Melbourne

- * Exciting Opportunity
- * Competitive Salary

Our client is one of one of Australia's largest tour operators. They are currently looking for an experienced Contracting Manager. As Destination Contracting Manager you will develop and implement plans to contract a range of product offerings that will provide a competitive advantage. You will ensure continued profitability and growth of the brand through strategic negotiation of rates, commissions, allotments and co-operative marketing funds.

Contact **Stacy Balderston** T: 02 9231 6444 or E: stacy@tmsap.com or [apply online](#).

Reservations Cruise Specialist

- * North Sydney
- * Exciting cruise industry role
- * Salary \$40-\$50K + super

Do you have experience selling in the Cruise Industry and strong customer service skills? Work close to home in North Sydney for a fun and progressive company selling a prestige product. Expand on your current knowledge of the cruise industry and have fun at work. Cruise knowledge is essential for this role along with travel reservations experience and good destination knowledge. Apply now and expand your horizons.....

Contact **Jane Dearden** T: 02 9024 5555 E: jane.dearden@tmsap.com.

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EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

ATTENTION GRABBING OPPORTUNITY

**NATIONAL MARKETING MANAGER
SYDNEY – SALARY PACKAGE \$100K ++**

Know how to successfully develop a brand so that it sticks out from the rest? Working for this large business this superb opportunity will allow you to drive your innovation and creativity to develop the team and brand presence in the industry. You will have the skills that can set this company apart from the rest using your unique scope for differentiating from the rest. Leadership skills a must for this role

USE YOUR SKILLS ACROSS THE COUNTRY

**TRAINING CO-ORDINATOR
SYDNEY BASED – SALARY PACKAGE TO \$77K**

Looking for a role with a challenge difference that is above the rest? This industry leading company is looking for a training specialists to join the team where you will be responsible for travelling nationally to mentor and coach travel consultants and managers responsible for driving growth, profit and future success. This is all down to your ability to facilitate strong relations and be a confident

CORPORATE SALES IN ABUNDANCE

**CORPORATE SALES MANAGERS X 7
SYD, PERTH, CANBERRA – SALARY PACKAGES ABOVE \$100K++**

Currently AA has an abundance of corporate travel BDM roles for you to secure across different suppliers including TMC (SYD, PER, CBR based) and Airlines (SYD based). So you don't miss out on these roles while they are running hot. Speak to AA today. Your skills will need to include prev BDM activity in the corporate space either from TMC, Car Hire, Airline or Hotel. Strong presentation and negotiation skills are a must.

PROVEN TO BE AN EMPLOYER OF CHOICE

**CUSTOMER SERVICE MANAGER
SYDNEY – SALARY PACKAGE TO \$85k**

The key to success is in customer service! This management role overseeing the customer service team is responsible for ensuring an efficient team responds to customer service issues quickly while understanding any trends in which the company may be able to benefit and improve service delivery practices. You will have a strong background in this area of the industry with a drive to develop change,

DISCOVER THE NEW YOU IN THIS UNIQUE ROLE

**SUPPLIER RELATIONS CO-ORDINATOR
SYDNEY - SALARY PACKAGE TO \$85k**

This outstanding head office position will see you responsible for analyzing supplier product sales indicated from each region across Australia. You will be responsible for building a close working relationship with the products representative and have the outlook to drive new sales across the brand through a diverse range of distribution channels. A highly skills analytic focus is required with exceptional client relations skills.

BENEFIT FROM LEAVING THE REST BEHIND

**BUSINESS DEVELOPMENT MANAGER – LEISURE
SYDNEY – SALARY PACKAGES TO \$60k + CAR + BONUS**

There is one reason why this company is moving forward in leaps and bounds in their sector of the industry – the team they employ! If you are target driven, love being in a challenging role with a company that promotes from within, then this is the brand you want to work for. You will be whisked away on exciting incentive trips and develop relationships within the Sydney Agency Market

CONSUMER DIRECT SALES OPPORTUNITY

**SALES EXECUTIVE – GROUP PRODUCT
MELBOURNE – SALARY PACKAGE \$55k + CAR**

Do you have experience in selling group tours to direct markets? This role offers you an interesting product with worldwide group tours to sell. Being in a unique field they require someone who has the ability to drive business within markets outside of the travel agency market so you will be managing relationships with direct clients. You'll assist with airport departure and travel as onsite assistant overseas.

RE-ENERGISE YOURSELF WITH THIS BRAND

**OPERATIONS MANAGER or TEAM LEADER - CORPORATE
PERTH - SALARY PACKAGE to \$85K**

Think all TMC's are the same? Not this one. With a focus on new National growth this company is searching for a driven and dedicated candidate with a solid background in corporate travel who can either take on a team leadership role to develop into a more senior operations role or secure a senior Operations Manager straight into the business. The time is now to act and join a brilliant 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

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
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



AIR MAURITIUS

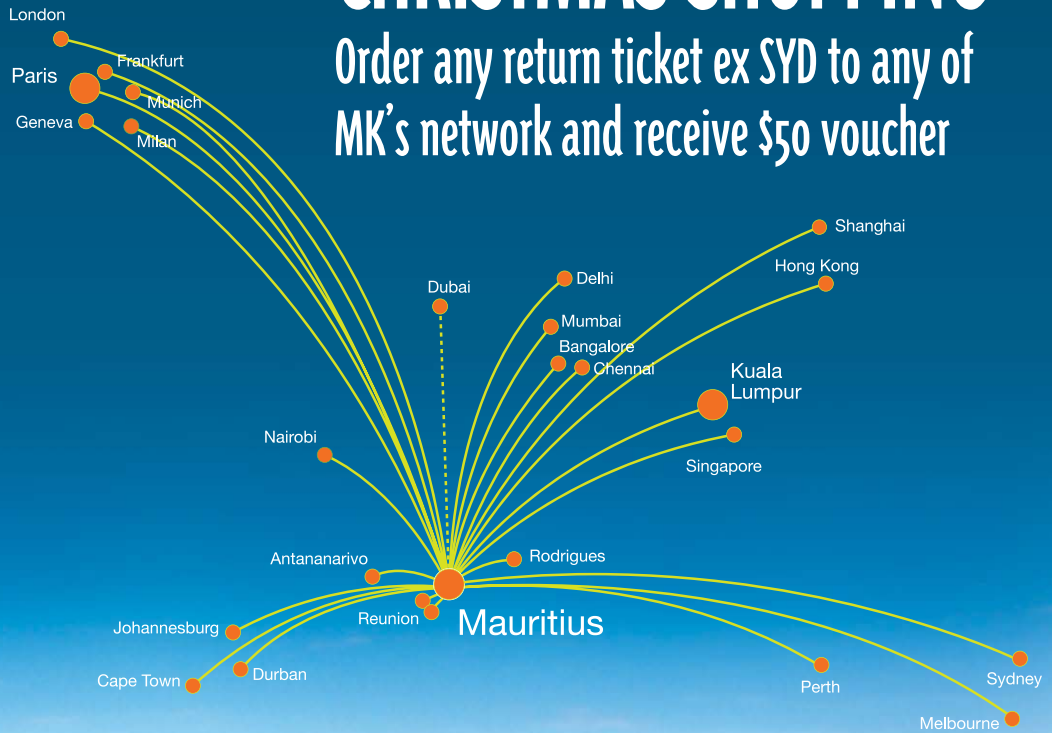
Air Mauritius flies to some 25 destinations across the globe via its beautiful and wonderfully cultured island home of Mauritius located in the Indian Ocean.

Air Mauritius is a full service airline, offering both business and economy class travel with unique on-board tropical island interior designs and world-famous Mauritian hospitality.

Our airline is the quickest and most convenient way to travel to Mauritius. Weekly flights from Sydney, Melbourne and Perth to Mauritius now operate with connecting flights from other Australian cities through our partner airline Virgin Australia.

GET IN TIME FOR CHRISTMAS SHOPPING

Order any return ticket ex SYD to any of MK's network and receive \$50 voucher



FLIGHTS FROM AUSTRALIA

| DEPARTURES | DESTINATIONS | FLIGHT | DAYS | DEPARTS | ARRIVES | DURATION |
|------------|-------------------|--------|-----------|---------|---------|--------------|
| Sydney | Mauritius via MEL | MK 943 | Wednesday | 09:30 | 17:55 | 14hrs 25mins |

FLIGHTS TO AUSTRALIA

| DEPARTURES | DESTINATIONS | FLIGHT | DAYS | DEPARTS | ARRIVES | DURATION |
|------------|----------------|--------|--------|---------|-----------|--------------|
| Mauritius | Sydney via MEL | MK 942 | Monday | 19:45 | 14:20 + 1 | 12hrs 35mins |

For more information contact us on

1300 332 077

www.airmauritius.com

Agency name: _____

Ticket number: _____

TO CLAIM YOUR VOUCHER, PLEASE FAX TO 03 9251 5079



NOTE: Weekly supplementary flights are available from DEC to JAN. Download our latest timetable from our website for up to date scheduling. **CONDITIONS:** Valid for tickets issued between 27 September - 16 November 2011 on 100% MK itineraries ex Sydney plated to MK (239) ticket stock only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Airline Marketing Australia and Air Mauritius reserve the right to alter or cancel the promotion any time. Vouchers for this promotion are capped and will be distributed at the completion of the promotion or as otherwise stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. ABN 48 069 492 397 Date of issue 26 September 2011.



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BE AN EARLYBIRD

Sell the Singapore Airlines world in the month of October

GRAND PRIZE

\$25,000

DEBIT CARD*

To the top seller for the month of October with a minimum of \$50,000 in sales and 20% growth from last year.

WEEKLY PRIZES

PER WEEK PER STATE

1st Prize

\$1,000

DEBIT CARD⁺

Sell a minimum \$10,000 in one week with 20% growth.

2nd Prize

\$500

DEBIT CARD[^]

Sell a minimum \$10,000 in one week with 10% growth.

3rd Prize

\$250

DEBIT CARD[#]

Sell a minimum \$8,000 in one week with 30% growth.

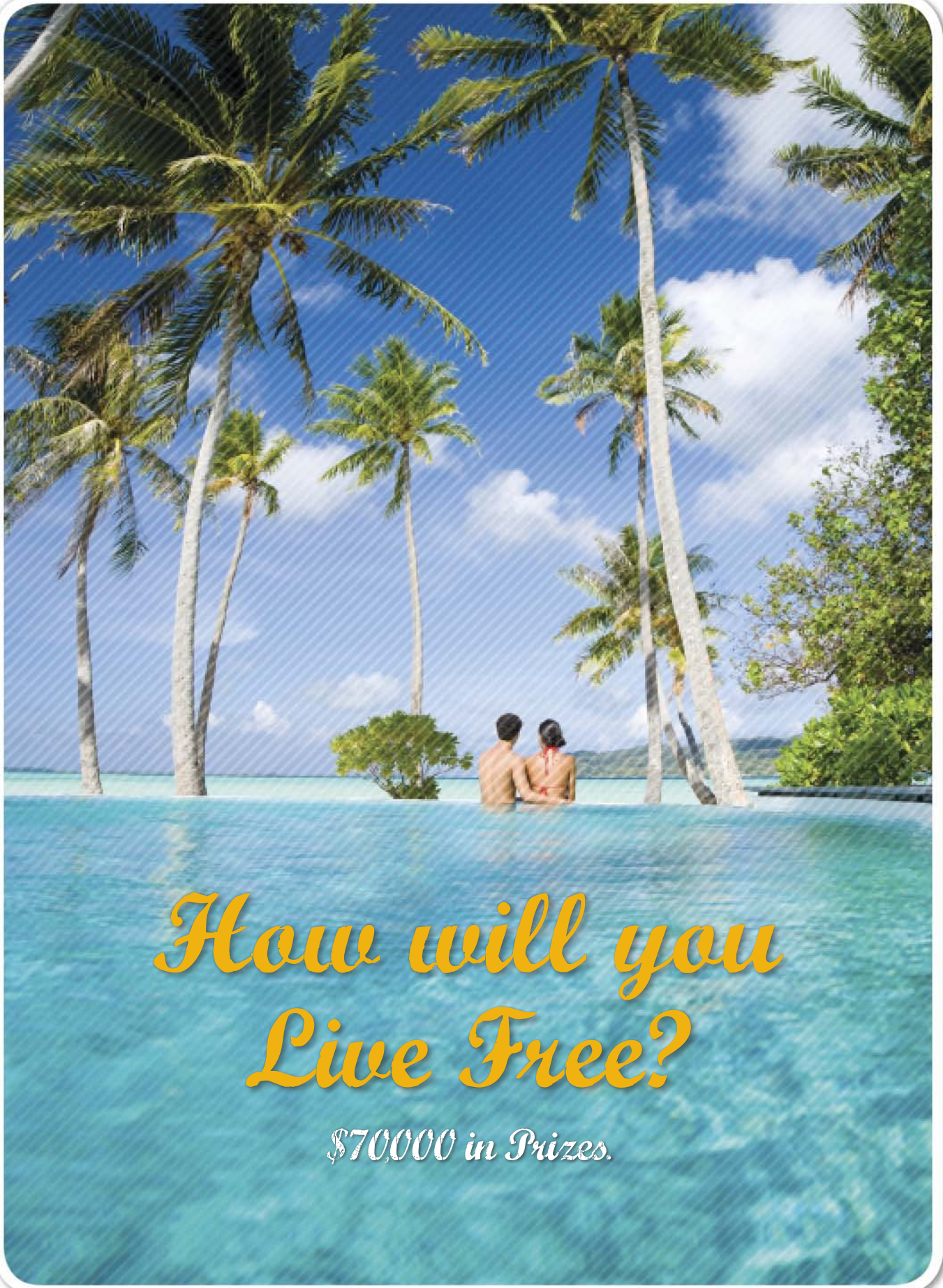


Consolidated Travel Group

Quikfares

Quikticket

CONDITIONS: Valid for all tickets & not limited to Earlybird fares issued by Consolidated Travel or via Quikticket between 01-31 October 2011 on 100% SQ itineraries ex Australia plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or cancel the promotion any time. *GRAND PRIZE: to be eligible you are required to ticket a minimum \$50,000.00 of International Sales during the duration of the promotion plus a 20% growth from the previous year. WEEKLY PRIZES: +to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year ^to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year #to be eligible you are required to ticket a minimum \$8,000.00 of International Sales in any week of the promotion plus a 30% growth from the previous year. States are defined as follows: VIC/TAS, NSW/ACT, QLD, SA/NT & WA, if a state has no winners the prizes will flow onto the next eligible winner in any state. Debit Cards for this promotion are capped and will be distributed at the completion of the promotion or as otherwise stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 29 September 2011.



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\$70,000 in Prizes.



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