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# Travel Daily

First with the news

Tuesday 19th April 2011

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ISSN 1834-3058

## New MH business class

**MALAYSIA** Airlines has launched its brand new business class product (**TD Fri**), and today **Travel Daily TV** features an exclusive look at the lie-flat seats which debut on the Kuala Lumpur-Brisbane route tomorrow.

Malaysia Airlines will tonight host a special celebration in Brisbane to welcome the new aircraft, the first of 15 new A330-300s for MH.

To view Barry Matheson's live report from the ceremony in Malaysia click on the logo above



or see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

## QF hikes surcharges 67%

**QANTAS** int'l passengers will pay a fuel levy of \$250 each way to North America from next week, after the carrier announced increases of up to 67% in its fuel surcharges (**TD breaking news**).

It's the third time QF has hiked

fares and surcharges since Feb, with the levy now becoming \$290 for flights to UK/Europe (up \$100), \$200 for South America, South Africa and India (up \$50) and \$145 for Asia, Pacific and Hawaii routes (up \$40).

Domestic, regional and Tasman fares will also increase by 5% and a fuel surcharge will be added to domestic (\$10) and Tasman (\$20) frequent flyer Classic Awards seats, according to QF ceo Alan Joyce, with all the changes effective Thu 28 Apr.

He said that Qantas' second half fuel bill will be up by about \$300m on the first six months of the year, with the situation continuing to be under review.

"Further increases will be considered if necessary," Joyce warned.

## Virgin res ready for DL

**VIRGIN** Blue's reservation upgrade last weekend (**TD Fri**) was another step forward in the carrier's move to gain approval for its planned alliance from US regulators with Delta Air Lines.

Overnight, Delta informed the US Dept of Transportation of the successful upgrade to Navitaire New Skies 3.3.1 (as flagged by **TD** on 18 Oct), which means the 'DL' code can be displayed on flights operated by both Virgin Blue and Pacific Blue.

"The compatible systems and procedures are now in place to support automated codesharing across the Delta/Virgin Blue Group networks under the proposed joint venture," Delta's md Government Affairs Alexander Van der Bellen told the DoT.

## 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
- Consolidated MH incentive

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# Travel Daily

First with the news

Tuesday 19th April 2011

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## Kunkel promoted

AUSTRALIA's own Heidi Kunkel has today been named as Club Med's new chief executive officer, East and South Asia & Pacific.

Kunkel will relocate to Singapore from her current role as head of Club Med Japan and Korea, with the appointment part of a regional reorganisation which will also see the establishment of a new Shanghai-based Greater China business unit for Club Med.

## Carnival Cruise Lines Oz head

CARNIVAL Cruise Lines (CCL) has appointed Jennifer Vandekreeke as its first ever Director, Australia, with the move coming in the lead-up of the down under deployment of *Carnival Spirit* in Oct 2012 (TD 12 Jan).

Vandekreeke will report into Carnival Australia (which already represents other Carnival brands incl P&O, Princess, Cunard and Seabourn), moving from her most recent role as CCL's Miami-based Director of Advertising.

The move means that Carnival Cruise Lines will have dual representation in the Australian market, with the brand's current gsa, Travel The World, confirming that it will continue to look after "all international Carnival Cruise

Line cruises," as well as the Honolulu-Australia relocation.

Vandekreeke will launch the brand's Australian cruises, which are the first time Carnival Cruise Lines has permanently deployed a ship outside the USA.

She's tasked with recreating the brand's "authentic and fun atmosphere" and has reportedly recruited a dedicated Australian marketing team.

## JTG board reshuffle

JETSET Travelworld today announced the resignation of one of its directors, Michael Riches, who was appointed to the board just over six months ago.

Riches is a lawyer, and has departed to take up a full time executive role with another company which is not part of the travel industry, JTG said.

The firm is proposing that he will be replaced by Stephen Bennett effective 28 Apr.

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## Feb dom. air stats flat

3.98 million passengers were carried on domestic airlines in Feb 2010, down 10,000 people on the same time last year.

According to govt stats released today, load factors over the same period dropped 3.7% to 75.7%, & available seats kms (capacity) increased 6% to 5.90 billion.

Seat utilisation on individual routes dropped on 39 of 53 routes.

The lack of growth was mainly attributed to the severe weather conditions in Qld during Feb.

Pax numbers for the year ending Feb rose 6.9% to 54.21 million.

## DJ SYD Valet parking

VIRGIN Blue's new Premium Entry Lounge at Sydney Airport (TD yesterday) has 10 drop off bays directly at the Premium Valet, along with a significant number of long-term parking places for guests.

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CHINA HOLIDAYS

# Travel Daily

First with the news

Tuesday 19th April 2011

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[CLICK HERE for further details](#)

## Check out TD's new website!

IT didn't happen overnight, but it did happen...

*Travel Daily* is today proud to launch a new website which has been under development for the last 18 months or so.

And to celebrate we're giving

our lucky readers all the presents, with a special launch competition offering a prize of a fabulous trip for two to Abu Dhabi.

This comp is separate to our normal monthly competition (see **page eight**) and aims to get you to explore the great new features of the website.

As well as giving a quick overview of the latest *Travel Daily* headlines, the site incorporates all of the recent jobs advertised in the newsletter plus details of *TD's* competitions.

*Travel Daily TV* has its own page, along with the latest industry photos and there are also agent tools including a free brochure listing service (feeding from our popular Monday *Brochures of the Week* feature) and an events calendar, making it a 'one stop shop' for the latest travel industry information.

Enjoy it all and enter the comp at [www.traveldaily.com.au](http://www.traveldaily.com.au).

## Star Micronesia pass

STAR Alliance has today unveiled its latest fare product - a Micronesia Airpass allowing passengers to purchase up to ten United/Continental sectors across Micronesia on a single ticket.

The Micronesia Airpass can be used to commence in Cairns, Guam, Hong Kong, Manila, Nadi, Palau, Saipan or a Star Alliance destination in Japan.

Itineraries are valid for up to three months, must comprise at least three flights and include at least two 24-hour stops in different destinations, with prices ranging from US\$75 to US\$375 per sector.

## Fri's Poppins winner

**CONGRATULATIONS** to Solinda Person from Corporate Traveller, who was the final winner of a double pass to *Mary Poppins* in last week's *Travel Daily* competition in conjunction with Qantas Holidays.



## Window Seat

**AIRASIA'S** upcoming charity flight featuring flight attendant Sir Richard Branson (*TD* 14 Apr) is set for a titillating prequel.

AirAsia chief Tony Fernandes, whose winning F1 Racing bet with Branson is seeing the human headline frock up for the flight from London to Kuala Lumpur early next month, has managed to convince the Virgin founder to agree to have his legs shaved by one of the passengers.

"As an AirAsia flight attendant, Richard would have to comply to our grooming standards, and that includes shaving his legs," Fernandes said.

The "lucky" passenger will have to pay £400,000 to charity for the shaving privilege.

**GAP** Adventures' ceo Bruce Poon Tip travels a lot, which is probably why he's sometimes a little intolerant of some of his fellow passengers.

A prolific Twitter user, Poon Tip yesterday sent a tweet complaining that he was "sitting beside the largest man in the history of aviation...I should be charged half price because I only get half my seat."

He followed that up with another zinger a few moments later: "If you're going to take up two seats, can you drench yourself in something better than Aqua Velvet and High Karate Cologne".

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from \$569pp twin share

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Travel: 01May - 14Jun11

1 Night Delta Bow Valley, breakfast  
3 Days all inclusive car hire with GPS  
2 Nights Tekarra Lodge Jasper  
2 Day/1 Night Icefields Parkway Adventure

from \$699pp twin share



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### Webjet \$35 incentive

**WEBJET** today launched a promotion offering a \$35 Webjet voucher for every hotel booking. The 48 hour campaign is valid for bookings worth over \$200.

### Waldorf Bund opens

**HILTON** Worldwide yesterday formally opened the Waldorf Astoria Shanghai on the Bund, the first Waldorf Astoria branded hotel in China. The 252-room two tower luxury property was soft launched in Aug last year.

## PCOs Star in Hong Kong famil



**ABOVE:** Eight senior managers from key Australian Professional Conference Organisers recently attended a famil to Hong Kong courtesy of the Hong Kong Tourism Board, Cathay Pacific & Starwood Hotels and Resorts.

A highlight of the trip included a visit to the 'Sky100' observation deck as well as sightseeing, dining, culture and shopping.

Pictured here near the Star Ferry terminal over looking Hong Kong Island back row **from left**

are: Erin Dimsey, Destination Event Management; Matthew Lazarow, Impact Organisation; Kellie Frank, HRG Australia; Saxon Mitchell, Venue Management; Cate McDonald, Cievents; Megan Fleming, Starwood Hotels and Resorts; Jane Scribner, HKTB; Michelle O'Donahoo, Sane Event Management; and Melissa Mannix, ETM.

Front row: Roslyn Lee, Cathay Pacific & Josie Hough, Directions.

### Wu SQ/MI payments

**WENDY** Wu Tours is advising travel agents that clients with unpaid bookings on Singapore Airlines and SilkAir flights need to have airfare or final payment to the tour operator by 19 Apr.

The action is required to avoid SQ/MI's fuel surcharge increases of between US\$28-\$48 per sector that come into effect on 21 Apr (*TD* yesterday).

### 10% off BIG4 in May

**BIG4** Holiday Parks is offering members a 10% discount on selected accom and sites in May.

### Pinetrees relaunch

**PINETREES** Lodge on Lord Howe Island has launched a new website and blog following the take over by new owners, Dani Rourke & husband Luke Hanson. See [www.pinetrees.com.au](http://www.pinetrees.com.au) or [ultimateseachange.blogspot.com](http://ultimateseachange.blogspot.com).

## NRL Rd 6 Winner

**CONGRATULATIONS Mark Howden**  
from *Banksia World Travel*  
Mark is the top point scorer for Round 6 of *Travel Daily's* NRL industry footy tipping competition.

Mark has won a complimentary family pass (two adults + two children) to Sydney WildlifeWorld, courtesy of Sydney



### Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai & Abu Dhabi, courtesy of **Emirates** and **Jumeirah Hotels & Resorts**

**2nd Prize:** 4-night holiday to Kuala Lumpur & Penang in Malaysia, courtesy of **AirAsia** & **Parkroyal**

**3rd Prize:** Apple iPad 2, courtesy of **Compass Car Rental**

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## DJ A330 CASA tests

**VIRGIN** Blue will this week demonstrate to the Civil Aviation Safety Authority (CASA) that its ready to operate its Airbus A330.

DJ needs regulatory approval to fly the aircraft ahead of its East-West coast operation next month.

DJ Group executive of product & guest service Martin Daley told **Travel Daily** yesterday that the A330 has been flying between different ports as part of training for crew and staff, but not as scheduled services.

## WHSmith at SYD

**UK SPECIALIST** news, travel convenience and bookseller, WHSmith, has opened its second outlet in Australia in the arrivals hall at Sydney Int'l Airport.

WHSmith's other location is at Melbourne Airport.

## Strategic inaugural

**STRATEGIC** Airlines landed in Gladstone Airport for the first time yesterday bringing over 200 guests to the region.

Australia's new full service carrier will offer 20 weekly services to the region from Bne, using an Airbus A320 jet.

The launch coincided with Gladstone Airport's upgraded checked bag and pax screening.

# Driveaway king's of the world



**ABOVE:** The Driveaway sales team reached new heights during their recent sales conference held in Sydney.

The staff took time out to experience the Skywalk on top of Sydney Tower, the city's highest peak, to discover the lights of the NSW capital.

Pictured here from left are: Sandra Fleming, Penny Henderson, Jason Dyktynski, Rebecca Costello, Claire Turner, Nathan Baber and Angus Ratcliffe.

Front row: Julia Warner and Jennifer Julio.

## World's tallest hotel

**DUBAI** will retain the title of being home to the world's tallest hotel, after Marriott International announced yesterday it would open its eighth and the highest skyscraper next year in the UAE.

The 355 metre tall JW Marriott Maquis Hotel will eclipse the current title-holder, the Rose Rayhaan hotel, by 25 metres.

The 80-storey JW property will become Marriott's largest hotel outside of the US, and offers 4,015sqm of conference space.

## Project Manager - AU/NZ



STA Travel is the world's largest travel company specialising in selling an array of amazing travel products to young adults and adventurous travellers. We are a global company and operate through 350 branches worldwide. As we grow, we will continue to change the way people think about travel. We currently have an opportunity for a Project Manager to join the Operations team at our brand new office on Southbank!

The core of your role will be to lead, manage and implement all aspects of projects within the Australia/New Zealand Division. You will also manage the implementation of new initiatives and process changes with operations.

### Key Accountabilities:

- Manage project budgets and allocation of project resources
- Focus on project governance and process, stakeholder collaboration and alignment with STA business objectives
- Coordinate the actions of other personnel within the business to achieve successful and timely adoption of change
- Identify the need for change and create measurable actions and goals to achieve this.

The successful candidate will have qualifications in Project Management and a minimum of 12 months Project Management experience. In addition, you will possess strong logical and analytical skills with the ability to think creatively and objectively. Travel industry experience highly regarded.

STA Travel develops its people for a career, not just a job. You will be committed to a long term rewarding career that will be developed through personal development opportunities. So if you love travel, have proven Project Management experience and want to start your career journey onboard with STA Travel.

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Applicants must be Australian Residents or hold a current unrestricted working visa.



## Air Reservations Team Leader

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Established in 1981, Discover the World Marketing has over 80 offices in more than 60 countries. Discover is the largest travel representation company with more than 55 major clients worldwide. Our Australian office represents a variety of airlines, hotel chains, a cruise line and other global travel companies.

We are currently seeking a highly motivated Air Reservations Team Leader.

Reporting to the Operations Manager, the successful applicant will provide services in all areas to our Air Clients customers. The applicant will develop and maintain all communication channels and documentation in relation to the position and department. A minimum of 2 years experience in international air fares and ticketing is required and Computer Reservation System (CRS) knowledge is essential, preferably Sabre/Amadeus.

**Click here to view the full job description.**

**Please send all applications to: [hr@discovertheworld.com.au](mailto:hr@discovertheworld.com.au)**

**Applications close on 2nd of May and only successful candidates will be contacted.**



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# Peregrine agents horsing about



**ABOVE:** Singapore Airlines, Peregrine and Geckos hosted travel agents from Qld, NSW, Vic, ACT and SA recently on a 10-day famil to Turkey.

Highlights of their time in the country included visits to Istanbul, Gallipoli, Troy, the Greco-Roman ruins on Ephesus and the cotton castle Pamukkale.

The group also experienced Singapore's new direct Singapore to Istanbul link.

Pictured above in the wooden

horse in Troy, *clockwise from top right* are: Leon Vandenberg, SQ sales executive Vic; Tristan Ryder, Student Flights Canberra; Dave Ellis, Cruiseabout Belmont; Alicia Turpin, Flight Centre Belconnen, ACT; Fleur Brenkley, Phil Hoffmann Travel Glenelg SA; Rachel Jenkinson, Flight Centre Chirside Park Vic; Mel Proeve, Jetset Travel Norwood SA; Shannon Wilson, Escape Travel Burleigh Town Qld; Sarah-Louise Scale, Peregrine and Gecko's Adventures area sales manager Qld; Brett Robinson, Harvey World Travel Leopold Vic; Kellie Lee, HWT Ringwood Vic and Elisa Gesualdi, HWT Elizabeth SA.

## KE 2nd Russian city

**KOREAN** Air will recommence services to St. Petersburg, Russia travelling thrice weekly from its Incheon hub, using Airbus 330 aircraft, effective 26 Apr.

## HA A330-200 delivery

**HAWAIIAN** Airlines has taken delivery of its fourth Airbus A330-200 aircraft, with plans to use the jet on its LAX and LAS routes.

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cruise  
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**Canada**

# Queensland Kiwi push

**TOURISM** Australia's 'Nothing Beats Queensland' campaign was launched in New Zealand last weekend as part of the Federal and State Governments' joint \$12 million tourism recovery strategy.

New Zealand represents 20% of all international visitors to the state, and Tourism Australia and Tourism Queensland hope this new \$1 million push will reassure Kiwi's that "Queensland is ready and waiting to welcome."

The extensive campaign will use TV, print, billboard, online and multimedia to "help spread the message that nothing beats Queensland's holiday destinations to one of our key markets," said Martin Ferguson, Minister for Tourism.

The campaign focuses on attractions such as Queensland's reef, beaches, rainforests and theme parks.

404,000 New Zealanders visited the Sunshine State last year, spending \$526 million on their trips, Qld Tourism Minister Jan Jarrett said.

"It is forecast that New Zealand arrivals to Australia will increase by an average of two percent per year and reach 1.4 million arrivals by 2010," Jarrett said.

This promo is designed to entice Kiwis to book a Qld holiday now.

## Money

**WELCOME** to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US\$1.048**

**THERE'S** no wonder that outbound travel demand is so strong, with the Australian dollar continuing at record highs and some analysts now predicting it could reach as high as US\$1.10 in the coming months.

And it's not just the US currency - the A\$ is also providing huge bargains for travellers (not to mention margins for wholesalers) to the UK and Europe too.

*Wholesale rates this morning:*

US	\$1.048
UK	£0.643
NZ	\$1.322
Euro	€0.735
Japan	¥86.08
Thailand	฿31.54
China	¥6.68
South Africa	R7.06
Canada	\$100.41
Crude oil	US\$107.58

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**Last week's \$1,000 winners are:**

- Natalie Youl, St Lucia, QLD
- Bradley Thompson, Townsville QLD

**Last week's \$250 winners are:**

- Amber Pope, WARRNAMBOOL VIC
- Kristy Osborne, PRAHRAN VIC
- Natasha Penney, MENTONE VIC
- Lacey Tungpalan, REDCLIFFE QLD
- Vicky Vellis, ROSELANDS NSW
- Andrew Rogers, UNLEY SA
- Katrina Imbruglia, STAFFORD QLD
- Anita James, GLENELG SA
- Monmala Samounry, BRISBANE QLD
- Kim Reyes, MELBOURNE VIC
- Rachel Keene, PORT DOUGLAS QLD
- Jade McGrady, WARWICK QLD
- Meagan Burke, JESMOND NSW
- Kimberley Buchanan, WEMBLEY WA
- David Hackett, AMBERVALE NSW
- Lisa Noye, TOOWOOMBA QLD
- Lilian Joury, GLENROY VIC
- Jemima Speed, BRISBANE QLD
- Cathy Moir, SYDNEY NSW
- Catrina Macleod, SYDNEY NSW

Payments will be processed at the end of the month





**WIN 2 CRYSTAL GLASSES FROM THE EASTER BUNNY**



To celebrate Easter, **Travel Daily** has teamed up with **Pezula Resort Hotel & Spa** this week and

today is giving one lucky reader the chance to win a fantastic Pezula hamper valued at over \$100 (pictured above)\*.

The Pezula hamper includes a pair of engraved Crystal Cut Sherry Glasses as well as a Bunny Buddy and imported chocolates.

For your chance to win this great prize, simply be the first reader to send in a correct answer to the question below:

**What is the prize value for the Pezula Private Castle Trade Incentive Campaign?**



Email your answer to: [pezulacomp@traveldaily.com.au](mailto:pezulacomp@traveldaily.com.au)  
Hint! Visit [www.pezula.com](http://www.pezula.com)

Congratulations to yesterday's lucky winner, **Joanne Karagiorgas** from **Avis Australia**.

\*Please note: participation in the competition allows Pezula Resort Hotel & Spa and its representation company, Gorman Leisure Group, to include them on their promotional mailers.



**EK applies fuel levy**

**EMIRATES** has responded to the soaring oil price by adding a fuel levy to all of its airfares.

A spokesperson for the carrier told **TD** that Emirates had "already incurred substantial costs by absorbing the recent price rises.

"The surcharge gives us the ability to respond faster to market conditions, rather than a lengthier process of incorporating them into fares," the carrier said.

Emirates said applying the levy also made it possible to decrease prices quickly as oil prices fall, with the surcharge reviewed on an ongoing basis.

According to *Arabian Business* the surcharge ranges from AED40 (A\$10) to AED520 (A\$135) per sector depending on route and class of travel.

**Free night in Tahiti**

**TAHITI** Travel Connection is offering one night free in an overwater bungalow at the Hilton Moorea Lagoon Resort and Spa when booked as a seven-night package, now priced from \$3275pppts ex SYD or MEL.

The limited offer is valid for sale until 30 Apr for select travel dates - for mor einformation go to [youdeservetahiti.com.au](http://youdeservetahiti.com.au).

**Dreamliner training**

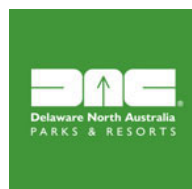
**BOEING** says it's achieved qualifications for its network of 787 *Dreamliner* training campuses that are now ready to be used with approved training courses in Seattle, Singapore, Tokyo, London Gatwick and Shanghai.

The achievement means Boeing has 787 training facilities on three continents ahead of the long-awaited aircraft's entry into service later this year.



**ABOVE:** A group of agents spent some time in the beautiful Cook Islands recently visiting Aitutaki and Rarotonga, hosted by Travelscene American Express, Travelscene Holidays and Air NZ. Pictured at sunset from left are: Dawn McKiernan, TSAX bdm; Sue Burgess, Air New Zealand; Janelle Campbell, Travelscene

Holidays; Angelica Regner, Travelscene Holidays; Michelle Ryan, Travelaction Bendigo; Clare McConville, TS Monbulk; Carolyn Donders, TS Wodonga; Dannielle Allaway, TS Wangaratta; Danielle Gunasekera, TS Bairnsdale; Traci Webber, TS Cranbourne and Shirley Baum, Travelscene @ Lyn McNaught.



**Marketing Manager**

Delaware North Companies Australia (DNCA), a global leader in hospitality industry, boasts an impressive portfolio of Parks and Resorts including: Lizard Island Resort, Heron Island Resort, Wilson Island Resort, El Questro Wilderness Park & Homestead and Kings Canyon Resort.

Delaware North Parks & Resorts division are looking for a talented and professional **Marketing Manager** to develop, support and implement strategies, products and promotions to increase visitation, occupancy and yield in these truly amazing places.

The **Marketing Manager** will engage with key Industry/Tourism and Government bodies to promote interest in our properties and will provide high level, expert internal and external advice on marketing initiatives. The specific responsibilities of the role include advertising, events/promotions, product development and public relations/media.

Based at our Melbourne Corporate office in East Richmond and reporting to the Director of Sales and Marketing, you will lead, motivate and manage the marketing team in the achievement of agreed targets and objectives.

**You will need:**

- Tertiary qualifications in marketing or equivalent
- Relevant nature based tourism experience is preferred
- Proven experience in developing and implementing marketing strategies leading to organisational growth
- Demonstrated ability to develop strong internal and external relationships
- Proven skills in leading and managing a team
- Excellent project management and organisational skills
- Well developed information technology skills
- High achievement orientation and continuous improvement philosophy
- Drive a culture of ownership, integrity and accountability
- The ability to balance achievement of business financial targets with other business drivers including customers and people

If you have the skills, experience and drive to excel in this role, please send your resume and cover letter to [nwhite@dnca.com](mailto:nwhite@dnca.com)



**Wholesale Operations Supervisor**



Long established wholesaler Eastern Europe Travel / Russian Travel Centre has an exciting position available as a Wholesale Operations Supervisor, located in Sydney CBD and reporting to the Managing Director. We seek an enthusiastic, organised and experienced candidate, with excellent people management skills, strong leadership qualities and a genuine interest in our destinations. A flair for product development would be an advantage, but not essential.

Please forward a brief covering letter and CV in confidence to: [jaynethomas@eetbtravel.com](mailto:jaynethomas@eetbtravel.com)

## Capper raises brand

**QUICKBEDS** has seen rapid growth during the last six months following a million dollar re-launch that includes former AFL showpony Warwick Capper as its brand ambassador (**TD** 11 Oct).

The Flight Centre offshoot today said that its consumer website had experienced growth of 130% in online traffic in the last financial year.

The 'Cheap and Easy' tagline was created to make the site stand out from other online accommodation providers said general manager John Feenaghty.

"We know that standing out from the crowd in a highly competitive and commoditised market was going to be crucial to survive", Feenaghty stated.

See [www.quickbeds.com](http://www.quickbeds.com).

## VA to c/s on PB to Fiji

**PACIFIC** Blue Airlines Australia has requested from the Int'l Air Services Commission to permit V Australia to codeshare on its services between Australia-Nadi.

Virgin is seeking the variation to cover six determinations it already holds allocations for.

**MEANWHILE**, the IASC has granted approval for V Australia to codeshare on Pacific Blue Australia services between Perth and Phuket.

Until Feb, VA operated its own aircraft to both Nadi and Phuket.

## Abu Dhabi traffic up

**ABU** Dhabi Airports Company has recorded a 9.4% year on year rise in traffic numbers, up to 2.8 million passengers during the first quarter of 2011.

Aircraft movements were also up 6% with V Australia beginning services from Australia, Etihad launching its Bangalore, India route & Air India Express adding flights to Amritsar and Mangalore.



## IGSA TRAVEL

### Had enough of working in a dreary call centre where each day you lose a little bit more of your soul?

We are looking for Melbourne's best corporate travel consultant to work as part of small team in a boutique firm in a great work environment in East Melbourne.

We look after the domestic and international travel needs of Australia's major corporate accounts with diverse requirements.

We are looking for an experienced, passionate and energetic travel consultant with the ability to manage significant corporate travel assignments and provide a service that is second to none.

We are looking for someone who pays attention to detail, has excellent verbal and written communication skills, has experience with the Sabre and Galileo booking systems, but more importantly has a real focus on client service excellence.

If this sounds like you then expect to be paid well above the market level and depending on experience a package up to \$70K.

Contact Ian Strachan on (03) 9650 9650 or send your CV to [ian@igsa.com.au](mailto:ian@igsa.com.au)

**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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## WIN a Luxurious Holiday to Abu Dhabi!

What other Australian state in 2012 will also operate V Australia flight services to Abu Dhabi?



**Abu Dhabi Tourism Authority** is giving one Travel Daily reader and their guest a chance to indulge and luxuriate in the exotic and charming Abu Dhabi emirate. Fly return economy class to Abu Dhabi courtesy of V Australia celebrating their new flights from Sydney and spend a luxurious 5 night stay at the sophisticated Jumeirah at Etihad Towers near the fashionable corniche area. Enjoy a City Spectacular Tour, a Dune Dinner Safari and return airport transfers thanks to Arabian Adventures. To enter simply name the images displayed each day (pictured) during the month of April 2011 and send your answers to [abudhabi@traveldaily.com.au](mailto:abudhabi@traveldaily.com.au) by 5:30pm Saturday 30th April 2011. (Click here for more information).



هيئة أبوظبي للسياحة  
ABU DHABI TOURISM AUTHORITY

## Siteminder Plug&Play

**SITEMINDER** is offering two way connection for hotels including Asia and eastern Europe with the use Sindata's Visual Hotel Program property management system (PMS) and booking site VHP.

The plug and play technology will distribute room availability and pricing to online accommodation sites such as Agoda, Expedia and Orbitz.

## Newmans wk5 winner

**NEWMANS** Holidays has named Fiona, Harvey World Travel South Yarra Vic as the final winner in its 'Win one of Five Ski Holiday' agent incentive.

Fiona has won five nights in Queenstown including return flights, accom at the Novotel and a three-day lift pass.

## Harris to head FCm UK

**FLIGHT** Centre in the UK has appointed Steve Norris to head up FCm Travel Solutions and Corporate Traveller.

He takes over the role from Debbie Carling who has stepped down as executive general manager for personal reasons.

**Pssst... vote**  
**Express Ticketing #1**

Category 23: Best Agency Support Service

Category 24: Best Sales Executive - Industry Supplier



**VOTE NOW**



## Seeking Career Satisfaction?

Find the Right Job with TMS



### Hot Jobs (Australia) - April 2011

Sydney - 02 9231 6444 - [nswjobs@tmsap.com](mailto:nswjobs@tmsap.com)  
Melbourne - 03 9602 1809 - [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane - 07 3221 9916 - [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth - 02 9231 6444 - [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions - 02 9231 6444 - [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive - **Alex and Sharon**  
- **Sally Frappe**

#### JOB OF THE WEEK!

### Sales Manager, Boutique Expedition Company

- (12 month contract) Salary to \$75K

Our client, a leading high end adventure company specialising in group travel is looking for an experienced Sales Manager. They are looking for a person with previous senior sales experience who will be able to implement a strategic sales plan to successfully move the business forward. You must have solid sales experience working in a travel company or tour operator with proven ability to plan, develop and execute sales strategies. You will have ability to lead, mentor and train staff, coupled with relationship building skills.

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

#### Corporate Travel Consultant – Sydney CBD

- Salary 55K

Experienced Corporate Travel Consultant to join a growing corporate team. The right person will enjoy a range of benefits including travel perks, relaxed and friendly atmosphere and lots of variety. Your duties will include consulting over the phone and email, selling travel arrangements to all corners of the world whilst delivering best customer service experience. You will have solid experience in corporate travel, strong product and airfare knowledge, Sabre trained, computer savvy, and ability to work under pressure in a fast paced environment.

Contact **Stacy Balderston** T: 03 96021809 E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or [apply online now!](#)

#### Fares and Ticketing Consultant – Sydney

- Work for respected brand
- Good salary package is on offer

Well known and respected Travel Wholesale Company. They provide a range of travel products across most popular destinations. Currently seeking an experienced Fares and Ticketing Consultant. Duties will include ticketing airfares deadlines, assistance with air related enquires (Air Desk) actioning queues through Galileo, Sabre & Amadeus. You will also be submitting BSP on a weekly basis, actioning refunds and re-issues, issuing ACM/ADM's and checking of air quotes completed by Customer Service staff. The successful candidate will have experience in a similar role within travel wholesaler or consolidator, solid airfare and ticketing knowledge and ability to work towards deadlines in fast paced environment. Min Certificate III in Tourism is required.

Contact **Anna Wachowiak** T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or [apply online now!](#)

#### Business Development Managers - MICE SYD BNE MEL

- Great earning potential
- Large travel company with fantastic management and support

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, a strong work ethic, be confident and highly self motivated.

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

#### Domestic Corporate Travel Consultant – Lower North Shore

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This role is responsible for providing end to end domestic travel management for corporations. This is a great opportunity for an experienced retail or domestic corporate consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you!

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

#### Business Development Manager - NSW

- Uncapped commission structure
- Training and development

Global TMC currently looking for an experienced Business Development Managers to grow their corporate business in NSW and ACT. The right person will enjoy the range of benefits such as uncapped earning potential, room to grow with Australia's largest TMC, ongoing training and development and career opportunities including working overseas if desired. Some of your duties will include identifying, qualifying and capturing new business; actively contributing to company's growth and delivering results against set objectives. Skills required include background in Business Development Management – Corporate. You will be a self-starter, highly motivated and driven. You will possess exceptional selling and negotiation skills. You will be flexible on working hours and travel. Hard work and dedication is a must.

Contact **Anna Wachowiak** T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or [apply online now!](#)



# AA APPOINTMENTS

RECRUITMENT CONSULTANTS

**LAST CHANCE TO HELP AA WIN!  
PLEASE VOTE US NUMBER 1  
IN THE NTIA AWARDS UNDER  
BEST AGENCY SUPPORT SERVICES.**



NSW & ACT – 8/6 O’Connell St – (02) 9231 6377 – apply@aaappointments.com.au

VIC, WA & SA – 1/167-169 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

OLD & NT – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com](http://www.aaappointments.com)**

## **YOUR CHANCE TO BECOME INTERNATIONAL! CORPORATE MULTI –SKILLED CONSULTANT SYDNEY – SALARY PACKAGE TO \$50K +**

Are you currently a Domestic consultant and can’t see any chance of moving into an international role? Well this is your golden opportunity. Our client, a highly sought after TMC, has a rare chance for a domestic consultant to join their team. As all consultants at this organisation are multi skilled you **WILL DEFINITELY** be trained into international. Enjoy amazing benefits, a great team atmosphere and career progression, apply today!

## **GET YOUR TICKET TO RIDE! AIR DESK CONSULTANT**

**SYDNEY - SALARY PACKAGE TO \$50K**

Are you a skilled ticketing consultant with amazing airfare knowledge? Have you used more than one CRS? We have a rare opportunity to join a leading wholesaler in the CBD. Join this leading organisation and enjoy an above average salary, with MON-FRI hours, fast career progression, and also be part of their fun, social network! You will need knowledge of BSP, ADM/ACM and fares and ticketing knowledge.

## **GET A QUICK FIX**

**EXECUTIVE LEISURE TRAVEL CONSULTANT**

**MELBOURNE (INNER) – SALARY PACKAGE TO \$80K (OTE)**

Bank balance looking a little low? Get a quick fix with this sensational role that will see you earning amazing commissions! A passionate, dedicated and highly knowledgeable travel consultant is required urgently to join this successful team of consultants. Dealing with the leisure and group enquires from their corporate clients, you will love the exciting itineraries you put together on a daily basis. Monday to Friday hours.

## **MAKE A TREE CHANGE**

**RETAIL TRAVEL CONSULTANTS**

**VICTORIA – SALARY PACKAGES TO \$50K**

Are you an experienced retail consultant looking for a tree change? There are some fantastic opportunities available for you currently including Bendigo, Geelong, Ballarat and Horsham so the only decision you have to make is where to move! Part-time and full time options available with generous salary packages attached. Strong GDS skills required for all roles. Call AA today for more information.

## **TRY BEFORE YOU BUY**

**TEMP RETAIL TRAVEL CONSULTANT**

**MELBOURNE (S /E) – HOURLY RATE UP TO \$25 P/H + SUPER**

This award winning agency, based in Melbourne’s South East, is in urgent need of a highly experienced retail travel consultant to join them. Initially, you will go in as a temp however there is the chance this contract could turn in to a permanent position; this will give you the rare opportunity to experience the environment before committing to a permanent role. Sabre skills required. Monday to Friday hours. Top \$\$

## **SICK OF FEELING LIKE JUST ANOTHER NUMBER?**

**CORPORATE TRAVEL CONSULTANT**

**PERTH (INNER) – SALARY PACKAGES TO \$55K**

Is your commitment to providing personalised customer service going to waste in your current corporate consulting role? Move to a company that rewards service minded staff with a top level salary, constant training and development opportunities, flexible work hours, educationals and travel discounts. With such a friendly environment, you will feel like part of the family here and will see you travel career flourish.

## **BECOME AN EXPERT IN YOUR FIELD!**

**DOMESTIC WHOLESALER CONSULTANT**

**BRISBANE - \$40k PKG**

Are you sick of time wasters? Feel you would shine in a role behind the scenes? We have the opportunity of a lifetime for you to join the best in Brisbane! A part of this well established wholesaler, you will be reaping amazing rewards! You will love being an expert on everything Australia and sell a range of domestic holidays packages to internal clients. Families are plenty in this role along with amazing \$\$\$\$. Min 12 mths exp required as a travel consultant. Jump behind the scenes today!

## **BE SEEN FOR YOU NOT A NUMBER**

**INTERNATIONAL TRAVEL CONSULTANT**

**NORTHERN BRISBANE SUBURBS - \$42K PKG**

Are you looking to make a change in your travel career? Want to work for a boutique agency that doesn’t treat you like another number? Work in an exciting environment close to home and enjoy the benefits of the LEISURE hours you’ll have to yourself. This agency has on offer a fantastic package, family, work/life balance and more time for you and your family. Successful applicants must have min 12 months retail consultant exp. Apply Now!



Sell!

Sell!

Sell!

Sell!

Sell!

Sell!

Sell!

# Explore MALAYSIA in Style

## CRITERIA FOR PRIZE 1

The top two agents in Sydney, Melbourne, Brisbane, Adelaide and Perth achieving the highest revenue sales on Malaysia Airlines between 28 March - 22 April 2011 will attend a luxurious famil to Malaysia.

## CRITERIA FOR PRIZE 2

For every return Economy class ticket issued - receive a \$20 voucher for David Jones

For every return Business/First class ticket issued- receive a \$40 voucher for David Jones

Sales Period: 28 March - 22 April 2011

Claim your vouchers by 29 April 2011, please email your local CT sales team

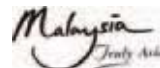


**Consolidated Travel  
Group**



Quikfares

Quickticket



**CONDITIONS:** This offer is open to all full time international selling agents only. Vouchers are capped and will be distributed on a first come, first served basis based on ticket orders received. Valid for tickets issued by Consolidated Travel or via Quickticket between 28 March - 22 April 2011 on 100% MH itineraries ex Australia plated to MH (232) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Malaysia Airlines reserve the right to alter or cancel the promotion any time. Vouchers & tickets (do not include surcharges or taxes) for this promotion are capped and will be distributed at the completion of the promotion, voucher claims must be received by COB 29 April 2011. All claims must be emailed to your local sales team. The top 2 producing agents per state (VIC/NSW/QLD/SA/WA) will be awarded Economy class (Australia/KUL) & Business class (KUL/Australia) familiarisation in June to Malaysia. Consolidated Travel Group ABN 60 004 692 791. Date of issue 28 March 2011.