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Travel Daily AU
First with the news

Tue 19 Jan 10 Page 1

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

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TRAVEL INDOCHINA

QF slashed business 27%

THE global economic downturn saw Qantas reduce the business class capacity of its 747-400s on some routes by 27% to just 38 seats as it adjusted to lower demand for premium seats.

The details are revealed in a response from Qantas to the ACCC enquiry into the renewal of its Joint Services Agreement with British Airways.

The ACCC has asked QF and BA a series of detailed questions, and although large sections of the response have been kept confidential, the document also confirms that QF and BA are looking at expanding their codeshare agreements, and looks at the possibility that BA could reduce its services to Australia.

"At this stage BA does not expect to reduce the amount of B747-400 services it operates," the submission states, but this remains subject to a range of factors including continuation of the economic recovery, no substantial fuel cost increases,

and "no substantial further increases in competitor activity."

During the economic crisis QF ceased selling First Class on some routes, and adjusted the available selling capacity in the economy, premium economy and business class cabins through a "virtual capacity" process which saw some lucky pax upgraded by one cabin type on the day of departure.

In the first phase economy capacity was boosted by 13% (32 seats) on a 747-400, with premium economy reduced by 4 seats and business cut to 38 seats.

The second phase saw economy and premium economy return to their standard levels but First Class seats sold as business class.

QF has confirmed that it's looking at a permanent change to its long-haul cabin configuration.

AFTA column today

TODAY'S *Travel Daily* includes this week's exclusive column from AFTA ceo Jayson Westbury, who had a busy time over the weekend commenting through various media outlets about domestic tourism - see page six.

Tiger sets price

TIGER Airways has announced the pricing of its Initial Public Offering at \$S1.50 per share, in the middle of the indicative range announced earlier.

The sale of the 165 million shares on offer will see the carrier raise S\$248 million (about A\$193 million), with reports from Singapore confirming that the offer was oversubscribed.

Singapore Airlines' 49% stake will be diluted to 33%, while the share held by Singaporean govt investment fund Temasek will reduce from 11% to 7%.

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HOT responds to AFTA

HOUSE of Travel has issued a statement responding to the AFTA discussion paper on the future of travel agency regulation and consumer protection, saying that while supporting reform, it believes the AFTA proposal "falls short in some areas".

NZ-based House of Travel owns the TravelManagers network as

BA strike vote

THE union representing British Airways cabin crew has confirmed it will hold another ballot which could see the carrier hit by a strike sometime in March.

The carrier is in dispute with cabin crew over pay, job security and working conditions, after announcing wide-ranging changes - particularly for cabin crew flying from London Heathrow - in response to the economic crisis.

Widespread disruption was expected over the Christmas period after BA crew voted in favour of a strike, but a court order stopped the walkout from taking place.

BA ceo Willie Walsh has written to the carrier's 38,000 staff offering them the opportunity to become "volunteer cabin crew" so that the airline can keep flying in the event that the industrial action goes ahead.

well as Pacific travel retailer Specialist Holidays.

CEO Joe Araullo said any possibility that the review could see the weakening of financial or mandatory qualification and experience requirements for establishing a travel agency "is of grave concern to us".

He also said that while options for broadening consumer protection via insurance should be looked at, an actuarial study of the insurance proposals in the AFTA plan should be undertaken.

"We need facts and figures in order to quantify potential risks and profits and to forecast the likely levels of premiums," he said. Other issues raised include credit card chargebacks, with the AFTA plan not allowing for travel agency risk where the agent acts as the merchant for multiple supplier transactions.

"Industry input is vital. We are the ones dealing with this every day; more information is needed at a deeper level and right now it isn't there," he said.

Araullo said he also believes the TCF should not be lost in the reform process, urging that it instead undergo a metamorphosis into the proposed AUS-ASTI "so that there is a continuity and retention of the TCF understanding and experience".

HOT said it welcomed the opportunity to submit its views on the discussion paper to AFTA, and encouraged other parts of the industry to also provide feedback on the proposals.

ICCA sellout

THE International Cruise Council of Australasia will see a full house at its annual awards dinner which takes place in Sydney this Sat.

ICCA gm Brett Jardine said about 360 members of the cruise industry would attend the gala night, proudly sponsored by TD's sister publication *Cruise Weekly*.

Window Seat

A BRITISH traveller is believed to be the first person ever arrested as the result of internet social networking phenomenon Twitter, after he sent a 'tweet' about a bomb threat at a UK airport.

26-year-old Paul Chambers says he was just frustrated at delays at Robin Hood Airport near Doncaster, when he sent a message using his iPhone saying "Robin Hood Airport is closed. You've got a week and a bit to get your s**t together, otherwise I'm blowing the airport sky high!"

He was arrested shortly after sending the message, and questioned for six hours before being released on bail.

A police spokesman said: "We advise members of the public to use such sites appropriately, as they are easily accessible to the public and any inappropriate use could cause unnecessary concern."

THIS weather is crazy!

It's still January, but an unexpected cold snap this week has seen the Australian Alps receive a light dusting of snow.

According to the Weather Bureau, temperatures plummeted to close to zero in the Snowy Mountains - which ski operators are naturally seeing as a foretaste of a bumper winter.

AN AMERICAN tourist who appeared to have a very sweet tooth has been charged with drug smuggling, after the dozens of chocolate bars in his luggage were found to allegedly contain cocaine.

Australian Federal Police officers said that when Customs staff searched the 42-year-old's bags after he arrived on a flight from Buenos Aires on Sun they found the bars were in fact a white powder coated in chocolate.

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Airline of the Year 2009
TTG Travel Awards 2009
QATAR AIRWAYS القطرية

Beyond \$400 credit

BEYOND Travel is offering credit of \$400 on a range of itineraries in Croatia, Eastern Europe and Russia which can be put towards the cost of sightseeing, extensions, upgrades or other tours, for bookings that are fully paid by 31 Mar.

The deal is available for trips departing before 31 Dec 2010.



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5 TRIPS TO CANADA TO BE WON*
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Canada
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New Austral fares

AIR Austral has launched new year-round fares from Sydney to Johannesburg, Madagascar and Seychelles to assist with boosting its Australian passenger numbers, which the carrier's ceo Gerard Etheve described as "healthy".

Fares now lead in at \$1,952 to JNB; \$1,500 to Madagascar, and \$2,009 to the Seychelles, while fares to Reunion and Mauritius now start at \$1,237.

JQ undercuts VA

JETSTAR has begun offering sale fares as low as \$189 one way to Fiji in a move to gain market share on the Sydney-Nadi route.

The discounted *JetSaver Light* fare was released yesterday as part of the Qantas' offshoot's latest international sale, valid for travel between 20 Apr-22 Jun.

V Australia has airfares on the route leading in at \$199 one way, but its fares incl checked luggage.

Plus Pulse winner

CONGRATULATIONS to Anne Paddington of Pulse Travel & Pulse Cruises who was the 2nd weekly winner in the Rail Plus comp which is featuring exclusively in *Travel Daily* this month.

Anne correctly identified that the train which was pictured last week was from France - the TGV.

Her winning caption was - "Sacre bleu Pierre! That train is really mooooooooo-ving."

GOL adds 50th city

LATIN American carrier GOL Linhas Aereas has added a 50th domestic destination to its route network, with a five times weekly service between Sao Paulo Congonhas and Bauru.

Yasawa resort fire

FIJI'S Yasawa Island Resort & Spa has been forced to close until late this year following a fire which damaged the resort's main complex on Christmas Eve.

The complex was home to the restaurant, bar, kitchen, stores, boutique, offices and library.

The incident did not affect any of the resort's bures.

In a newsletter to guests and partners, the hotel said it plans to re-open a new and modern main complex which offers improved functionality and enhanced operations from 01 Oct.

A representative of Yasawa Island Resort & Spa told *TD* that clients who have already booked and paid for holidays up until the re-opening are being offered the option to defer travel, or opt for a refund.

EK A380 to Pudong

EMIRATES is planning to operate A380 services between Dubai and Shanghai Pudong from 01 Jan 2010, but the route is dependent on the delivery schedule of superjumbos.

Carnival donation

CARNIVAL Corporation & plc along with affiliated cruise brands have pledged to donate over US\$5 million for the relief efforts taking place in Haiti, following the magnitude 7.0 earthquake that struck last Tue (*TD* Thu).

Funds will be split between a number of relief organisations, including UNICEF, American Red Cross and Save the Children.

Coco Palm comp

TRAVEL agents and their clients have a chance to win an amazing holiday to the Maldives, every year for the rest of their life, in a new competition being promoted by Coco Palm Maldives as it launches its new website.

The luxury hotel group is giving away an annual 2-week trip for the life of the winner and a friend at the Coco Palm Bodhu Hithi property later this month in celebration of the new portal.

To enter, participants need to log onto www.cocopalm.com any time between 25 Jan - 14 Feb, and enter an online game.

Travelport Media Sales

Location Options - Brisbane, Sydney, Melbourne or Perth

Travelport is a global travel services company which operates major travel brands including Galileo, one of the leading Global Distribution Systems (GDS) in Australia.

We are seeking a passionate, proactive, media sales executive, experienced in selling online advertising.

As an important member of the Travelport Partner Marketing team, you will be expected to explore new ideas, listen to our travel supplier customers and deliver the solutions they need and value. Using various marketing tools, you will create relevant, targeted advertising campaigns to promote Travelport and its product offerings with a view to selling online advertising to appear on our product sites.

A background in advertising or media sales is essential along with a strong, but consultative approach to "cold-calling". You must be results orientated with a proven history of achieving sales targets, have a strong customer service ethic and the ability to re-contract existing customers.

If you wish to work for a company that has been awarded "Best GDS" Asia Pacific and voted #11 in the Top Technology Innovators by InfoWeek500, then please send in your application addressing the job criteria to Kaiser Khater, Human Resources Manager at kaiser.khater@travelport.com before 22 January 2010.

This is a full time position offering an attractive remuneration package of Base + Super + Bonus.



MANAGER, HOLIDAY CENTRE

We are currently seeking an energised, positive and motivated person to oversee the operations of Territory Discoveries' reservations and product teams in Alice Springs, Darwin and Brisbane. Based in Alice Springs and reporting directly to the General Manager, the role is responsible for ensuring a best practice approach to staff management and the achievement of key performance indicators in commercial operations.

To find out more about this opportunity to join the vibrant TD team please visit: <http://www.territorydiscoveries.com/careers/>

CELEBRATE AUSTRALIA DAY WITH AN OZ CRAWL BOARD GAME



CONGRATULATIONS to Omar Wang of Scenic & Evergreen Tours who was the first person yesterday to tell us Vegemite hit Australian shelves in 1923.

Omar is now the lucky owner of the hit party game, OzCrawl. There's a week to go before Australia Day, and to celebrate OzCrawl is giving **Travel Daily** readers the chance to win their very own Oz Crawl board game every day this week, valued at \$59.95.

Distinctively packaged in a giant

can, Oz Crawl is the hilarious Aussie-themed board game that brings out the patriotism in all of us.

Enjoy a race around Australia laughing a lot, forming alliances and making enemies, in the quest to crash the Crawler's Ball.

Along the way, you'll play a game of two-up, attend a Cup day, test your mate's Aussie trivia knowledge and judge them as they sing!

Find out who's your mate and who's a strategist as you squabble over Tinnies and Pub Tickets to ultimately win the game.

To enter, simply be the first person to email the correct answer to the question below to: ozcrawlcomp@traveldaily.com.au.

What is the name of Canberra's annual floral festival?

For further information, visit www.ozcrawl.com.au.



Swine flu alert

TRAVELVAX Australia is advising people heading to China this month to include a swine flu vaccine as part of their pre-travel vaccinations after a spike in case numbers last week, following the Lunar New Year holiday.

Fraser Coast Grey nomad move

THE surging popularity of motorhomes and caravans in Australia has seen two Queensland Sunshine Coast developers announce plans for a dedicated motorhome estate in Maryborough - with the model set to be replicated in other locations if it's successful.

Dubbed 'RV Homebase', a prospectus for investors in the project has been released seeking funding of up to \$14 million.

RV Homebase Group chairman Peter Shadforth said the estate would allow people to "swap their oversize family homes, luxury apartments and beachfront mansions for more functional, low maintenance and hassle-free housing alternatives".

He said it would provide a comfortable home base for motorhome owners to return to between travels, offering 202 homes specifically designed to accommodate a caravan or motorhome, along with about \$3m

worth of community amenities on site.

The group's marketing manager, Mark Tolley, said the RV industry was currently worth more than \$2 billion a year in Australia.

"There are over 390,000 RVs in Australia and a new caravan is manufactured in Australia every 9 minutes. At some point in every journey, it's time to come home, and every owner needs to live somewhere," he said.

There are hundreds of similar motorhome villages across the US.

The first stage of RV Homebase Fraser Coast is set for completion by Sep this year.

60+ InterRail Pass

THE Eurail Group has added a new pass aimed at the '60 plussers' market, offering special rates on the InterRail Global Pass.

Dubbed the 'InterRail 60+ Pass', the pass allows unlimited train travel to or through 30 European countries.

Japan tourist push

AUTHORITIES in Japan have launched the Winter campaign of the Visit Japan Year 2010, with a target of attracting 10 million overseas tourists this year.

The Japan National Tourist Organisation said 2010 would see various campaigns across the country "for foreign tourists to welcome them on a nationwide level," focusing on history, culture, foods and shopping and many other aspects of the country.

787 flights OK

BOEING has confirmed that its two 787 Dreamliner test aircraft have successfully completed the first phase of airworthiness testing, after operating 15 flights and taking the aircraft to an altitude of 30,000 feet and a speed of Mach 0.65.

Six different pilots have completed nearly 60 hours of flying, with the next phase allowing additional engineers on board to conduct more detailed testing of the plane.

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Please submit your CV to Susan Law, Team Leader Account Management, email: susan.law@fcctravel.com.au by COB Friday, 02 February 2010



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Airbus' 6000th jet delivered



ABOVE: Airbus CEO Tom Enders was on hand yesterday for the historic handover of the plane manufacturer's 6,000th aircraft to Emirates' deputy chief Adel Al Redha in Hamburg.

Airbus presented its 25th A380 to be constructed to Emirates, some 37 years and 28 days after it delivered its first ever aircraft in May 1974 - an A300B2.

The new jet features special livery - "6000th Airbus aircraft".

EK is the largest A380 customer for Airbus, accounting for 30% of the total orders for the double-decker aircraft.

The Dubai-based carrier now has eight A380s in its fleet and has another 50 on order.

Pictured here *from left* are; Emirates cabin crew; John Leahy, Airbus sales chief; Adel Al Redha, Emirates deputy chairman; and Tom Enders, Airbus chief executive officer.

WIN A TRIP TO EUROPE

To celebrate the start of the New Year, Rail Plus is giving **Travel Daily** agent readers the opportunity to win some sensational prizes during the months of January and February.

To enter this fabulous competition, subscribers will simply have to correctly identify what country the train featured below is from and come up with a creative caption to accompany this image. There will be a major prize awarded at the end of the competition period of a place on the 2010 Rail Plus European familiarisation being held from 28 Apr to 08 May 2010, visiting Northern Italy, Switzerland, France and the UK* - for the best caption overall!

A weekly prize of a Eurail Select Pass for 5 days in 3 countries will also be up for grabs for the cleverest caption received each week, as decided by the Rail Plus judging panel.

So put on those thinking caps and email your caption and contact details to railpluscomp@traveldaily.com.au.

Full terms and conditions available at www.traveldaily.com.au.



*Itinerary subject to change.

rail plus
way to go!

Contiki Asia 2010/11

CONTIKI says its inaugural Asia program, which premiered last year, "really broke the mould" for the youth market and filled a void for the '18 to 30 something' market to the region.

The comments come as the tour operator releases its 2010/11 Asia program which features four tours through Vietnam, Thailand, Laos and Cambodia.

MD Tammy Marshall referred to Contiki's first foray into Asia as hugely successful, saying "It was the first of its kind in terms of product and quality available in the region and client response to its release proved there was definitely a gap in the market."

She said that the new program provides greater free time for guests to seek out their own experiences, or choose an optional activity such as cooking classes or a visit to a hill tribe.

Marshall said what really sets this year's and last years program apart is the opportunity for guests to get involved in community projects.

Options include dining in a restaurant run by rescued street children, a visit to an orphanage or to the Lao Elephant Camp.

For info see www.contiki.com.

Save 10% in Spain

PASSENGERS paying in full by 28 Feb on three popular Tempo Holidays' packages to Spain departing between Mar and Oct will save 10% on their tour price.

The deal is available on the six-day Fascinating Andalucia, seven-day Spanish Heritage and nine-day Flavours of Spain & Portugal trips.

Tours are now priced from \$959, \$1,102 and \$1,259 per person twin share respectively - for bookings phone 1300 362 844.

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First with the news

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Money

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

\$1AUD = US92.4c

THE Australian dollar is continuing strongly against most other currencies, amid expectations that the Reserve Bank will again increase interest rates next month.

As well as hovering around the US92c mark, the Aussie dollar has strengthened against the Euro, which has been hit by concerns about the economic situation in Greece.

The dollar also strengthened further against the British pound Sterling due to the fragile state of the UK economy as well as uncertainty about the upcoming UK elections.

Airlines will also be welcoming a slight drop in oil prices.

Wholesale rates this morning:

US	\$0.924
UK	£0.565
NZ	\$1.245
Euro	€0.642
Japan	¥83.56
Thailand	฿30.412
China	¥6.164
South Africa	R6.730
Canada	\$0.942
Crude oil	US\$78.25

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TRAVEL SERVICES

Product & Marketing Manager - Cruise & Canada Stella Wholesale Australia - Melbourne Based

Stella Travel Services Group is a leading integrated travel network. We currently have an exciting opportunity for a Product and Marketing Manager, Cruise and Canada available in our Melbourne based wholesale team.

The Product and Marketing Manager will work very closely with the Head of Marketing & Product with the development, negotiating, maintaining, marketing and communications of the Cruise and Canada wholesale programmes on a trade and consumer level.

To be successful in this role you will need to have experience or exposure to selling and/or marketing of cruise product, a strong understanding of marketing principals and how to apply them, good understanding of trade and consumers needs and demands, excellent communications a skills and the ability to deal with people at various levels.

If you are looking for an exciting challenge this could be the role for you. Send your CV to careers@stellatravel.com.au by Monday 25 January 2010

Gandhi runway work

AIR passengers landing and taking off from New Delhi's Indira Gandhi Intl Airport for six months from Mar should expect delays as the airport undergoes upgrades to one of its three runways.

The airport is shutting down runway 28 for extensive work to make it capable of handling Airbus A380 and Boeing Dreamliner jets.

The work, expected to be completed by the start of the 2010 Commonwealth Games in Oct, will reduce capacity by 20%.

Text to check-in

HARRAH'S Entertainment is about to launch a new iPhone application that will allow guests arriving at Caesars Palace in Las Vegas the option to check in via text message.

From later this month, guests who have booked online with the hotel will receive a text message the day before they are due to arrive confirming their booking.

Guests who reply to the text with a "check in" response will then only need to show ID at the counter and be issued room keys, thereby avoiding check-in queues.

PG expands airpass

BANGKOK Airways, conjointly with Lao Airline, has added Berjaya Airways as another alliance for its Discovery Airpass, covering services to Kuala Lumpur.

Assistant Manager

Salary from \$47,832 per annum

The office is looking for an experienced Assistant Manager that enjoys to multi task given the myriad of responsibilities. We need a team player that possess strong marketing experience yet is keen to take on administrative responsibilities to ensure the smooth operations of the Office.

The duties for the Assistant Manager as follows:

Marketing:

- To be responsible for the BTMICE(Business Travel, Meetings, Incentive, Conferences & Exhibitions) portfolio for Oceania which includes but is not restricted to, undertaking research to source for new leads, compiling reports including market intelligent, conducting sales calls & presentations, updating & maintaining the database, engaging intermediary/industry partners, organizing functions, participation of trade fairs such as AIME, organizing familiarization trips, coordinating site inspections, conducting DM (Direct Marketing) campaigns and collation and distribution of the quarterly e-newsletter "e-bytes";
- To handle and service requests from the BTMICE industry with regard to BTMICE business for Singapore, including obtaining RFPs (Requests for Proposals), providing destination information and industry contacts;
- To identify marketing and promotional opportunities to tap into for specific MICE market segments;

Admin:

- All organizational, finance (bank reconciliation, account payables and receivables) and HR matters/Budget
- Manage all STB properties ie. Building management + office assets & purchase of office supplies
- Monitor and control of Administrative budgets for STB Oceania
- Oversee contractual agreements of suppliers
- Any other matters assigned by the Area Director (Oceania)

The successful candidate should have minimum tertiary qualifications, strong communication skills, high level of customer service, good attention to detail, preferably with some years of experience in the tourism industry and must be a resident of Australia. This position involves domestic and international duty travel. Remuneration offered will commensurate with qualifications and experience.

Interested candidates should submit their application with detailed resume and indicate expected salary by Wednesday, 01 Feb 2010 to:

Area Director Oceania
Singapore Tourism Board
Level 11 AWA Building
47 York Street
Sydney NSW 2000
(only those short-listed will be notified)



AFTA UPDATE

the latest insights from AFTA's Chief Executive, Jayson Westbury



Over the weekend there was an article in the Sydney Morning Herald and it may have been in other weekend papers which talked about "Online or Agent?" The article gave some interesting statistics about consumer trends and how there is a return in some instances back to the traditional travel agent. It also said, and I quote "The convenience of internet bookings still can't compare with taking to an expert travel agent".

The article reported on the findings of some US based research in which 46% of respondents said they enjoyed booking travel online, but this was down from 53% from the previous year's report.

Good indicators for traditional travel agents and I must say, timely news for the year ahead with support by the newspapers for travel agents.

Over the past week I have also been pushing the cause for the domestic tourism industry as a result of the recent key statistics which show a continued decline in inbound visitations and a drop in the domestic tourism figures.

I said to several news outlets, that travel agents are a great source for consumers considering a domestic holiday. I also said that a travel agent is a great place to get a good, value for money domestic holiday offer and from reports that I have had in to AFTA, people are talking to agents about domestic holidays.

I am sure you are all aware of the push by the Australian Government by way of the "No leave No life" campaign to encourage Australians to take a holiday, in Australia. As we enter the 2010 year, this is a good reminder to have solid domestic offers at your disposal.

At the end of the day the consumer will still make the decision as to domestic or overseas, but with the efforts of Tourism Australia and many of the state tourism authorities having more of a domestic focus in 2010, agents would be well placed to be ready to capitalise of these marketing efforts and have good domestic deals to sell when asked.

On other matters, I will be in Canberra this week on my first round of meetings with bureaucrats and the government for 2010 and we expect an announcement will be made about the appointment of the consultants who will be running the review into consumer protection in the travel industry by the end of January, 2010.



Sportsnet kicks World Cup goal

SPORTSNET Holidays is claiming a "major coup" after being appointed as one of just two authorised agents in Australia and NZ for sales of the Official Hospitality Program of this year's the FIFA World Cup in South Africa.

Executive chairman Rob Cecconi said the appointment means Sportsnet will be able to package any 2010 World Cup South Africa ticket with "luxurious and creative hospitality offerings."

He said Sportsnet will offer a range of corporate hospitality

options including The Big Five Series, with private suites for the best 36 matches including the opening match, the semi finals and the finals.

There will also be a Final Round Series, a Venue Series offering corporate hospitality at any chosen venue, a Team Specific Series and a Single Match package - more info 1300 888 858.

GHM drops Saujana

LUXURY hotel development and management company, GHM, has announced the termination of its contract with The Saujana and The Club at The Saujana, effective from 01 Mar 2010.

GHM has been managing the Leading Hotels of the World properties in Kuala Lumpur since May 2005 and Sep 2008.

The property owners say they will take control of both resorts.

QF A380 MEL-LHR

THE inaugural Qantas A380 service from Melbourne to London via Singapore departed last night, with the move seeing QF now offer A380 services on four routes - two from MEL and two from SYD. CEO Alan Joyce said: "customer demand for the aircraft and feedback on the Qantas A380 experience remains extremely strong".

QF will operate one to two A380 services per week between Melbourne and London until 29 Mar when regular twice-weekly flights will commence operation.

Take a Step

In the right direction today!



Hot Jobs - January 2010

Sales Manager- Auckland

- **Well known and respected Cruise Company**
- **Seeking a passionate and highly motivated Sales Manager.**

In this role you will be managing and maintaining your relationships with key accounts from the retail travel industry, with a focus on sourcing new business. Your days on the road will include training agents, promoting the product and managing tradeshow. As the representative of this global company, you will enjoy working autonomously on the road, assisted by inside sales support. Cruise industry knowledge is ideal but not essential. Demonstrated experience in developing sales across the leisure travel network is essential, together with a well established group of contacts. A generous salary plus car allowance will be offered for the perfect candidate.

Contact Sally Matheson T: **02 9231 6444** E: sallym@tmsap.com or **apply online now!**

Wholesale Reservations Consultant - Sydney

- **Well established company**
- **Sydney CBD**

Our client is a leader in their field and is searching for candidates with outstanding customer service, attention to detail and someone who enjoys being part of a busy dedicated team. A mature attitude and a good knowledge of Europe will help although you must be a confident and cheerful person who enjoys being on the phone. Day to day duties include answering phones; creating and amending bookings, confirmation and special requests follow up. On the job training will ensure you are able to assist with all enquiries and meet your KPIs. To be considered you will need to have completed a travel course and a minimum of 2 year's experience in a travel agency, airline or wholesaler.

Contact Alessandra de Matteis T: **02 9231 6444** E: karen.mcgrath@tmsap.com

Corporate Consultant - Northern Beaches

- **Minimum 2 years experience**
- **Parking available**

Great travel team in Northern Beaches. Salary dependant on experience.

Contact Sally Matheson T: **02 9231 6444** E: sallym@tmsap.com or **apply online now!**

Domestic Consultant - North Sydney

- **Minimum 12 months experience**
- **Knowledge of any CRS**

Join this well known Corporate Management company. Must have good airfare and destination knowledge.

Contact Karen McGrath T: **02 9231 6444** E: karen.mcgrath@tmsap.com or **apply online now!**

Corporate Consultant- Perth

- **Make the move to Corporate**
- **Leading TMC**

Fantastic opportunity to make your move into corporate, if you are an experienced retail consultant and want to start the New Year in a corporate environment – now is the time to move and quickly!

Contact Sally Matheson T: **02 9231 6444** E: sallym@tmsap.com or **apply online now!**

Inbound Travel Co-Ordinator – Sydney CBD

- **Knowledge of South East Asia & Indian Markets**
- **Experience in FIT or Group Tour quotations**

Well know inbound operator is looking for an experienced Inbound Consultant with a minimum of 2 years experience to join their busy team.

Contact Karen McGrath T: **02 9231 6444** E: karen.mcgrath@tmsap.com or **apply online now!**

Retail consulting –Brisbane

- **Fun and social culture – enjoy famils, travel perks and incentives**
- **15mins from CBD**

Join this dynamic, supportive and award winning agency that thrives on delivering exceptional travel services for their clients. Realistic sales targets set in a thriving agency equates to exceptional commission opportunities for the right candidate. Don't wait, interviewing now

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or **apply online now!**

Super salary, super commission, super position - Gold Coast

- **Successful, friendly and driven travel team – easy to make commission as company is thriving**
 - **Exceptional working conditions – incentives, famils, product training and travel perks.**
- Immediate start required – Interviewing now....don't miss this opportunity!

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or **apply online now!**

Inside Sales Co-Ordinator - Auckland

- **Monday to Friday**
- **An exciting opportunity has arisen for somebody to embrace this sales support role.**

If you are enthusiastic, have exceptional interpersonal skills, highly organised and possess the ability to work under pressure and also on your own, this may be the position for you! Your role will consist of day to day support to the sales manager, which will include problem solving, production and distribution of communications to the trade and assisting with the planning and setting up of tradeshow. Following up on customer relation enquiries, reception and general office duties and organizing travel agent training will keep you busy. Reporting into a very supportive inside sales manager and supporting the on road sales manager, you will be the New Zealand office representative. You must possess a working knowledge and experience within the travel industry and whilst not essential, it would be ideal for you to have a solid background in both admin and reservations.

Contact Sally Matheson T: **02 9231 6444** E: sallym@tmsap.com or **apply online now!**

Travel Consultant- Full time & Part time position!

My client is a very well respected and admired organisation. Only the best consultants are employed and this attributes to the 99% staff being retained. Nobody wants to leave this fun, energetic environment. With open communication to senior management you have the potential to earn big \$\$\$\$. This is due to the commission structure working in your favour. You must be able to bring your own existing client base. The average full time consultant earns 85K p.a. but it's the working environment that makes staff look forward to come into work each day. Full time employment with a steady base salary offers huge commission earnings. Working in Galileo, my client is looking for experienced consultants. If you fit the above criteria, apply now.

Contact Sally Matheson T: **02 9231 6444** E: sallym@tmsap.com or **apply online now!**

Administration/Travel Support Consultant - Sydney

- **Wholesaler needs enthusiastic novice**
- **Start your career here**

National wholesaler specialising in European packages based in CBD needs a newbie straight out of (Travel and Tourism) college who is willing to do a bit of everything and learn from the ground up. Must have a mature attitude and a good knowledge of Europe will help, although not necessary. Day to day duties include filing, data entry, email management, call centre support, answering phones. Once confident in your support role you will be taught how to make bookings and take overflow calls from the call centre. To be considered you will need to have completed a travel course including some work experience in a travel agency, airline or wholesaler.

Contact Alessandra de Matteis T: **02 9231 6444** E: karen.mcgrath@tmsap.com

Cruise Consultant - Eastern Suburbs

- **Shop front agency**
- **Great client base**

Fantastic role in a leading agency located in Rose Bay. Great village atmosphere.

Contact Karen McGrath T: **02 9231 6444** E: karen.mcgrath@tmsap.com or **apply online now!**

Reservations Consultant - Sydney CBD

- **Minimum 12 months experience**
- **Great incentives**

Join this young funky team and show off your exceptional customer service skills. Must have a 'can do' attitude.

Contact Karen McGrath T: **02 9231 6444** E: karen.mcgrath@tmsap.com or **apply online now!**

Reservations Consultant - Sydney

- **North Shore Location**
- **35K + Super**

Booking Hotels and car leasing worldwide, you will be part of a friendly, fun and successful small team. Walk to work and enjoy making reservations over the phone for this very reputable company. Job security is high as these guys have been around a long time! You must have experience working to targets. Hours are Monday to Friday 8.45am to 5.30pm. Start ASAP!

Contact Sally Matheson T: **02 9231 6444** E: sallym@tmsap.com or **apply online now!**

Australian Travel Specialist - Brisbane

- **Famils, travel perks and incentives**
- **Ongoing training and career development – earn what you deserve**

Award winning global wholesale travel company who provide a social and supportive environment seek a sales savvy travel consultant. Interviewing now, don't miss out.

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or **apply online now!**

International Leisure Consultants - Brisbane

- **Always dreamed of working in a supportive and lucrative team environment?**
- **Strong repeat clientele**

Join this dynamic, award winning agency that thrives on delivering exceptional travel services for their clients. Realistic sales targets and a busy agency means you will earn exceptional commission. Don't wait any longer.

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or **apply online now!**

International Corporate Consultant - Brisbane

- **Fun, dynamic and great office environment**
- **Fantastic company benefits**

This successful corporate travel company is committed to providing great travel accompanied by professional service to all travellers. They are currently seeking an experienced corporate travel consultant to join their corporate team in a busy and booming agency.

Contact Alex Sleba T: **07 3221 9916** E: alex@tmsap.com or **apply online now!**

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

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

UP, UP AND AWAY!

**INTERNATIONAL AIRLINE RESERVATIONS
SYDNEY - EXCELLENT HOURLY RATE + SUPER**

Always dreamt of being part of an international airline? Want to work for the best of the best? This is a 3 month contract role starting ASAP in reservations selling both international and domestic product to agents and the general public. Essentially you will have 1 - 2 years experience in WHOLESALE or AIRLINES using CALYPSO and/or AMADEUS and strong fares and ticketing, will be passionate, driven and also have a can-do attitude!

EXCITING GROUPS ROLE!

3 MONTH CONTRACT

SYDNEY NORTH – TIP TOP HOURLY RATE + SUPER

Our client is looking for a very experienced Groups consultant to assist with a major group traveling to the USA. If you want a challenging and exciting contract and love to take ownership of your bookings, then this is the role for you. You must have GALILEO skills, excellent USA product knowledge, exp in groups and pre and post extension travel and multiple last minute changes. Flexibility is the key as you may be required to work overtime when required.

**KEEP THE BOOKS IN LINE
BOOKKEEPER – HEAD OFFICE BASED
MELBOURNE – PKG TO \$55K**

This great new role is ripe and ready for an experienced travel bookkeeper who has high level skills and an extensive background of 5 years within a similar role. You will be confident with processing financial statements, payroll requirements, supplier commission payments and have a great understanding of accounts, BAS and GST reporting and GL and bank reconciliations. MYOB highly desirable.

**MIX UP YOUR WORKING WEEKS!
CUSTOMER SERVICE CONSULTANT
MELBOURNE (INNER) – PKG TO \$50K**

Looking for a role where you can have fun at work & become apart of a growing web based travel company. This online industry leader requires a travel consultant with Galileo skills to join their customer service team. Working 2 day shift weeks and then 1 week night shift, you will love the variety this role has to offer. Great company benefits and incentives! Galileo skills essential, together with first class customer service.

**BOUTIQUE CORPORATE TRAVEL
CORPORATE TRAVEL CONSULTANT
MELBOURNE (INNER) – PKG TO \$50K (DEP ON EXP)**

This small travel company in Melbourne's inner suburbs is seeking a competent corporate travel consultant with the ability to work autonomously when required. Although predominately corporate travel, you may be required to assist in the events department. With Monday to Friday hours and a fun and vibrant working environment, you will be thrilled with this little gem of a role! Great salary package on offer.

**SEND YOUR SKILLS SOUTH
CORPORATE TRAVEL CONSULTANT
PERTH (SOUTH) – PKG TO \$60K+ (DEP ON EXP)**

Wanting to step aside from the call centre corporate feel? This highly successful boutique corporate company requires a first class travel consultant to service their long standing, and at times demanding, corporate accounts. With a great culture in the office and a salary package that seems too good to be true, you will wonder why you never leaved your previous role earlier! Amadeus skills preferred.

**GET BEHIND THE SCENES!
ASSORTMENT OF PRODUCT ROLES
BRISBANE CBD – SALARY PKG OTE \$45K - \$55K**

Now is the time to make the move and get behind the scenes of travel. We have a variety of roles from loading consultants to support and much more! These roles are a great stepping stone into the product side of travel. Not only will you enjoy fantastic salary packages, but enjoy career development, discounted holidays, Friday drinks and much more. You will need a high attention to detail, a positive attitude and experience in data entry. Don't delay, these hot roles won't last!

**MIX IT UP A LITTLE
CORPORATE/LEISURE CONSULTANT
BRISBANE INNER SUBURBS - CIRCA \$45K - \$60K**

Looking for a new challenge? Want a role which offers you variety in your day? This role is for you! You will never have a dull day again. Looking after a strong corporate portfolio along with servicing the needs of leisure clients will find you face a new and exciting challenge each day. Enjoy working Mon-Fri, uncapped commission, exotic educationals and much more. Minimum 2 years consulting experience and the ability to build your own clientele base required.

THAILAND 2010



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- ✱ **BONUS:** Phang Nga Bay Tour
- ✱ Return seat in coach airport transfers



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