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Travel Daily AU

First with the news

Thu 22 Jul 10 Page 1
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Travel Daily AU First with the news on location at the Farnborough Air Show

Today's issue of TD is coming to you from London, courtesy of Qatar Airways

THE Boeing 787 Dreamliner's air show debut at Farnborough saw the manufacturer strongly focus on the steep change in in-flight experience which will be offered by the new aircraft.

At a briefing overnight senior engineers involved in the 787 development spoke about the "life-enhancing" properties of the Dreamliner cabin, which includes a new Sky Interior format.

Sweeping arches, dynamic lighting, bigger toilets and luggage bins all feature in the cabin, along with electronic shades on the extra large windows, which can have their transparency varied by passengers during a flight.

Boeing is also emphasising the 787's lower cabin altitude, improved air humidification and filtration as well as its quieter engines as helping to significantly improve the passenger experience.

The Sky Interior is also being offered (apart from the electronic window shades) on new 737 aircraft, and has been specified by a number of carriers including Turkish Airlines, Lion Air and flyDubai.

Stella/JTG deal on track

JETSET Travelworld Group says the ACCC probe into its proposed takeover of Stella Travel (TD yesterday) will not affect the scheduling of the special shareholder meeting which will be called to vote on the deal.

In a statement issued late yesterday, JTG confirmed that it would consider the issues raised by the ACCC and "respond in accordance with the timing stipulated" - a call for

submissions by 12 Aug which will defer the ACCC's final decision until 02 Sep.

JTG said the timing of the shareholder meeting would be confirmed when it finally issues its Explanatory Memorandum on the deal, adding that "further announcements will be made as appropriate".

Earlier this month (TD 12 Jul) JTG advised that the drafting of the long-awaited Memorandum was "substantially complete" and awaiting ASIC review, with the takeover timetable calling for the delivery of the document to the company's shareholders by the end of next week.

The planned Extraordinary General Meeting to seek approval for the proposed merger was at that time expected to be held on 23 Aug - but is a fait accompli with 58% shareholder Qantas already indicating it plans to vote in favour of the deal.

QR orders 777s

QATAR Airways overnight announced an order for a further two Boeing 777-200LR aircraft, which will allow it to add another ultra long-haul destination to its rapidly growing network.

CEO Akbar Al Baker said that the carrier was undeterred by the global economic situation and was continuing its "ambitious growth plans."

"Air travel demand is continuing to rise in the Middle East and it is becoming clear that international demand is returning as the global economy shows signs of recovery," he said.

Announcing the purchase at the Farnborough Air Show in the UK, Al Baker was reticent about where the new aircraft would be deployed, with its existing six 777-200LRs currently operating on routes from Doha to Melbourne, Houston and Sao Paolo.

There was no mention of Qatar Airways' previously mooted Sydney flights.

QR also announced the accelerated delivery of its new 787 aircraft, with the first QR Dreamliner to enter service towards the end of next year, with five 787s expected to be in service by the end of Mar 2012.

Al Baker said that the 787s would introduce "new and significant cabin product enhancements" to its fleet.

AirAsiaX promotion

DARREN Wright, gm Australia for AirAsiaX, has been appointed as the carrier's Head of Commercial, covering all of its long-haul operations into the UK, China, Australia, India and Taiwan.

He'll be based in Kuala Lumpur and will also continue to oversee commercial operations in Australia.

Today's Travel Daily

Travel Daily today has seven pages of news incl a full page from the recent Expedia agent sales blitz, plus full pages from:

- TMS Asia Pacific
- AA Appointments
- Territory Discoveries
- Malaysia Airlines

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Travel Daily AU
 First with the news

Thu 22 Jul 10 Page 2

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More QF Q400s

QANTAS yesterday confirmed the finalisation of a contract for the purchase of seven new Q400 aircraft, to be delivered by Canadian manufacturer from 2011 for operation within QantasLink.

The deal is an exercise of options previously negotiated by QF, with ceo Alan Joyce saying the Q400 had become the flagship of the QantasLink fleet.

He said the next generation Q400s would have upgraded cabin interiors and bigger overhead compartments, and would "allow QantasLink to increase capacity on existing routes and investigate further network growth".

Jetstar LST focus

JETSTAR has today announced it will be increasing services to Launceston from both Melbourne and Sydney from Dec.

JQ is boosting the MEL-LST route to four daily flights from 10 Dec, and adding a second daily SYD-LST service from 02 Dec.

CAN numbers down 25%

STELLA Travel's independent agency group the Concorde Agency Network yesterday confirmed that over the last 18 months it has seen an overall increase in sales - despite deliberately reducing its membership numbers by a quarter, from around 736 to 550.

The business is responding to speculations of expected disquiet from the fallout of the proposed Jetset Travelworld/Stella merger, with Concorde saying that "several independent groups have declared open season on supposedly disaffected franchise group members and aligned independents".

Concorde says that this is far from the truth, with its policy of not tolerating dual membership and actively supporting members who sell supplier products leading to the reduction in numbers.

"Constant reviews of member

activity culminated in the distilled membership base," a statement from the group said, with the lower numbers seeing reduced costs of sale for both the network and suppliers.

"Now our performing members benefit from increased supplier attention, with additional training, sales development local area marketing and educational opportunities just some of the incremental business-growth services gained by our sales-focused agencies," said CAN national bdm Nick Pearson.

He said that the Concorde contracting team has negotiated the "best possible preferred deals" with forty suppliers delivering more than 100 mainstream and niche products with access to the best at-source commissions, and the network also profiting from the full suite of Air Tickets ticketing products offered by Stella.

"Together this confirms Concorde Agency Network as the independent network of choice for both progressive retail agents and preferred premium suppliers," Pearson said.

Concorde's statement also said that its members "understand that any potential merge will not affect their industry standing".

Window Seat

A NEW hotel in northern Sweden is offering a truly green experience, with its rooms located high up in the tree tops.

The Treehotel opened last weekend, and offers a number of rooms with names such as 'The Bird's Nest', 'A Room with a View', 'The UFO' and even 'The Mirrorcube'.

The UFO room features porthole windows, separate living and sleeping levels with four beds, while the Mirrorcube is a four metre high/wide glass cube built around a tree trunk.

See www.treehotel.se.

BEACHGOERS in Russia this week were bemused and a little disturbed after a distressed donkey was parachuted into the water nearby.

The donkey took to the sky as part of an ill-conceived marketing campaign by a group of entrepreneurs who were hoping to lure holidaymakers to their private beach near Golubitskaya in the Krasnodar region of Russia.

The unlucky beast reportedly narrowly survived the ordeal after landing in the water.

A police spokesperson said "The donkey screamed and children cried," with a formal investigation now under way.

AN AIR FRANCE flight attendant has been arrested over allegations that she stole cash and valuables from first and business class passengers while they slept during flight.

Police became suspicious after a total of more than US\$5000 in cash was stolen from five different passengers during an AF Paris-Tokyo flight in Jan, with a subsequent investigation leading to a dramatic arrest on the CDG tarmac last weekend.

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Onto the iPad Express



ABOVE: The Express Ticketing sales and development team have just been fitted out with the latest must-have gadget - the funky Apple iPad.

Orient Express Travel Group ceo Tom Manwaring said the devices would help the team during a national drive to "educate Select and 1 independent agents on the services and benefits offered by Express Ticketing".

The lucky recipients pictured above are, back row from left:

Daniel James, Jonathan Nelson, and Robert Leung.

Front row: Quynh Giang, Giang Luong, Katherine Chan, Suzanne Ng, Charles Tran, Karina Hill and Ari Magoutis.

JAL Delhi move

JAPAN Airlines has announced it will relocate its flight operations at New Delhi to the new Terminal 3, with premium passengers able to access the lounge of Kingfisher Airlines there.

Fråga.

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Webjet set to switch settlement

ONLINE agency Webjet yesterday announced plans to convert to a merchant platform which will see most transactions paid directly to Webjet for BSP settlement to airlines.

The new policy is a change from Webjet's historical arrangements, where it operated as merchant of record for the service fee component of transactions, while ticket values were charged directly to the account of its airline principals.

The company said once the conversion is complete it expects about 75% of transactions to be paid directly to Webjet rather than to the airlines, which will "result in an increase in client trust funds and an associated increase in interest income and margins".

The development was announced as the company revealed a lift in net profit to \$10.5m (TD breaking news) and a 30% increase in total transaction volume despite a general drop in ticket prices.

Total revenue was \$36m, with booking fees bringing in \$22.5m along with \$9.2m in airline commissions, and Webjet sold almost 800,000 flights during the year, an increase of 21%.

Webjet's fledgling US operations, a joint venture with former Virgin Blue sales chief Mathias Friess, commenced operations in Apr and accrued \$6m in total transaction value.

"We are very pleased with the early USA result," Webjet said.

Strategic agreement


STRATEGIC Airlines has signed a 5-year deal with Pratt & Whitney to provide on- and off-wing engine management and maintenance for its aircraft fleet.

The carrier also indicated it still plans to operate regular direct services between Melbourne and Port Hedland, to launch in Aug.


The company also said that it was continuing to focus on its Deal Finder technology including new automatic 'Deal Alerts', with increasing interest rates and inflation likely to put pressure on 'mortgage belt' customers and a continued expectation of bargain pricing from customers.

The Webjet full year results also revealed that md David Clarke's salary package was \$778,000 - including a \$225,000 bonus - while ceo Richard Noon took home about \$475,000.

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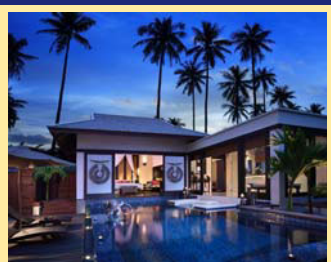
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WIN A 5-NIGHT STAY IN PHUKET



Travel Daily has teamed up with **Anantara Phuket** and over the next two weeks is giving one lucky reader a chance to win a 5-night stay in one of their luxurious pool villas. The prize includes daily breakfast for two and return airport transfers via Mercedes E220.

Located on the remote and pristine Mai Khao Beach, Anantara Phuket is the **only luxury resort** in Phuket with **private pool villas located on the beach** and is only 15 minutes north of the airport.

All you need to do to be in the running to win this stunning prize and be the envy of your office colleagues is to answer all 10 questions featured in *Travel Daily* for the next two weeks, the final question being on Friday 30th July.

Q.4: Does every villa at Anantara Phuket have its own private pool?

Send your answers each day to: anantaracomp@traveldaily.com.au

Hint! Visit

www.phuket.anantara.com

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AA adds 35 737s

AMERICAN Airlines has exercised options for an additional 35 Next-Generation Boeing 737-800 jets as part of its fleet renewal program.

DJ/Skywest c'share

THE Virgin Blue Group and Perth-based Skywest Airlines have signed an in principle agreement for a reciprocal codeshare in WA (TD breaking news yesterday).

The new deal adds to the carrier's existing three-year pact on flights from Perth to Broome, Kununurra, Karratha & Kalgoorlie.

Albany, Esperance, Geraldton, Exmouth, Carnavon, Monkey Mia, and Kalbarri are new destinations covered under the enhanced alliance, and gives DJ Velocity members the ability to earn and burn points on Skywest flights.

The move will enable DJ and Skywest to develop a closer, more strategic commercial relationship, says Virgin Blue chief executive officer, John Borghetti.

Swissotel and EY

SWISSOTEL Hotels and Resorts and Etihad Airways have announced a new partnership, where EY frequent flyers can earn points for stays at any of the 28 Swissotel Hotels in 16 countries.

Accor India fund

ACCOR has announced the creation of an investment fund for a portfolio of seven Indian hotel assets set to open between 2011 and 2013, with Accor holding 32% equity in the fund.

Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm covering stories in:

- Walls of Jerusalem NP, Tas
- Dubai's shopping festival, UAE
- Las Vegas, USA
- Melbourne InterCon Rialto
- Spyder Ryder, the Gold Coast
- Hahndorf, South Australia
- Word's best hotel pools

TNQ delegates on a Mission



ABOVE: Tropical North Queensland this week has been updating the industry on plans to move the region into a more appealing tourist destination.

Bill Calderwood, Chairman of TNQ said Cairns airport has the potential of being a northern hub for Australia especially for the Asian markets.

Passenger movement for the first half of 2010 are sitting at 4 million on par with the same time last year domestically, while numbers were up year-on-year for both domestic and international sectors during Jun.

The first week in Jul Jetstar flew in the highest amount of domestic pax, with 11,500 seats filled, Qantas was second with 10,500 and Virgin Blue brought in 9,900.

And on 16 Sep Tiger Airways will also contribute to these numbers with a new daily CNS-MEL service.

According to Stephen Gregg, CNS Airport ceo, Jetstar is the number one carrier Internationally for the hub offering flights from Japan, Singapore and Vietnam.

In late Aug, four months ahead of schedule, CNS will open a new domestic terminal, offering 36 counters an expansion of the departures area, plus a new mezzanine Qantas Club.

Other new infrastructure in the region include the Cairns Tennis

BA to Gothenburg

BRITISH Airways has announced it will recommence a twice daily service between London Heathrow and Gothenburg (GOT), Sweden using an Airbus A319, from 28 Nov.

It's been close to 10 years since the British flag-carrier last flew the route, back in 2001.

Centre that will host the Davis Cup in five weeks and an Aboriginal and Torres Strait Islander museum and theatres built next to the convention centre.

Since Apr JQ has opened up a wider tourism base for the region with Asia being a main focus.

The TNQ board is also looking to increase its appeal to New Zealand tourists, with 30% of visitors currently coming to the region via Melbourne, Sydney or Brisbane.

Plans are being implemented to attract the domestic markets to the destination over the next 12-18 months and the target is to reach 1.5 million arrivals over the next five years.

A destination guide is available for visitors wanting to know more at - cairnsgreatbarrierreef.org.au.

Pictured above at the event at Quay restaurant in Sydney overlooking the Opera House and Harbour Bridge from left are: Bill Calderwood; Tourism TNQ; Councillor Val Schier, Mayor Cairns Regional Council; Stephen Gregg, ceo Cairns Airport; and Rob Giason, ceo Tourism TNQ.



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QR lounge move

QATAR Airways' chief executive officer Akbar Al Baker has said the carrier is planning to move from Terminal 3 to Terminal 4 at London Heathrow Airport, where it will open its own lounge next year.

GA lounge access for Economy pax

GARUDA Indonesia is enabling Economy class pax transiting at Jakarta's Cengkareng Int'l Airport access to its Emerald Sky Lounge for free when flight connections are more than three hours.

The lounge is available for pax transiting between domestic and international GA flights, in either direction, effective 26 Jul.

Emirates & OnAir

EMIRATES has signed a deal to equip Full Mobile OnAir in-flight communication systems on its long haul fleet of Airbus A380s, with installation set for Jun 2011, and to be operational by 2012.

ABOVE: Creative Holidays has announced the winner of its annual 'Live Free!' travel agent incentive, as Chris Kopelis from Jetset Bentleigh.

Chris is pictured above (centre) being presented with a giant cheque for \$20,000, with Vito Romeo and Julie Pratt from Creative Holidays.

Aneeta Curtis of Travelworld Campbelltown was the runner up winning a \$10,000 travel voucher.

MEL planner guide

MELBOURNE Convention and Visitors Bureau has released the Melbourne Planner's Guide 2010/11, offering incentive offers, and suggested itineraries - see www.mcvb.com.au/plannersguide.

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Industry Appointments



WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

The InterContinental Sydney has appointed a new conference services and catering manager, Ken Penney. He has a wealth of experience in the meetings and events industry having worked previously with the Westin Sydney and the APEC 2007 Taskforce.

Accor has appointed Neil Paterson as the Director of Sales for Victoria and Tasmania. He has 20 years experience in the hospitality industry including seven years with Accor. He most recently moved across from the role as Area Director of Sales and Marketing for Accor's Greater Sydney hotels.

Orient Express has promoted Andrea Filippi as the company's Executive Director of Worldwide Sales. He has been moved across from his role as Regional Director of Sales and Marketing in Milan.

Qantas has named Stephen Wilson as its new Chief Information Officer, assuming the position from the end of Aug.

Stella Wholesale has appointed Michael Stephenson as Sales Manager VIC/TAS and Laura Haverkamp has been promoted from reservations to Sales Executive Victoria.

AMR Corporation, the parent company of American Airlines, has appointed Tom Horton as president of AMR and AA.

JTG gets social

JETSET Travelworld says it's the first retail agency group to introduce an online social networking community for its agents in Australia.

The new Sabre-powered 'Chatterbox' community is available to all JTG members regardless of which GDS they are using, with Sabre sales chief Richard Morgan saying it will "change the way agents do business by encouraging them to learn from one another, discover and leverage hidden expertise across the business, and support one another as a community."

It's based on Sabre's cubeless technology which has been built from the ground-up specifically for secure internal company or organisation use.

Turkish adds LA

TURKISH Airlines has added another US destination this week, with a four times weekly service between Istanbul and Los Angeles planned to commence from 31 Mar, using a new Boeing 777-300ER.

TK added Washington Dulles to its network last week (TD Fri).



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Tiger number rise

TIGER Airways has reported a strong growth in passenger numbers, up 53.8% to 4.8 million. Its Australian ops lost \$600,000 (AU\$496,941) over the 2009-10 FY - a fraction of last year's \$57.4m loss - and a result Tiger says will allow the airline to break even.

AUH pax up 11.7%

ABU Dhabi Airports has reported an 11.7% increase in pax traffic in the first half of 2010, compared to the same time last year.

The airport said the growth is due to international passenger traffic supported by the increased and new destinations created by Etihad Airways', and other new airlines launching the destination into their networks.

More 767 check ups

AMERICAN Airlines, Continental, Delta, United and all other US carriers operating a certain series of Boeing 767s have overnight been ordered to carry out safety checks for cracks (TD 23 Jun) more frequently, by the Federal Aviation Administration.

The FAA says the cracks may occur in the pylons that attach engines to the wings, which could ultimately lead to the engines falling off.

Bumping UA ride

A UNITED Airlines Boeing 777 flying from Washington Dulles to Los Angeles on Tue night was forced to divert to Denver after encountering severe turbulence that left 21 passengers needing medical treatment.

The aircraft was carrying 255 passengers and 10 crew at the time of the incident.

Passengers onboard said some were thrown around like dolls, striking the ceiling and walls.

IHG Android App.

INTERCONTINENTAL Hotels Group has launched an application for Android Smartphone users which enables customers to check availability and rates, as well as reserve and manage bookings from the smartphone.

Cosmos prizes

COSMOS is offering travel agents the chance to win one of three North American holidays, with the launch of its new Cosmos 2011 United States and Canada program.

To go in the draw for the 12 day Grand Western Canada Vacation complete the crossword in the travel agent section, online at - globusfamily.com.au.

The other two trips are the 14 day Eastern US and Canada Grand Vacation and the 7 day Monograms Vancouver and Victoria city stay.

RJ pax numbers up

ROYAL Jordanian has reported a 13% year-on-year increase in pax numbers for Jun, to 268,000 with a 70% seat factor for the period.

Business Development Manager - QLD, NSW & SA

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WIN A HOLIDAY TO VANUATU



During July, *Travel Daily* subscribers can enter to win a fabulous Vanuatu holiday package for two, courtesy of Air Vanuatu, Mangoes Resort, The Havannah and White Grass Ocean Resort.

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila and Tanna; two nights accommodation at Mangoes Resort, Port Vila; two nights at The Havannah on the island of Efate; two nights at White Grass Ocean Resort Vanuatu on the island of Tanna; daily breakfast and airport transfers.

Each day *Travel Daily* will ask a Vanuatu-related question - just read the issue and email us your answer.

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



Q.16: What's the name of the largest, most intact and accessible WWII dive wreck?

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For further information on Vanuatu please see: www.vanuatu.travel

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Korean rail passes

RAIL Plus has released a range of Korean rail passes valid for transport on all Korean Rail lines which are priced from \$61pp for a 3-day consecutive pass, when 2-5 adults travel together.

Other options include a 10-day consecutive rail pass which leads in at \$131pp (2-5 adults).

For more information visit www.railplus.com.au.

Govt on alliance

THE Dept of Infrastructure and Transport has provided the ACCC with "contextual information" on the relevant aviation market for the proposed alliance between Air New Zealand and Virgin Blue.

The govt's submission provides details on the current state of intl aviation, air services arrangements and other information to assist the ACCC with its decision.



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BELOW: Robyn Smith from Movidas Journeys meets one of the pretty-in-pink Emelias.



Expedia putting agents in the pink

LAST week a team from Expedia visited agents as part of a sales blitz to promote its Travel Agents Affiliate Program (TAAP) in Australia.

TAAP now has more than 500 agent members across Australia, with the company saying this number is growing daily.

The sales activity follows the appointment of Discover The World Marketing as Expedia's local sales partner (TD 02 Jun), with DTW taking over the Sales and First level customer support for TAAP from 01 Jul.

Pink 'Emelias' visited agents to promote the program's excellent commissions and access to the world's largest range of travel inventory, with the photos on this page taken during the blitz.

Pictured above is Expedia manager of trade distribution, Stuart Udy, before sending the 'Emelias' out on their mission.

For more info about TAAP see www.expediaaccess.com/AU or call 1800 726 618, with agents who join before the end of Jul set to receive a \$100 bonus for their first \$1000 in bookings.



LEFT: Thumbs up for Expedia! Two of the Emelias meet the ladies from Al HUA International Travel: Kristie Wong, Joanna Yang and Helen Cheng.



RIGHT: One of the Emelias catches up with Sizar Ghajar of Wanderers Travel.

BELOW: Judy Legras from Northbridge Travel in Sydney meeting one of the Emelias.



ABOVE: More thumbs up! Patricia McEwan from St Leonard's Travel Centre shows her approval with an Emelia.



BELOW: One of the Emelias meets June Mo from AAT Travel.

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- Boutique Agency
- Competitive salary

Our client, one of the leading Corporate Agencies in Sydney is looking for an experienced Domestic Consultant to join their busy and thriving team. Based in the CBD and working in this amazing office you will be responsible for booking travel arrangements domestically and across the Tasman. A professional manner is required as you will be dealing with a number of contacts from PA's to CEO, as is the ability to work under pressure whilst keeping a positive happy outlook.

Contact **Tara Hamilton** at TMS tara@tmsap.com
T: **02 9231 6444** or **apply online now!**

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Operations Manager for Global Corporate Travel Company

- Melbourne CBD Location
- Attractive salary

Our client is a global corporate travel company looking for an experienced Operations Manager with excellent leadership and relationship building skills. The company has a fantastic work environment and outstanding company values. You will be responsible for the day-to-day operational activities of the profit centre and monitoring performance levels of reservations staff. The ideal candidate must have at least 4 years experience in the travel industry.

Contact Tara Hamilton T: **02 9231 6444** E: tara@tmsap.com or **apply online now!**

National Account Manager - Melbourne

- Corporate Travel Management Company
- \$75 - \$80k base plus super

A well known and respected midsized corporate travel agency is seeking a National Account Manager to join their team. You will be required to manage a portfolio of accounts across the country from small to mid market size. Ability to travel regularly to meet with your clients is TMC is essential for this position. More details available on request for candidates that meet the criteria.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Business Development Manager - Melbourne

- \$60 - \$65k base plus super and commission
- Luxury Hotel

This well known luxury accommodation is seeking a driven and experienced business development sales manager to target corporate clients directly. A proven track record in developing sales from corporate market from the hospitality industry or travel industry is required.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Travel Accounts Receivable Temp Role- North Sydney

- 6 weeks temp assignment
- Well known travel organisation

This large travel company in North Sydney are looking for a travel accounts temp to assist in their accounts division for 6 weeks, starting in August. The role will mainly be to do accounts receivable and you must have previous accounts experience within the travel industry.

Contact Sharon Moss T: **02 9231 6444** E: sharon@tmsap.com or **apply online now!**

Strategic Corporate Account Manager - Sydney

- Global TMC
- Large Market

A global travel management company is seeking an experienced corporate account manager to be responsible for the management of a portfolio of large market clients. Experience in client management at large market required or at least 3 years mid market required. Travel industry experience essential.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Corporate Business Development Manager - Queensland

- Corporate Travel
- Attractive Salary

A Worldwide TMC requires a strong experienced Business Development Manager to continue to position their premier service as a corporate travel agency. This is an analytical role with a view to finding business solutions for new clients. The ideal candidate would be from the Travel, Airline or Hospitality industry with a proven track record in achieve new corporate business.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Air Fare Specialist - North Sydney

- Attraction Travel Benefits
- Small Team Leader Position

A specialist in the luxury travel market has created a new department in Air and Sea. You will be managing an Air and Sea Coordinator in this newly created position. As this is a new position you will need to be flexible in changes to this role and open minded in making this role your own and developing it with your manager. This is a great opportunity for an experienced Retail Travel Consultant wanting to work for a luxury thriving product. To apply for this role you need to have experience in managing a team, ability to demonstrate flexible and adaptable nature in a start up business or similar. In addition it is essential that you have a good working knowledge of a GDS, preferably Amadeus, Fares & Ticketing 1 and BSP experience.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Travel Consultant - Part Time Temp

- Ongoing temp assignment
- Flexible work and hours

Are you a retail travel consultant looking for some flexibility in your role and in your hours? This agency in Elsternwick are seeking an experienced travel consultant to help them one or two days per week doing all office duties and consulting where needed.

- Hourly rates from \$20 - \$25 plus super.
- You must have at least 2 years travel consulting experience using Galileo
- Excellent written and verbal communication skills
- Customer service is paramount in this role

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Business Development Manager - Melbourne

- Corporate Travel
- Base, Super, Car and Commission

A well known and major business travel company is seeking the "Cream Of The Crop" corporate sales professionals. Endless opportunities to progress your career within this company to the very top! You will be responsible for the acquisition of corporate clients through a consultative B2B solution sales approach. In return you will receive generous commissions along with growth and development. Applicants with a proven track record in gaining new business from the corporate market is essential for this role. Travel Industry experience not necessary.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Managing Director - Sydney

- Major Wholesale Travel Company
- Rare Opportunity

An exciting and rare opportunity has arisen within a major wholesale travel company for a Managing Director. You will lead the company to remain competitive in the market place and oversee the successful operations of the business whilst identify opportunities to further develop the company. This role requires a seasoned yet dynamic Executive from within the travel industry with proven ability to drive a business from the top. A good understanding of the complexity between wholesale to retail is essential.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

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MELBOURNE – 1/167-169 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

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

DUE TO ONGOING EXPANSION, WE NEED YOU! TRAVEL RECRUITMENT CONSULTANT SYDNEY – TOP SALARY PKGE & BONUSES

Looking for an exciting challenge but keen to remain within the travel industry? Then here's a golden opportunity to utilise your excellent customer service skills, outstanding sales ability and expert travel knowledge, in a brand new area!

Due to ongoing expansion and the landing of an exciting new account, a rare opening has arisen in our Sydney office. You will enjoy the variety and challenges this role can offer you where your day to day duties will include client account management, business development including cold calling, as well as registering candidates and providing them with professional care and career advice.

Ideally you must come from a travel industry background with excellent sales and people skills! This position will suit those who love being in an energetic team environment and have the confidence to develop new relationships and reap the rewards.

VIP LEISURE – THERE'S NOTHING BETTER VIP LEISURE CONSULTANT

SYDNEY CITY – SALARY PACKAGE \$45K-\$60K AVAILABLE

Do you love your high end products, first class tickets, 5 star hotels, luxury cruises? Why not sell this every day?

Our client requires consultants with at least 2-3 years travel experience to join their prestigious team based in the CBD. You must have exceptional customer service skills, have sold high end product and have used Sabre or Galileo. You will be rewarded with a fantastic salary, great benefits and definite career progression for those wanting to move up!

STAFF RETENTION LIKE NO OTHER DOMESTIC CORPORATE CONSULTANT PERTH (INNER NORTH) – SALARY PACKAGE TO \$52K

This corporate travel company has been in operation over 25 years and has been servicing a number of large long standing corporate accounts the entire time! Working in this boutique environment you will love the working hours offered, together with the friendly team of consultants. If you are an experience domestic corporate consultant looking for a nice boutique corporate agency to join, apply now!

SKI YOUR WAY INTO THIS TOP ROLE!

SKI TRAVEL SPECIALIST

MELBOURNE (CITY FRINGE) – SALARY PACKAGE TO \$59K

This boutique, yet growing, travel company is seeking a passionate snowboarder or skier with a travel consulting background! This is a great position for all you consultants out there looking for a unique varied role with the opportunity to use your creativity..... With a sensational salary package on offer and a flexible working environment, you will not believe your luck bagging this role! Sabre highly desirable.

VARIETY IN THE BACK OFFICE

WHOLESALE TRAVEL SUPPORT

MELBOURNE (INNER) – SALARY PACKAGE TO \$48k

Supporting the reservations team your role will involve multiple job functionalities such as product loading, liaising with suppliers, processing group quotations, proof reading brochures and you will have excellent attention to detail. This role requires strong knowledge of Excel and the ability to think on your feet. Personal travel to Africa or South America will be highly valued and beneficial.

TEMPS! LONG TERM – SIX MONTH CONTRACT DOMESTIC CORPORATE CONSULTANT X 3 TOP HOURLY RATE

Are you in between roles and looking for some stability? We have a fantastic contract with an exciting travel management company looking for Amadeus, Sabre or Galileo trained temps. You must have exceptional customer service as you'll be looking after major blue chip corporate accounts. Based in the city, close to all amenities, you must be able to work Monday to Friday between 8am to 5.30pm. Don't miss this brilliant long term contract and gain some valuable experience to your CV!

PASSIONATE CRUISE CONSULTANT REQUIRED! SENIOR CONSULTANT BRISBANE CBD - \$40 - \$55K OTE

Want a job that you are appreciated in and feel like you are part of the team? Enjoy spending your lunch breaks going shopping or meeting friends? Located in the city centre as a cruise consultant for this company you will have access to some great benefits including Friday drinks, supportive management, famils and best of all there is no face to face clients it is all done via phone or email! Min 2 years travel selling experience, proven sales ability and cruise knowledge.



Virgin Blue Rocks the Rock! Win a Red Centre Getaway!!!

**The Centre is Red
Virgin is Blue
And now DJ fly
Direct to Uluru!**

Flights start on
3 August from just
\$199* one way

To celebrate the launch on August 3 of Virgin Blue flights to the heart of the Outback, Territory Discoveries, together with Virgin Blue, Voyages Ayers Rock Resort and Tourism NT offer you the chance to wing your way to Uluru!

Every Virgin Blue+Voyages holiday sold between June 30 and July 23 goes into the draw to win one of 4 amazing prizes. The Top Seller wins a holiday for 2 people to Uluru, including flights, accommodation and \$1000 of touring, courtesy of Virgin Blue, Voyages Ayers Rock Resort, Territory Discoveries and Tourism NT. 3 lucky runners-up will also walk away with some fantastic prizes!



Virgin Blue Rocks the Rock! 3 days from \$524* per person twin share

The Voyages Sounds of Silence Escape Package allows you to have the experience of a lifetime, complete with 2 nights at Ayers Rock and the must do Sounds of Silence dinner.

INCLUDES: Voyages Sounds of Silence Escape Package - Includes 2 nights 3.5 star accommodation at Voyages Lost Camel, Sounds of Silence Dinner & return seat in coach airport transfers

BOOKING CODE: TDC0VV1

Ask the NT Experts at Territory Discoveries about accommodation upgrades & extended stays.

*Price per person twin share, inclusive of GST, in Australian Dollars and is Land Only. Prices are subject to change without notice and limited availability. Valid for sale until 23Jul10. Valid for travel 03Aug10-31Jan11. Uluru, Kata Tjuta Park Fee of \$25 per person has been included in the advertised package price, however this is payable direct. Return Virgin Blue Airfare Sydney to Ayers Rock is based upon a wholesale blue saver fare, travelling in economy class, inclusive of all taxes & one piece of hand luggage up to 7kg. Checked baggage up to 20kg is at an additional cost.

ADD ON'S

Prices per person

Return economy flights from Sydney to Uluru with Virgin Blue	\$398*
Kings Canyon Day Tour Flight	\$570*
15 minute scenic Ayers Rock Helicopter Flight	\$144*
Camel to Sunset Tour	\$99*
Uluru Base Tour & Sunset Drinks	\$110*
Uluru Aussie BBQ Dinner	\$98*
Dot Painting Workshop	\$87*

Wildlife, wilderness, outback skies, Aboriginal art & culture. We know what goes with the Territory.

Agent Reservations: 13 67 83 | Book online www.calypsonet.com.au



Katherine



Uluru / Ayers Rock



Kakadu

Incentive Conditions: Every agent booking of a complete Virgin Blue/Voyages package holiday booked through Territory Discoveries and paid in full between June 30 and July 23 will count as one entry into the draw. Winner of the Grand Prize will be awarded to the agent with the most sales of Virgin Blue/Voyages packages. In the event that more than one agent achieves the highest number of bookings, a winner will be drawn at random from those agents. Runners up will be drawn from all remaining agents. Any costs associated with the prize, travel to/from airport of departure, personal expenses, incidental charges and any FBT costs/charges are the responsibility of the winning agent(s). Prize will need to be taken by 31 March 2011 and is subject to availability and blackout dates.

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- ✓ Valid for departures 01 August – 31 August 2010



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First or Business Class adult ticket
to any Malaysia airlines port

Get 1 x \$100



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Economy Class adult ticket to
UK/Europe/ Middle East

Get 1 x \$50



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Economy Class adult ticket to
Malaysia/Singapore,
Brunei, South East Asia,
South Asian Sub Continent &
North Asia

Get 1 x \$25



Offer is valid for all international NSW/ACT travel agents only. The offer applies for all NEW BOOKINGS booked & ticketed between 01July10 – 31July10. Passenger travel this should be undertaken between 01August10 – 31August10. Valid for return travel on Malaysia Airlines sectors only. License no. 2TA000530 ABN 1979648145 Issued 01July10 SYDSALES