



Monday 23rd December 2013



#### **Port Augusta route**

THE South Australian govt has announced that the declaration of the route between Adelaide and Port Augusta is to be extended from 01 Jan 2014 through until 31 Dec 2016.

"Declared" routes are operated under licence from the minister for transport and infrastructure, with the route currently operated by SA regional carrier Sharp Airlines.

#### P&O radio push

**P&O** Cruises has launched a new partnership with Sydney radio station 2Day FM, which will see it become the inaugural sponsor of the station's new breakfast line-up.

(In)famous for former hosts Kyle Sandilands and Jackie O, the new breakfast team includes Jules Lund, Sophie Monk, Merrick Watts and former Spice Girl Mel B.

Carnival Australia director of marketing, Simon Cheng, said the broadcast was the "perfect fit for our audience.

"We are genuinely excited about working with the team to bring the P&O message to life," he said.

#### **VA** fare increase

VIVA! Holidays this morning advised its industry partners of a pending fare increase for selected Virgin Australia domestic and international short-haul fares.

According to the update the price rises, excluding trans-Tasman, will be effective for sale from 24 Dec and travel on/after 30 Jan 2014.

Agents are being requested to ticket any affected bookings by 5pm AEST today 23 Dec to avoid potential fare increases, with Viva! also set to send out a booking-specific reminder today.

#### Four pages of news

**Travel Daily** today has four pages of news & photos plus a full page of jobs from travel specialists **AA Appointments**.

### helloworld deadline looms

**FRANCHISEES** and members of the various JTG brands are being strongly encouraged to return their finalised *helloworld* agreements in the next week (by 31 Dec), in order to "claim a range of launch incentives".

This morning ceo Rob Gurney confirmed that agreements for a total of 720 *helloworld* locations across Australia are now "underway" - an increase of 70 over the last week.

He said that positive momentum continues for the new brand, with 300 locations already on board and agreements in process for a further 420.

"We are ahead of our targets for this phase of the transformation," he said.

"We offer Australian customers exactly what they've told us they need in a market-leading travel company...this puts us in a very

#### QR 787s to JNB

**QATAR** Airways is set to operate its new Boeing 787 *Dreamliner* aircraft from Doha to Johannesburg effective May 2014.

The introduction of the 787s will coincide with an expansion of QR's existing flights to South Africa from 7 to ten flights weekly, including three services which extend to Cape Town each Wed, Fri and Sun.

#### Japan visitation up

JAPAN has cracked the ten million visitor mark for 2013, meeting a target for inbound tourism set a decade ago.

The 2003 goal was for ten million by 2010, but the mark has now been achieved despite the 2011 earthquake and tsunami.

The Japan National Tourism Organisation says that as at the end of Nov 2013 a total of 214,300 Australians had visited the country this year, a healthy increase of 18.4% particularly due to a strong winter season.

strong position as we move into 2014," Gurney added.

Earlier this month helloworld was formally launched to Australian consumers via an integrated national marketing campaign, with Gurney at the time saying the brand "plans to unite the strengths of up to 1,000 locally-owned and operated travel agency businesses with a market leading website to create a true multichannel experience".

#### **Qantas Nov loads dip**

**QANTAS** on Fri reported a group revenue seat factor of 76.7% during Nov, down 3.3 percentage points on the previous corresponding period.

The carrier's official traffic and capacity statistics showed overall passenger numbers down 0.4% to 4.096 million for the month.

Mainline domestic numbers were 3.2% lower to 1.887m, with the downturn also affecting Qantaslink scheduled services.

Jetstar domestic carried 988,000 passengers during the month, up just 1.8% versus Nov 2012.

Qantas international accounted for 469,000 passengers, down 0.5% and interestingly Jetstar International saw a 7.2% decline in carriage to 395,000 passengers.

#### **World Aviation site**

**HELLOWORLD** subsidiary World Aviation Systems has launched a new website which showcases its range of representation services.

Flights currently represented by WAS include online services operated by Hawaiian Airlines and Sichuan Airlines (see p3), plus an array of offline carriers including TAP Portugal, LOT Polish Airlines, Air Botswana, Royal Jordanian, Alaska Airlines, Jet Airways, Aer Lingus, HongKong Airlines, Ethiopian Airlines and MIAT Mongolian Airlines.

The website also highlights the weekly 'Hot Airfares' update - see www.worldaviation.com.au.

#### **Even more EK A380s**

**EMIRATES** has taken delivery of its 43rd and 44th Airbus A380 superjumbos, in a double delivery ceremony in Hamburg over the weekend.

The handover means that one in three A380s flying today is an Emirates aircraft, with EK ceo Tim Clark saying the plane offers flexibility in range and "also helps us to meet demand at slotconstrained airports".

The new Emirates A380s have a three class configuration and are now in service on routes from Dubai to Munich and Mauritius.

Emirates currently operates the Airbus superjumbos to 24 destinations across the globe, with Zurich to be added as EK's 25th A380 port from next month.

#### Flight Centre case

**THE** penalty hearing in relation to the ACCC's case against the Flight Centre Travel Group (*TD* 06 Dec) was on Fri adjourned until 07 Feb 2014.

The ACCC successfully claimed that on six occasions between 2005 and 2009 Flight Centre had attempted to induce Emirates, Singapore Airlines and Malaysia Airlines to stop directly offering their international fares at prices less than those of Flight Centre.

Flight Centre has flagged its intention to appeal the ruling but in the meantime the penalty hearing will decide what sanctions will apply to the firm.

#### Free Trafalgar night

TRAFALGAR is offering a "free extra night in London" to clients who book pre or post tour accommodation in conjunction with a 2014 Trafalgar Europe and Britain guided holiday of 15 days duration or longer on any itinerary departing from London.

The deal is combinable with Trafalgar's 10% early payment discount, and is valid for travellers who book and pay in full by 15 Jan for travel 01 Apr-15 Nov 2014.

See www.trafalgaragent.com.



# Travel Daily First with the news

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#### **Rex seeks NSW routes**

REGIONAL Express has announced its intention to apply for the Moree, Cobar and Mudgee routes currently licensed to the collapsed Brindabella Airlines (TD 17 Dec), with Transport NSW on Fri announcing that the license will be revoked and made available to new operators under a transitional arrangement up until 21 Mar 2014.

#### **ADL** curfew relaxation

**SOUTH** Australian authorities have given approval for Cathay Pacific's seasonal direct flights between Adelaide and Hong Kong next year to land between 5am and 6am, during ADL's curfew "shoulder" period.

The non-stop four times weekly services will operate from 06 Apr-04 Oct 2014, in place of the current triangular flights via Melbourne.

The earlier arrival and departure times will facilitate same day connections from Hong Kong to other destinations.

Under the Adelaide Airport Curfew Act, up to eight scheduled aircraft movements are permitted each week during the one hour period either side of the curfew.

#### **Dubai retail therapy**

THE Dubai Festivals and Retail Establishment has unveiled the official Calendar of Events for the 19th annual Dubai Shopping Festival, which will take place for a month from 02 Jan 2014.

More than 150 events and activities will take place across the city, aiming to highlight Dubai as "an international family tourism destination that offers unique shopping experiences".

Fashion, lifestyle, concerts, shopping promotions and "mega raffles" will all feature during the month of shopping, with retail purchases by visitors to Dubai estimated to reach almost 33 billion dirhams (A\$11 billion) by 2017, accounting for more than 25% of total sales.

### Webjet sells down in US

**ONLINE** travel agency Webjet this morning announced the sale of a further 35% of its operations in North America to former Virgin Australia sales manager Matthias Friess (*TD* 18 Mar 2010).

Originally founded as a 50/50 joint venture between Webjet and Friess, Webjet will now retain 15% of Webjet USA, with the American partners paying \$US\$400,000 for the additional equity, valuing the American operation at about A\$1.25m.

The deal follows the "completion of the North American partnership GDS operations and the successful establishment of Mexico and Canada," the company said.

Webjet ceo John Guscic said the company will have also have options in the event of a sale of the business in the future, along with certain rights for additional equity gain.

"This is consistent with our strategy of a strong development focused in Australia and Asia and the parallel development of

#### **DFAT Kenya update**

THE Department of Foreign Affairs has reissued its travel advisory for Kenya, highlighting a number of recent terrorist incidents in Nairobi and Mombasa and warning of the potential for attacks on "any locations known to be frequented by foreigners."

On 12 Dec a grenade was thrown at a vehicle carrying two British tourists in Likoni but failed to explode, while an explosion on a public bus in the Pangani area of Nairobi on 14 Dec killed six people and injured 24 others.

DFAT continues to advise Australians to exercise a high degree of caution in Kenya overall "due to the high risk of terrorist attack, civil unrest and high crime levels in the country".

There's also a "very high threat of kidnap to Westerners," DFAT said.

our B2B business Lots of Hotels, which we see as the two most significant strategic opportunities beyond the continued development of our core Australian business and its lateral expansion into the packaging market," Guscic said.

As a result of the deal results for Webjet USA will be deconsolidated from the rest of the business effective 31 Dec.

Webjet North America ceo Matthias Friess said that Webjet had been an "extremely enthusiastic and supportive coowner.

"In appreciating its desire to provide laser focus in the Asia Pacific region we are extremely pleased that the partnership will be continuing in its new form as we consider North American local market opportunities to be highly attractive," Friess added.

### Infinity completes international range

**INFINITY** Holidays has today released the final brochure in its 2014 range, with its new 98-page Malaysia, Singapore & the Philippines program.

The brochure reflects a change in ground handlers meaning there are new multi-tour listings, along with extended tours, day tours and experiences plus a plethora of hotel options.

It will be on shelves early in 2014 but can be also accessed online by **CLICKING HERE**.

For more of the latest brochure releases see **page four.** 

#### **EY boosts Chengdu**

**ETIHAD** Airways will add a fifth weekly flight on the Abu Dhabi-Chengdu route effective 01 Feb.

Travel agent GDS screens show the additional A330-200 flight operating each Sat.

### King outlines changes at ATEC

AUSTRALIAN Tourism Export Council chair John King has confirmed a number of resignations at the organisation, as the board continues with the process of choosing a new md following the departure of Felicia Mariani (*TD* 09 Sep).

In an update issued on Fri King said the selection process was "very much focused on the achievement of reducing costs, increasing member value and engagement, and better management."

Recent staff changes include the resignation of Julie Smith, ATEC manager of Government Relations and Communication, along with Jemma Still, General Manager Industry Education.

"These two positions will not be replaced in the short term," King said, while Gemma Sinnett, PA to the managing director is also leaving ATEC, with the board expressing its "sincere gratitude for the contributions made to the industry by these team members". King's update also confirmed that Nathan Harding, md of WAbased Discover Australia Holidays was elected as ATEC's new deputy chairman at the recent AGM.

ATEC's board is currently engaged in a strategic planning initiative externally facilitated by Sandwalk Partners, with an initial report leading to a "streamlined structure" within head office to enable the incoming managing director to "hit the ground running" with a greater proportion of ATEC resources focused on directly delivering members with value.

Key issues recently raised with new Trade and Investment Minister Andrew Robb include "over the top regulation and red tape hindering tourism and hospitality developments," visa reform, skills and labour issues, the need to maintain the Tourism Australia marketing budget and the importance of better cross-government coordination mechanisms.



# Travel Daily First with the news

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#### **MIXED CABIN FARES** ON SALE NOW Economy/Business fares

CLICK **HERE** FOR DETAILS

### Sichuan bears it all in SYD



**SICHUAN** Airlines' inaugural flight from Chengdu via Chongqing arrived in Sydney last Fri, with its president confidently predicting the twice-weekly service will open up access to thousands of new tourists from western China.

At a welcome ceremony at Sydney Airport, Li Haiying said his Airbus A330-200 aircraft will offer more than 50,000 seats per year and will be an important air-bridge for trade and tourism between the two countries.

With 24 Business and 230 Economy Class seats, flight time from Chengdu to Sydney is 10hrs.

"This is an exciting day for Sydney airport as the new route is valuable to the NSW economy and is worth an estimated \$37m," said Kerrie Mather, ceo Sydney Airport.

"As home to hundreds of thousands of people with Chinese ancestry, Sydney is the perfect destination for Sichuan Airlines." Mather added.

She said Sydney Airport now has 46 weekly direct departures to six destinations in mainland China -Beijing, Guangzhou, Nanjing and Shanghai in addition to Chengdu and Chongqing - and 94 flights a week to greater China which will increase to 99 flights per week

over the upcoming Chinese New Year period.

"With growth of 15% over the past year, we expect China will soon be our largest international market," Mather said.

Mainly a domestic carrier based in Chengdu, a city famous for its Pandas at the local zoo, Sydney has become Sichuan Airlines' third international destination after Vancouver and Melbourne, where it has been operating 3 weekly flights since February.

Established in 1986, the airline has a fleet of 81 aircraft and is majority-owned by the provincial government.

China Southern Airlines is another stakeholder in the carrier.

#### Rhapsody overboard

A PASSENGER on board Royal Caribbean's Rhapsody of the Seas has died after falling overboard while the ship was en route from Sydney to New Caledonia.

Another cruiser saw the man go overboard, with the incident also captured by CCTV and the ship immediately stopped to recover the body with the assistance of the Australian Maritime Safety Authority's search aircraft and P&O's Pacific Pearl which joined the search.

#### **Breckenridge opening**

**US** ski giant Vail Resorts today announced that the brand new Peak 6 area at Breckenridge Ski Resort in Colorado will officially open to the public at noon on Christmas Day.

The area, accessible via the brand new Zendo Chair and Kensho SuperChair, will add more than 540 acres of skiable terrain, representing an increase of 23%.

It's the first significant expansion at Breckenridge since 2002, and is being billed as "one of the biggest and most notable ski area terrain expansions in North America in the past decade".

The creation of the new area is being showcased in a series of online videos accessible at youtube.com/Breckenridge.

#### **Gow-Gates proffers** airline protection

**GOW-GATES** Insurance Brokers says the collapse of NSW regional carrier Brindabella Airlines (TD 16 Dec) is a timely reminder to travel agents to avail themselves of new products which can ensure that they are protected against credit card charge backs.

Gow-Gates has worked with International Passenger Protection and AFTA to bring new supplier insolvency insurance products to the Australian market (TD 18 Nov), and in a statement issued on Fri said it's been "already inundated" with requests for the products.

AFTA ceo Jayson Westbury said that everyone in the travel industry has "bad memories of the past airline failures," including the more recent collapse of Air Australia.

"One of the best things about these new products that are now available is that agents can get protection against this exposure," he said.

Gow-Gates ceo Chris Mackinnon said the insurance products mean agents are in a position to come to the rescue of their passengers via refunds and repatriation.



### Window Seat

**THE** latest tourist attraction to open in the French Alps is a breathtaking "glass cube" in which guests are suspended more than 1km above the nearest mountainside (below).

The Chamonix Skywalk has been constructed on the Aiguille du Midi mountain, which towers 3,842m above the valley.

It's claimed to be the "tallest attraction in Europe," with entry into the transparent box included in the price of a cable car ride up the mountain.



**THIS** is certainly the way to celebrate the festive season.

British celebrity chef Martin Chiffers has created what's being billed as the world's most expensive Christmas pudding and it can be on your table this Wed for just £23,500 (A\$43,000).

Special ingredients include rare Mamra almonds from Iran, Agawa dates and a selection of rare liqueurs including cognac from a bottle of Duret 1810 which costs over £10,000.

Of course there's also a coin cooked in the pudding, but rather than the traditional sixpence in this case it's a gold Henry VI Salut d'Or worth about \$12,000.

The special treat is available online at www.veryfirstto.com, with spokesman Marcel Knobil saying he was thrilled to offer the pudding that is "infused with history and tradition.

"I certainly would be requesting an extra large portion, both for its exquisite taste and in the hope that it could contain the coin!" he quipped.



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#### **New Shenzhen Hilton**

**HILTON** Hotels & Resorts has announced the opening of the new Hilton Shenzhen Shekou Nanhai, in China's Guangdong province.

The 16-storey property has 323 rooms including 16 suites, along with six restaurants and 2900 square metres of meeting space.

#### CX 777-9X order

**CATHAY** Pacific has become the first Asian carrier to order Boeing's new 777X aircraft, on Fri confirming an order for 21 new generation 777-9X planes.

CX ceo John Slosar said the plane would be ideal for long-haul destinations in North America and Europe, offering improved payload range capability and reduced operating costs.

The 777X was launched last month at the Dubai airshow and has already garnered a record 259 orders, with first deliveries targeted for 2020.

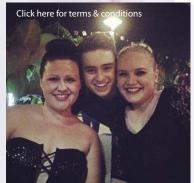


Travel Daily's popular Christmas photo competition is back! **Fraser Suites Perth** want to celebrate the festive season with the travel industry, and are asking you to send in your work Christmas party photos throughout December.

At the end of the month, the judges will select the most creative photo and the person who submitted this will win two nights

accommodation for two guests at Fraser Suites Perth, including daily breakfast and complimentary Wi-Fi.





**Pictured:** Two lucky Harvey World Travel Mt Ommaney employees had the pleasure of meeting the winner of The Voice, Harrison Craig, whilst attending their Christmas party.

Left to Right: Krystal Fysh, Harrison Craig and Astrid Lorenzen.

For your chance to be featured in **Travel Daily**, email your festive photos (including names of the people pictured) to: xmasphotos@traveldaily.com.au.

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#### **Brochures of the Week**

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



#### Infinity Holidays - Indian Ocean 2014

New for 2014 is the exciting addition of honeymoon and family packages to the rapidly growing region. Also new is a wide selection of day tours in Mauritius including the iconic Walk with the Lions tour, Dolphin Swim experiences and a Catamaran cruise. The guide also features a wide selection of FIT product for travellers to design their own holiday in the Maldives, Seychelles and Mauritius, including transfers by road

and seaplane as well as a huge variety of hotels and resorts for all tastes.



#### Swagman Tours - Africa 2014

Sunway Safaris has released its latest range of African participation-rich adventures through Swagman Tours, promoting the fact no groups exceed more than 12 passengers, ensuring a more in-depth experience. One tour from the 2013 range has changed, with the Botswana Kalahari becoming a more specialist wildlife tour centered around the Central Kalahari & including a walk with a traditional San Bushman guide. Other

destinations available include the Okavango Delta, Victoria Falls & Kruger.



#### Lindblad Expeditions - Explorations 2014

Featuring a front cover image taken by one of its passengers during a visit to Camp Leaker while on an expedition, the new Lindblad Expeditions guide is the main release from the firm and features every available voyage and information on every destination visited. The expansive range includes the soon-to-berebranded National Geographic Orion and a brand new itinerary exploring the largely unexplored islands in

Haida Gwaii on the 62-pax National Geographic Sea Lion and Sea Bird.



#### Beyond Travel - Eastern Europe & Beyond 2014

Eastern Europe is rapidly growing in popularity with the Australian market, and to meet rising demand, Beyond Travel has expanded the range of itineraries again in 2014. Tours include visits to major cities and more remote and picturesque regional communities and towns, such as the 24-day Prague to Istanbul special journey. One of the boom destinations well represented in the brochure is Poland, with many

Aussie travellers with Polish heritage looking to trace their cultural roots.



#### Seniors Coach Tours - 2014 Holidays

Itineraries in the new guide from Seniors Coach Tours are packed with inclusions, from many meals, snacks, return airfares, admittance to attractions and more. Departures to popular destinations such as Tasmania and the Kimberleys are plentiful and big on comfort. More than 30 tours are available, ranging from 8-14 days and covering many parts of Australia including North Old, country Vic, SA, WA, the Sunshine Coast.





On behalf of Adriana D'Angelis and the AA Team, we would like to thank all of our clients and candidates for your great support in 2013. We wish you all a wonderful Christmas and a prosperous New Year.

We look forward to assisting you in 2014.

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Ring for a confidential chat today as this position won't be around long.

#### BOOMING EVENTS ROLE SENIOR EVENT MANAGER SYDNEY – SALARY PACKAGE TO \$\$

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. If you have experience managing a team, managing events, from small corporate meetings through to large international incentives & conferences, come and see that this fantastic. Growing organization can offer you.

# TREAD THE HALLS OF POWER CORP TRAVEL PROJECT MANAGER x2 – APAC SYDNEY - SALARY PACKAGES \$100K+

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives.

# CALLING ALL FARMERS CORPORATE CLIENT RELATIONSHIP MGER MELBOURNE – SALARY PACKAGE TO \$85K+

With a vacancy in Melbourne, this award winning TMC is a perfect match for an ambitious corporate travel Account Manager moving up. This position is offering a great salary package and a seniority that will elevate your career profile. Managing an impressive portfolio, this role will involve strategic development, service delivery, and managing relationships with key suppliers.

# MISSING HOME, DON'T LET THIS ONE SLIP BY CORPORATE CALL CENTRE MANAGER AUCKLAND – GENEROUS SALARY \$\$

This award winning Corporate travel management company is looking for an experienced Call Centre Manager with travel experience to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills.

# TECHNICAL SPECIALIST WANTED! NATIONAL IMPLEMENTATION MANAGER x2 SYD & MEL – EXECUTIVE SALARY PACKAGE \$\$

Key responsibilities will include understanding client needs within the online space and determine what solutions will provide value along with retaining and growing an existing client base. You will build and deliver detailed and high level product demonstrations, train and execute implementation plans and be the primary escalation point to support technical enquiries. You will come from a strong corporate travel management background

# JUST CRUISIN INDUSTRY BDM – PREMIUM PRODUCT MELBOURNE - SALARY PACKAGE \$\$\$

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

#### PASSION FOR PRODUCT SUPPLIER RELATIONS MANAGER SYDNEY- SALARY PACKAGE \$70K++

Are you a hotel wiz, dedicated to exceeding targets and technically savvy? You will be responsible for managing product and ensuring this market leader remains at the top of their game. You will be communicating initiatives along with maintaining relationships. To be successful you will be experienced in supplier relations, competitor analysis with strong contracting and negotiation skills.