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# Travel Daily

First with the news

Thursday 20th September 2012

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## EK inaugurates ADL

EMIRATES today tantalised the South Australian travelling public with a flying visit from a Boeing 777 aircraft at Adelaide Airport.

It's part of a roadshow in the lead-up to the launch of the carrier's new non-stop services from the South Australia capital to Dubai, which commence operation effective 01 Nov.

Visitors include newly appointed EK senior vp Far East and Australasia, Salem Obaidalla.

## QF/EK JV decision by Xmas

THE Australian Competition & Consumer Commission expects to hand down a draft decision by Dec on the 10-year Qantas & Emirates Master Coordination Agreement.

The competition regulator has this week provided guidance on the public consultation process of the airline pair-up, also indicating it expects a final determination will be made by Feb/Mar 2013.

Further, QF/EK will welcome the ACCC signalling plans to provide an outcome on the requested interim authorisation next month.

Interim authorisation allows the prospective partners to plan and

negotiate, but not implement, the proposed joint venture.

More crucially, it enables the carriers to organise slot allocation at the IATA conference in Nov, an event where they'll coordinate flight operations for the northern summer schedules (Apr-Oct).

Qantas and Emirates plan to kick off 'The World's Leading Airline Partnership' from Apr.

In the Proposed Conduct of the alliance, QF/EK warned the ACCC a delayed interim authorisation decision "will have serious adverse economic implications for the Applicants (particularly Qantas) and will significantly compromise the timely delivery of substantial benefits to Australian consumers."

Submissions on interim approval close tomorrow, while application submissions are open until 01 Oct.

## Uniglobe global offer

TRAVEL management alliance UNIGLOBE has launched a new Global Solutions division aiming to service SMEs with multinational travel management demands.

Australia's Platinum Travel Corporation, headed up by Carl Buerckner, is a partner in the new venture which operates on a common technology platform to provide consistent reporting and traveller support around the globe.

### Eight pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment

## Record Celebrity week

CELEBRITY Cruises is expecting back-to-back record weekly sales periods after the Australian office set a new benchmark in bookings for the brand last week.

Commercial director Adam Armstrong said the booking boom was led by its new Australian-based vessel *Celebrity Solstice*, due to arrive here in Nov.

A week-long sale offering US\$300 onboard credit launching on Sun is tipped to break the new record.

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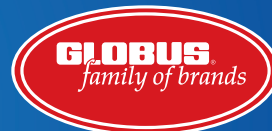
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Thursday 20th September 2012



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### Athena detained

**CLASSIC** International Cruises says a financial situation which has seen three of its ships detained in European ports over alleged non-payment of bills in recent days will shortly be resolved.

*Athena*, which has operated in Australia each summer for the past few years, was held in Marseille, but CIC said "reports that *Athena*'s season in Australia will not go ahead are incorrect".

More info in today's **Cruise Weekly** - [cruiseweekly.com.au](http://cruiseweekly.com.au).

## CNS braces for MU arrival

**CAIRNS** Mayor Bob Manning says the city is ready to welcome with open arms the hordes of Chinese visitors new direct China Eastern Airlines scheduled flights will deliver to the North Qld port.

As the Chinese carrier was introduced to over 100 local agents & members of the industry last night in Cairns, Manning admitted the city has been through a rough period over the last 4-6 years.

"This is the first really solid sign of something better for the future, & it has a tremendously uplifting effect on the industry in general," Manning told **Travel Daily**.

From 30 Oct, China Eastern will become the third Asian-based carrier to fly directly into Cairns, initially testing the local market.

Airbus A330 flights will operate ex Shanghai on Tue, Thu and Sat each week until 31 Mar, returning the following day.

MU Oceania general manager Kathy Zhang said Cairns had been

on China Eastern's radar for some time following fully-booked charter services which have been in operation over recent years.

"Cairns Airport has been very active promoting this destination in the China market and have also worked very closely with our team both here in Australia and with our Shanghai headquarters.

"The first flights are already fully booked," Zhang confirmed.

North Queensland Airport Group ceo Kevin Brown added MU's first scheduled services into Qld was an exciting opportunity.

"It's a pretty good coup for our part of the world, and not only does it serve Cairns but it provides another entry for Queensland.

"The easier we make it for people to get here, then hopefully the more people are going to come and that's good for the region overall," Brown added.

More coverage from last night's welcome event on **pages four**.

### PAL daily Aus flights

**PHILIPPINE** Airlines confirmed late yesterday plans to modify its Australian operation, boosting schedules services from the current five weekly to daily.

Effective 28 Oct, the Manila-based airline will offer four weekly non-stop B777-300ER services to Sydney on Mon, Tue, Thu & Sat, coupled with three weekly flights ex Melbourne on Wed, Fri & Sun.

PAL say its had an "enthusiastic response" from pax after the launch of all -300ERs in late Jun.



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## Aug traffic jumps at MEL, SYD

**BOTH** Sydney and Melbourne Airports recorded strong figures in Aug, with rises in both domestic and international pax traffic. SYD achieved its best Aug on record, with international pax up 7% to 993,000, driven by double

digit growth in arrivals by people from Singapore, Malaysia, China, Indonesia and India.

Outbound travel also grew from SYD, while the airport "continued to benefit from the recovery in the domestic market," according to ceo Kerrie Mather.

SYD's domestic traffic rose 4.9% to 2.096 million, with Tiger and Jetstar growing the fastest.

Melbourne saw overall figures increase 7% to 2.45 million, with international passenger numbers up 5% to 558,000 and domestic rising 7.1% to 1.89m.

The fastest growing markets for MEL included Indonesia, up 53%, and Hong Kong, up 39%.

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### Aussies love SIN F1

**AUSTRALIA** is the main overseas source country for visitors to the Singapore Grand Prix (20-23 Sep) according to Amadeus figures released yesterday, showing Aussies comprise 23% of bookings followed by the UK at 12% and then the US with 8%.

### SureSave quad advice

**TRAVEL** insurer SureSave is reminding agents and consumers to carefully review the extent of cover being provided in the wake of a recent quad-bike accident to a policy-holder in Ibiza, Spain.

While SureSave says quad-bike accidents are included under all international policies, it does not offer protection to an individual without the appropriate licence.

### 1ndependence forum

**DELEGATE** numbers attending last weekend's Express Ticketing-1ndependence agents forum rose significantly this year, with a doubling of participants to 80.

Orient Express Travel Group's 1ndependence Group ceo Tom Manwaring said delegates were heavily involved in discussions about its slogans 'Smarter, Faster, Stronger' and 'All Talk All Action'.

Manwaring said there was an "optimistic outlook" for the future due to 1ndependence's preferred status with 38 airlines & beefed up air capacity into China.

This year's forum was held in Guangzhou, China, the base of principal airline sponsor, China Southern Airlines.

OETG, 1ndependence & Select agent groups were recognised by CZ as its largest revenue provider in Australia in the 2011/12 FY.

### Lufthansa Aus biofuel

**PERTH**-based firm Algae.Tec has signed a Collaboration Agreement with Lufthansa to build a large-scale algae-to-aviation biofuel plant in Europe, funded in whole by the German carrier.

Under the partnership, LH will buy at least half of the crude oil produced at the facility.

### More Contiki Europe

**CONTIKI** has added 10 new trips to its newly released European program for 2013/14, spread over its Time Out, Concept & Camping tour styles - [www.contiki.com.au](http://www.contiki.com.au).



**A NEW** eatery in Miami Beach, USA gives diners the experience of eating in a luxury hotel room.

"Room Service Restaurant Lounge" offers guests private suites, escorted by "Bellmen" decked out in hotel livery.

"Butlers" serve hors d'oeuvres alongside "French Maidens" who provide bottle service - and orders are naturally delivered via room service carts.

Patrons are also encouraged to participate in the daily Happy Hour from 6-8pm - which is of course called "Early Check-in".

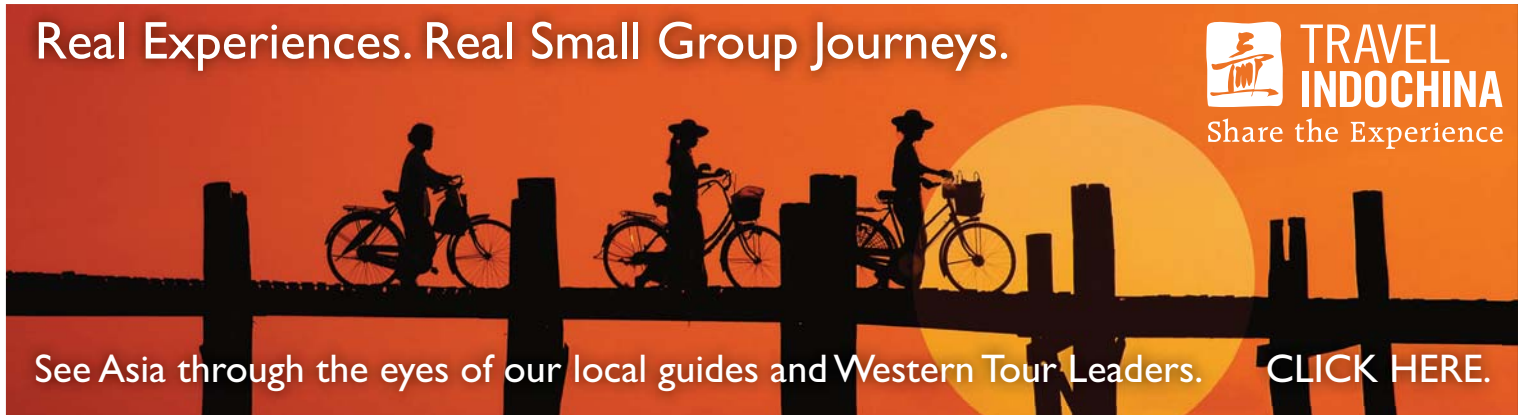
**THE** latest shopping sensation in Paris is a pop-up boutique where ladies can window-shop for a spunky bachelor.

It's the brainchild of French dating site AdopteUnMec.com, which has opened a store where men are displayed in the windows (**below**), standing inside gigantic toy boxes.

According to the UK *Daily Mail*, the shop will go on the road later this month, heading to Brussels, Lausanne, Toulouse and Lyon.



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**Travel Daily**  
on location in  
**Cairns**

Today's issue of **TD** is coming to you from Cairns as its travel and tourism industry prepares to welcome new direct services from China Eastern Airlines.

TEN days remain before the first direct service from Shanghai to Cairns takes off, landing into this eagerly-anticipating city, which appears as if it has been given a new lease on life.

Locals say no city up or down the Qld coast gives closer access to the natural wonder that is the Great Barrier Reef, and Cairns residents are excited to support the new service in the hope it becomes a permanent fixture.

The local Reef Hotel & Casino is located overlooking the harbour along Abbott Street, while many well-known brands, including Louis Vuitton, have outlets here, along with lots of souvenir stores selling all kinds of Australiana.

Cairns Mayor Bob Manning, along with many residents **TD** has met while in town all agree the new influx of tourists from China has reinvigorated locals, all keen to welcome and show off the Tropical North Queensland.

**China Eastern lobbies for visa extension**

**CHINA** Eastern Airlines Oceania gm Kathy Zhang says the carrier has been heavily lobbying Shanghai officials for extensions of up to seven-days on the current 48hr visa-free visit periods.

Speaking to **TD** in Cairns, Zhang said the move would encourage Australasian travellers to overlook layover times in favour of a free opportunity to explore Shanghai.

MU offers one free night's accom or a free day tour from a selected range to all pax in all seat classes flying from Australia and New Zealand through Shanghai and onward to European or North American destinations.

However currently, connection times between flights from SYD & MEL to North American ports can in some cases be up to 18-hours.

Zhang added that should an extension be approved, it would be a major selling point for the carrier to use in advertisements in the Australian market.

**CNS to get two trials**

**CAIRNS** will benefit from direct services from Shanghai between Oct-Mar in both the 2012/13 and 2013/14 seasons, China Eastern Airlines has all but confirmed.

The objective of the trials is to establish if there's sufficient pax traffic to justify a year-round ops.

MU has committed in principle to operate two Oct-Mar seasonal trials, unless traffic on the route falls well below expectations.

**MU gets the keys to Cairns**



**CHINA** Eastern Airlines were effectively given the keys to the city of Cairns last night, with Cairns Mayor Bob Manning saying the arrival of scheduled services from Shanghai will see the city "turn a corner" and will "provide a great boost to business and business confidence".

Manning was one of a number of dignitaries from City Hall who turned out to welcome the carrier ahead of its 31 Oct arrival into Cairns Airport, in addition to representatives from retail, wholesale and tourism operators from across North Queensland.

The future is looking bright for China Eastern Airlines, who will take possession of a host of new Airbus and Boeing aircraft, which it hopes to be able to fly on Australian routes from Apr 2013.

Special launch fares starting from \$888 return on selected dates between Cairns & Shanghai are currently on sale, with a huge 46kgs baggage allowance per person in Economy class allowed.

Cairns, upon commencement of services, will be a significant addition to the carrier's global destination, which includes connections from Shanghai to 105 cities within China alone.

China Eastern's Oceania general manager Kathy Zhang is pictured above centre, flanked from left by Queensland State MP Michael Trout, Sebel Cairns general manager Craig Syphers, Cairns Airport ceo Kevin Brown and City of Cairns Mayor Bob Manning.

More coverage from last night's welcome function in tomorrow's edition of **Travel Daily**.

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## Singapore gets first W

**W HOTELS** has opened its first property in Singapore with the launch of the W Singapore - Sentosa Cove, with the property featuring 240 rooms and suites.

## Counsellors get cooking



**TRAFALGAR** and Virgin Australia recently hosted a group of Travel Counsellors on an eight-day San Francisco & Wine Country Delights - one of the company's popular At Leisure itineraries.

The home-based agents experienced a host of Trafalgar's insider inclusions, such as Hidden Treasures, Local Specialities, and

an exclusive Be My Guest dining experience at the privately-owned Nicholson Ranch in Sonoma Valley.

Another highlight of the trip was a visit to the legendary Ramekins Cooking School (above) in the Napa Valley, where the agents honed their cooking skills.

**Pictured** from left are: Claudia Silk, Ian Silk from TC head office; Veronica Hunt, Christine Jenkins, Jaimie Cooper, Karen Wolf-Thom, Julie Moore (TC head office); Tek Kang, Trafalgar national sales support manager; Paolo Valle, TC head office & Tina Millington.

## Kawarau Jet revamp

**QUEENSTOWN**-based Jet boat firm Kawarau Jet has rebranded as 'KJet' for the summer season.

The company has also rejigged its website, logo and imagery.

## CX/KA passengers up

**CATHAY** Pacific and subsidiary Dragonair (KA) have reported a 4% uptick in passenger traffic carried in Aug compared to the corresponding time last year, for a combined total of 2.61 million.

Load factors dropped 1.1% to 83.1% while capacity rose 3.0%.

## Reef House stay pay

**TROPICAL** North Queensland's Reef House Boutique Resort in Palm Cove has a Stay 7/Pay 5 offer available for travel on select dates between 01 Oct and 31 Mar.

Priced at \$1,295 per couple, the Summer Special is based in a Brigadier Room, daily continental brekkie, wi-fi and more.

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# Disney's Aulani expansion move

**TWELVE** months on from its launch, Disney's only themepark-less resort, Aulani, has this month commenced expansion projects.

The Hawaiian property has seen solid occupancy levels and longer than envisaged guest stays since its Aug debut, Disney Destinations PR manager Paul M. Garcia told **Travel Daily** recently.

Aulani, A Disney Resort & Spa is comprised of two ocean-facing towers - one dedicated solely to Disney's time-share market, the other primarily to hotel guests.

Positioned between the towers is the resort's recreational area known as the Waikolohe Valley, home to pools, a lazy river, water slide, tube slide and hot-tubs.

Aulani features four restaurants, two lounges and is also home to the Lanikai Spa, offering a range of around 150 spa therapies for individuals, couples and families.

If the Waikolohe Valley doesn't entertain the kids enough there's also Aunty's Beach House which offers supervised child-care and teaches children about Hawaiian culture, art and music.

As if the list of existing facilities

wasn't enough, Aulani has this month begun work on a number of new developments.

"Guests are wanting to stay on-site longer and take advantage of Aulani's facilities, so we've taken that feedback into account with the enhancements," Garcia said.

New additions include a themed family pool featuring an infinity edge, an elevated splash pool for children, extra deck space, chairs, chaises and cabanas.

An additional poolside dining venue offering breakfast, lunch & dinner daily will also be added, occupying space currently used by time-share rooms on the ground floor of the hotel tower.

Disney Character Breakfasts will also be extended to six weekly.

A beachside kiosk offering quick snacks was also sought by guests, "and Disney will deliver" Garcia said once work is completed by mid-next year.

Garcia said the Makai Preserve would be the only permanent closure after construction, with the Waikolohe Valley to remain open during the enhancement.

More at [www.bit.ly/TDAulani](http://www.bit.ly/TDAulani).

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## Industry Appointments



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**THIS** week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Michelle Hurley** has been named as the new Travel Editor for **Fairfax Media**, in charge of all platforms including digital and print. She was formerly editor of the (sydney) magazine, and will report to Fairfax Media gm Travel, Lauren Quaintance.

**Kingfisher Bay Resort** on Fraser Island has announced a number of new executive appointments. **Warwick Kahl** as its new Resort General Manager; **Paul Parrant** has been placed in the role of Rooms Division Manager; **Kenneth Clapham** is the property's new Executive Chef; **Laurel Zhang** its Sales Manager for Asia and **Bianca Bear** as the hotel's Corporate Business Development Manager.

Perth-based **Jessica Zoiti** has been promoted to editor of **Traveltalk Magazine**, taking the place of Sheriden Rhodes who in turn took over from Kris Madden in May this year.

**Etihad Airways** has named **John Evans** as its new General Manager for the Filipino market. Evans brings more than 35 years in airline experience to the role, and moves from a similar gm role for the carrier in Cyprus.

Melbourne's **Sebel & Citigate Albert Park** property has promoted **Emma Parker** to the role of its new Director of Sales & Marketing. Parker moves up into the role from her former posting as Associate Director of Sales.

**Novotel Forest Resort Creswick** has recently named **Albane Mahaut** as its new Director of Sales & Marketing. Mahaut joins the property alongside **Paul Green**, appointed to the role of Conference Sales Manager, and **Gerhard Zitzenbacher**, welcomed as the hotel's new Executive Chef.

**Jennifer Sampson** has been appointed to the role of Vice President of Product Management for **Pegasus Solutions**. Sampson will head up the division responsible for paying US\$38 million in monthly commissions.

Two new general managers have been appointed at **Mandarin Oriental** properties around the world. **Cliff Atkinson** has taken on the top job at the Mandarin Oriental Las Vegas, while **Adriaan Radder** has assumed the same role at the group's Washington DC property.

Former Sydney Chef of the Year **Dietmar Sawyere** has taken on the role of Director of Restaurants and Head Chef at **Hayman**.

**Virgin Atlantic** has advised the appointment of **Maria Sebastian** as the carrier's new Director of Worldwide Sales. Sebastian joins VS from a role at American Airlines, in which she was the Managing Director of Worldwide Advertising, Promotions and Product Marketing.

**John O'Shea** has been appointed as general manager of **The Langham, Xintiandi** in Shanghai. He joins Langham from his former role as md of Sheraton Shanghai Pudong Hotel and Residence and Four Points.

**Wotif.com** is looking for a new ceo after the resignation of **Robbie Cooke** to take up a role heading up Tatts Group.

**Pan Pacific Hotels Group** has announced the appointment of **David Sullivan** as the gm of the upcoming Parkroyal on Pickering in Singapore.

## Italy gets its social on

**THE** Italian Government's Tourist Office in Australia & New Zealand has launched official Facebook and Twitter pages, to be updated with information & travel articles.

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Thursday 20th Sep 2012

## QF's 10 millionth bag drop



**ABOVE:** Qantas domestic chief Lyell Strambi was on hand this morning at Sydney Airport to surprise a lucky passenger who was the 10 millionth traveller to use the carrier's innovative automatic bag drop system.

The pax scored a Business class upgrade, lounge access and a \$1000 QF online shop voucher.

The system launched in Perth in Jul 2010 & now there are 80 Auto Bag Drops at six domestic ports.

On average almost 19,000 bags are handled each day by the systems, which are three times faster than traditional check-in.

Strambi is **pictured** with the 10 millionth passenger and the Qantas ground team.



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## Sales Executive - Melbourne

Tomorrow, you could be helping to create the future of air travel. Emirates is seeking a Sales Executive based in Melbourne.

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**Minimum Requirements:**

- Minimum 5 years experience in sales with a recognised airline or travel agency
- Strong local knowledge of the travel market in Victoria.

We offer an attractive salary package and benefits associated with the airline industry. For further details of the position, and on-line application process, please visit our website [www.emiratesgroupcareers.com](http://www.emiratesgroupcareers.com) Ref. No. SSE/CJ/22598.

Telephone and postal applications will not be entertained.

Applications close 30 September 2012.

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# Managers/Star industry first



**ABOVE:** TravelManagers held an exclusive training day for a group of 26 personal travel managers in conjunction with Star Alliance recently in Sydney, viewed as a first for the global airline alliance.

Star Alliance carrier's involved in the training included Air Canada, Air China, Air New Zealand, Lufthansa, Scandinavian Airlines, Singapore Airlines, South African Airways, Thai Airways and United.

Over two days, TravelManagers' agents were able to inspect the cabin of two different airlines and aircraft - a Singapore Airlines A380 and a United Airlines 747.

The group were also given an opportunity to view the Air New Zealand lounge, and received Star Alliance fare training.

"There's nothing like seeing and experiencing it first hand when it comes to informing clients," said TravelManager national business partnership mgr Michael Gazal.

The training was deemed so successful, it's now intended to be rolled out industry-wide.

**Pictured** on the SQ A380 from left, front row, are TM's Matt Halloran, Cathy Moir, Viviana Hales, Michelle Michael-Pecora, Kelly Jenkins, Cissy Yee, Irena Bryant and Lagan Chaudhri.

Back row: Jose Canas, TM national partnership office; Fiona Perry, Lee-Anne Talbot, Arthur Vicario, TM national partnership office; Tim Swan, Air New Zealand and Rachel Gatumia from Singapore Airlines.

## Travel Daily First with the news

Thursday 20th Sep 2012

### GNTB barrier-free key

**THE** German National Tourist Board is spelling out the pros of "barrier free travel" to Germany in a new documentary, targeted at families, mature and mobility restricted travellers.

"We want to present Germany as a barrier free, open minded and attractive country," GNTB ceo Petra Hedorfer said.

More at [germany.travel/gold](http://germany.travel/gold).

### BW website rehashed

**BEST** Western International has revamped its online presence, launching a new look and greater detailed website for its 4,100 hotels and resorts worldwide.

New functions include the ability to search for a hotel by its location to an airport, attraction or specific address.

### Galaxy for AA sales

**AMERICAN** Airlines crew will begin using Samsung Galaxy Note tablets to process transactions onboard aircraft, such as buying food inflight, under an expanded trial of the hand-held device.

**WIN A \$100  
PREPAID VISA  
CARD!**



This week **TD** has teamed up with **inPlace Recruitment** to celebrate the launch of their new travel recruitment website, by giving five readers the chance to win a \$100 prepaid Visa card to spend online or in a store of their choice!

For your chance to win, be the first person to send in the correct answer to the daily question below.

**What's the salary benchmark range for an International Corporate Consultant with 2-5 years experience?**

Email your answer to [inPlacecomp@traveldaily.com.au](mailto:inPlacecomp@traveldaily.com.au)  
Hint! Visit [www.inplacerecruitment.com.au](http://www.inplacerecruitment.com.au)  
Congratulations to yesterday's lucky winner **Natalie Blackmore** from **Flight Centre!**



**UTS  
BUSINESS SCHOOL**



## Create your future in Tourism Management

"Tourism is the one industry which is largely about the fulfilment of people's dreams and aspirations. At UTS Business School, we help you reach your dreams and aspirations."

**Dr David Beirman**  
Senior Lecturer,  
Associate Fellow, Australian  
Institute of Travel & Tourism

The best way to stand out in tourism is to ensure you are equipped with the knowledge and skills to drive the industry into the future.

Talk to our staff about how our specialist Tourism Management program, with options for graduates from university and TAFE, is tailored for busy professionals who share your passion for learning and leadership in travel, tourism, events and leisure.

[business.uts.edu.au](http://business.uts.edu.au)



**INFORMATION EVENING Wednesday 26 September at 6pm**

Thursday 20th Sep 2012

### TSA PreCheck grows

**UNITED** Airlines will expand its TSA PreCheck program to Newark Liberty (EWR) and Washington Dulles (IAD) later this month.

The program expedites security screening for UA passengers.

### 3rd 787 for Air India

**AIR** India is expecting to take delivery of its third *Dreamliner* aircraft from Boeing next week, the first 787 assembled at the South Carolina plant.

### Direct Flights boom

**DISCOUNT** airfare website, Direct Flights, is going on a 12-month advertising blitz, hoping to build on a three-fold increase in online sales over the past 3 years.

The campaign will be promoted on free-to-air TV networks (Nine, SBS, GO & GEM), billboards at railway stations in Melbourne and Sydney, and print advertising in Chinese newspapers.

MD of the Australian business Nay Phu Tran said Direct Flights was now a "mainstream channel for consumers seeking good-value airfares and holiday packages."

He said more and more Aussies were using the platform, taking advantage of its low-cost fares & packages, and no booking fee.

## Aussie agents ATAC Bali



**ABOVE:** This group of top performing Australian Travel Agent Cooperative (ATAC) agents recently experienced Bali courtesy of Garuda Indonesia and Pinpoint Travel.

The trip included a range of activities including massages, cooking courses, hotel inspections and of course shopping.

The group is **pictured** above during a fabulous hosted lunch at the Legian Beach Hotel: Nadia

Giusti, Pinpoint; Joe Germano, Ashleigh Williams, Karen Mansour, Kerry Mansell, Pinpoint; Simon Flower, Virginia Paton, Michelle Emerton, Kylie Beyen, Jody Wittison, Garuda Indonesia and Chrissy Millington.

They also planted a Star Fruit tree to commemorate their visit to the Legian, while the visit concluded with a cocktail party in a private villa at the Four Seasons Jimbaran Bay.

## WIN a trip for two to South Africa

### Tick South Africa off your Bucket List!

**During September, South African Tourism, South African Airways & Travel Daily are giving Travel Consultants the chance to win an incredible 7 day holiday for two.**

Including: economy airfares to Johannesburg, 2 nights city stay, 4 nights luxury safari lodge, transfers, tours & breakfast daily.

**PLUS** weekly draws: 2 bottles of South African wine.... Check Travel Daily each week to see if you are the winner!



Is this on your SA Bucket List?

#### TO ENTER

Tell us in 25 words or less what is on your Bucket List in South Africa!

**Get creative and email your response to**

**>>> [satcomp@traveldaily.com.au](mailto:satcomp@traveldaily.com.au)**



Register for the South African Tourism Roadshow  
**>>> [www.etchouches.com/SARoadshow](http://www.etchouches.com/SARoadshow)**

*Click here for competition terms and conditions*



### Ticket & Reservation Officer

As one of the fastest growing airlines in the world, this position requires high level of customer service to our call centre and serves our walk-in customer at our Sydney office.

#### Duties include:

- Dealing with travel agents and customer enquiries.
- Working as part of the professional National Call Centre team on a daily bases.
- Update the existing databases and the status of each customer/prospective customer.

#### Successful candidates will have:

- Minimum of 2-3 years of experience on airline ticketing & reservation.
- Strong communication skills. Fluent English is mandatory, while Mandarin & Cantonese are preferable.
- Solid understanding on daily ticketing & reservation tasks.
- Intermediate to Advance level on the GDS system, preferably on Amadeus.

Please email a cover letter with resume attached to [hr@csair.com.au](mailto:hr@csair.com.au). Application closed on 10th October 2012.

Only the successful applicants will be contacted.

**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](http://www.traveldaily.com.au).

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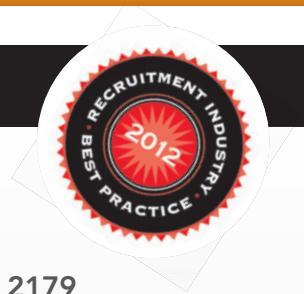
## HOT ROLES OF THE WEEK

Experienced Corporate Travel Consultant North Shore, Sydney NSW	\$55,000 + Super	<a href="#">CLICK FOR MORE</a>
Junior Corporate Travel Consultant Western Sydney, NSW	\$45,000 + Super	<a href="#">CLICK FOR MORE</a>
Corporate Travel - State Sales Manager Brisbane, QLD	\$100,000 Package + Commission	<a href="#">CLICK FOR MORE</a>
Perfect Part Time Travel Consultant South Brisbane, QLD	\$45,000 to \$50,000 Pro-Rated + Super	<a href="#">CLICK FOR MORE</a>
Ultimate Travel Coordinator Brisbane, QLD	\$44,000 + Commission + Super	<a href="#">CLICK FOR MORE</a>
Senior Travel Consultant Brisbane, QLD	\$44,000 + Commission + Super	<a href="#">CLICK FOR MORE</a>
Corporate Business Development Manager Sydney, NSW	\$70,000 - \$75,000 + Super	<a href="#">CLICK FOR MORE</a>

## CASUAL ROLES


Corporate Travel Temp Sydney CBD, NSW	Up to \$27 per hour + Super	<a href="#">CLICK FOR MORE</a>
Fares & Ticketing Temp Sydney CBD, NSW	Up to \$25 per hour + super	<a href="#">CLICK FOR MORE</a>
Retail Travel Temp Brisbane Inner Suburbs, QLD	Up to \$25 per hour + Super	<a href="#">CLICK FOR MORE</a>
High-End Travel Temp Sydney CBD, Sydney	Up to \$27 per hour + Super	<a href="#">CLICK FOR MORE</a>

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## THE AA APPOINTMENTS EXECUTIVE TEAM DELIVER MORE OF THE BEST

### THIS IS ONE FOR THE TRUE HUNTERS CORPORATE BDM

**SYDNEY – SALARY PACKAGE OTE \$130K+**

Love the thrill of the chase? Then be rewarded with a lucrative bonus structure for your hard work at this TMC. You'll be joining a global giant offering a long term career and the real opportunity of progression. With this leading Brand behind you, you'll be able to take aim and know with confidence you have a winning brand behind you that you will passionate to sell. Don't settle for second best!

### DO YOU LOVE AN ADVENTURE SALES EXECUTIVE (WHOLESALE)

**BRISBANE – SALARY PKG OTE \$65k + CAR ALLOWANCE**

If you're going to be in Sales you might as well have a fabulous product to take to market. Your agents will always welcome you as their Rep working for this well known wholesaler. You'll be managing a territory split with the QLD team, presenting at expos & info nights and will need top notch communication and presentation skills. Brilliant travel benefits and overseas trips come with this position

### AN AIRLINE WE WOULD ALL LOVE TO WORK FOR REGIONAL FINANCE MANAGER SYDNEY – SALARY \$130K PACKAGE

This international airline is recruiting now for a regional finance manager with responsibility for Australia and New Zealand. You will be required to perform strategic finance and taxation review of the region with the purpose of reducing costs and increasing revenue. You will have at least 15 years in the finance industry and have a strong airline background in finance, this is essential criteria.

### DIRECT YOUR TEAM TO SUCCESS EVENT DIRECTOR

**SYDNEY – SALARY PACKAGE OTE \$100K PLUS**

Make the move you won't regret and join an international leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. Experience with offshore destinations is essential along with your ability to manage a team and the clients expectations. This is the role everyone wants.

### PROVE YOURSELF IN THIS 12 MONTH CONTRACT WHOLESALE RESERVATIONS MANAGER MELBOURNE – SALARY PACKAGE \$80k - \$95k

Can you drive a team to perform? Love building high level customer satisfaction? If you're a dedicated manager who has overseen large teams and can manage call stats, staff training and development while also focusing on building customer satisfaction and being an integral part of the management team this has all you need! Prove yourself in this contract and this could lead to further roles with this company!

### JOIN THIS LEADING AIRLINE CORPORATE ACCOUNT MANAGER

**MELBOURNE – SALARY PACKAGE OTE \$70K+BENEFITS**

Everyone wants to work for an airline and here it is. You will be skilled in corporate account management and be able to show a polished and professional presentation for this outstanding airline. Responsible for managing a portfolio of clients, developing relationships and generating new contracts this role is sure to excite. Get in quick as interviews are taking place this week!

### ANALYSTS DON'T MISS THIS OPPORTUNITY BUSINESS ANALYST

**SYDNEY – EXCELLENT SALARY to \$85k plus plus**

Join this forward moving operator using your analytical & accounting experience. Skills in UML with the ability to gather user requirements, creating cost estimates and writing user cases is a must along with experience in testing and preparing interface diagrams. With your strong background in IT analysis and accounting you must enquire about this rare analyst role.

### EVENTS SUPERSTAR –RARE ROLE PROGRAM MANAGER

**MELBOURNE – EXCELLENT SALARY PACKAGE**

Our client a leading conference and events company located in Melbourne have a rare vacancy for a program manager. You will be responsible for running the program's from conception to completion including budgeting and all delegate registrations. You will have at least 3 years experience at an event manager level with a passion for events. Ring today for a confidential chat.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Anna Veitch  
NSW & ACT  
Ph: 02 9231 2825

Kathryn Hebenton  
VIC, SA, WA, QLD  
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)





*Working in partnership with the Australian Travel Industry*

### Cruise Consultant

**Brisbane - \$40-50K + Comm + Super - Ref 2117A**

Want to become a cruise expert and specialise in a niche travel product? If you have a passion for cruising and travel sales then apply now! You will be working towards targets and earning an uncapped commission in return within in a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Travel Recruitment Consultant

**Sydney - \$Excellent + Comm+ Bonuses - Ref CEM4**

Love travel but want to try something different? Thrive on sales targets and building long term relationships? Want to earn excellent commission and be part of an established company that is growing continuously? Come and join Travel Trade Recruitment! This is a varied and challenging role working with both clients and candidates, dealing with both account management and business development. Full training is offered to the successful travel professional looking for a change!

**For more information, please call Claire on (02) 9113 7272 or click [APPLY](#)**

### International Travel Consultant

**Sydney - \$40-45K + Super - Ref 1002**

An excellent and rare opportunity for the right consultant to move into Incentive & Events travel has arisen! Are you a Corporate Travel Consultant who prides themselves on working to high levels of customer service with experience in handling groups? Do you have a positive business minded outlook? I'm looking for all these great attributes for a consultant to book Events & Incentive travel and more! Opportunities to travel with the groups may arise also.

**For more information, please call Lynsay on (02) 9113 7272 or click [APPLY](#)**

### Senior Travel Consultant

**N. Melbourne - \$45-50K (\$80K OTE) + Super - Ref 253**

Can you go the extra mile for your clients? This reputable travel consultancy company is looking for a Senior Travel Consultant to join their small team. Use your outstanding customer service skills, excellent Galileo & Ticketing experience and fantastic product & destination knowledge in this position. The ideal travel professional will have proven sales ability and have the flexibility to get the job done. Only dedicated and enthusiastic Senior Travel Consultants need apply.

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

### Senior Online Travel Consultant

**Brisbane - \$40-50K + Comm + Super - Ref 2177C**

We're looking for experienced travel industry professional who wants to step away from face to face sales and focus on high spend lucrative bookings. If you have the sales skills, product knowledge and drive to succeed then you will flourish in this position. The custom is there waiting to be serviced by a suitably experienced candidate. Great earning potential and fantastic company benefits are on offer to the successful applicant with this leading travel company.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Corporate Leisure Consultant

**Sydney - \$55-60K + Super + Bonus - Ref: 2372-NCR**

This is a great opportunity! Work for one of the leading independent TMC's in centrally located offices that offer amazing views. You will have brilliant destination knowledge and know your products! You will be working with some boutique accounts so it's all about the rapport. Our client is looking for a fantastic candidate with a solid work history and loves what they do! It's time to be well rewarded in this role, with a fantastic salary, Monday to Friday and possible bonus!

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

### Inventory Coordinator

**Sydney - \$43K + Super - Ref 257**

Looking for a change? Do you have solid native Calypso skills? Come work for this leading and reputable Travel Company in the CBD. No day will ever be the same, liaise with suppliers, look after stop-sells, free-sell messages, oversells and extra allotment requests. Work closely with the product department and maintain the calypso database system. Ideally you'll be a problem solver and calypso savvy; you'll be a team player and enjoy working to targets.

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

### Bespoke Travel Consultant

**Perth - \$40-55K + Super DOE - Ref 259**

Are you known for your repeat business, referrals and have regular customers who book with you? Would you like to work with a travel company that focuses on service, so that you can give your customers the attention they deserve and the best products? Then Travel Consultants - we want to hear from you! Tailor making itineraries from cruises to multi-sectors, the successful candidate will receive an excellent salary package, and work in a small friendly team!

**For more information, please call Claire on (02) 9113 7272 or click [APPLY](#)**

**Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
or download your FREE Travel Trade Jobs App  
(Available on Apple & Android Smartphones)**