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# Travel Daily AU

First with the news

Tue 26 Oct 10    Page 1

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

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## QH weekly winner

CONGRATULATIONS to Lindsay McAnaney of Peter Milling Travel in Dubbo, NSW whose entry has been selected as the last week's weekly winner in *TD's* Qantas Holidays Tasmania competition this month.

Lindsay created an itinerary based on the QH brochure, with her custom tour for the young traveller named 'Tasmania for the Young and Restless'.

There are just a few days left to enter the \$5000 competition which finishes 31 Oct - entry details on page 8 of today's issue.



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## Rail on track in Australia

HUGE growth in overseas rail travel by Aussies in the last 12 months has seen Australia soar to become Rail Europe's top market around the globe.

Last night Rail Europe ceo Pierre-Stephane Austi hosted an event in Sydney to celebrate the milestone, which comes as local sales are up 60% on last year.

Other major developments for Rail Europe include the recent addition of British rail group ATOC and Spanish operator Renfe - all with live availability.

Austi told *TD* that the UK expansion gives Rail Europe access to full inventory including "domestic" point to point fares which are up to 70% cheaper than those normally available abroad.

Rail Europe now offers rail in the US, Canada (Via Rail), India,

Korea and Japan as well as in Europe - while China is the next challenge for the group.

"We want Rail Europe to be the one-stop shop for rail worldwide," Austi said, with rail also continuing to take market share from flights.

Travel agents are still the major distribution channel for Rail Europe, with GSAs accounting for 85% of sales.

Austi said that he was "very open" to talking with GDS firms about integrating content, with existing implementations via a 'smart tab' already available in India and Japan with Travelport and Amadeus.

### AFTA agent push

AFTA is set to enhance its connection with the consumer in the new year, with a push to promote booking through agents.

AFTA CEO Jayson Westbury told *TD* some weeks ago about the proposal, but requested that it remain confidential.

Early details were unveiled to attendees at the Travelscene American Express conference in Buenos Aires last week along with a strict media embargo - which was unfortunately broken by another publication yesterday.

The campaign details are yet to be confirmed but it is understood that the phrase 'Without a travel agent, you are on your own' tag line will be featured, with 'travel agent' bolded to emphasise the key component of the message.

Attendees at other upcoming agency group conferences will also be given a sneak peek at the campaign collateral over the coming weeks.

### Rent a resort!

CLUB Med is today promoting its 'Rent-a-Resort' program for large corporate events, available at more than 80 resorts in 30 countries and groups of 300-plus people - details on page 11.

## New ATEC md

TOURISM Tasmania ceo Felicia Mariani was yesterday named as the new managing director of the Australian Tourism Export Council, taking over from Matt Hingerty early in 2011.

Mariani is well versed with ATEC, having been on the board for the last three years representing state and territory tourism organisations.

"I look forward to working with the Board and the industry to redefine a future that will create new opportunities for growing our industry," she said.

## Bumper issue today

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

- TMS Asia Pacific
- AA Appointments
- Club Med

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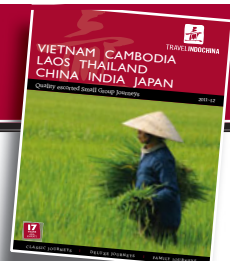
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# Travel Daily AU

First with the news

Tue 26 Oct 10

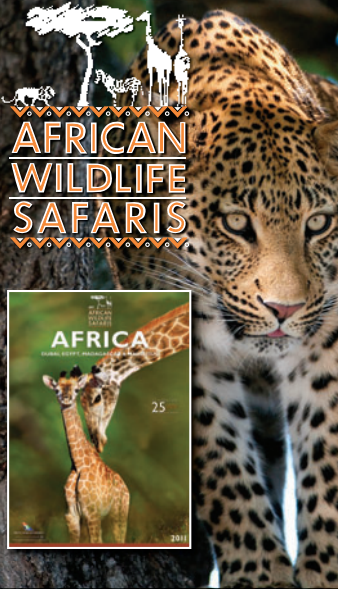
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## DJ/NZ outline JV benefits

VIRGIN Blue and prospective alliance partner Air New Zealand will coordinate flight schedules which would enable same day return Wellington-Canberra trips, ideal for business travellers.

Currently, due to limited flight schedules, DJ pax must spend a two night minimum in Canberra if they have a meeting in the capital city.

The quicker journey time by codesharing and providing lounge access with Air NZ as part of their proposed joint venture, was one point highlighted as a consumer benefit at last week's 'Pre-Conference' held in Sydney at the ACCC's office (*TD 15 Oct*).

"Rather than dual brand

strategy, the Alliance will provide leisure and business products on the one aircraft," they said.

Representatives from both carriers attended the meeting, and also indicated, that should the JV be given the green light, then the airlines will commit capacity increases over a number of nominated sectors by 10% within three years of authorisation, and a further 5% within another two years.

## Excite live transfers

AGENT-only online wholesaler Excite Holidays is offering agents the option to access live transfers for their clients with instant confirmations on pick ups and drop offs worldwide.

The move follows the firm's recent launch of wholesale airfares (*TD 20 Oct*).

## Choice choice

TRAVELLERS Choice members attending the network's Annual Shareholder's Conference will hear a keynote speech from M&C Saatchi's co-founder and former ceo, Simon Corah.

His address in Melbourne next month will cover key global trends set to impact the travel industry over the next decade, and how businesses can benefit.

## Pacificflier delay

FLEDGLING Micronesian carrier PacificFlier will not resume services between Guam and Australia until next year at the earliest, *TD* can reveal.

The airline said it does not expect to begin operating from Guam to Asian destinations for another three weeks at least.

PacificFlier suspended services on 12 Aug for re-equipment and reorganisation, which initially was expected to take 6-8 weeks.

Services from Australia to Guam are hoped to restart early in 2011.



## Window Seat

BETTER hope you don't end up next to this guy on a plane.

An unemployed security guard has won Spain's first ever national siesta championship, after snoozing for 17 minutes in the middle of a shopping centre.

Pedro Soria-Lopez clinched the gong by gaining extra points for his exceptionally loud snoring, winning a prize of €1000.

The Madrid competition is part of a campaign aiming to revive the Spanish tradition of an afternoon nap, says the *BBC*.

A SEASIDE town in Italy probably won't boost its tourist numbers with a planned new policy which bans the wearing of miniskirts.

The mayor of Castellammare di Stabia near Naples says the new regulations aim to "help restore urban decorum and facilitate better civil co-existence," with fines of up to €500 for those who flout them.

His extreme proposals also include a ban on sunbathing and playing football in public.

Other Italian towns have also added new rules to crack down on antisocial behaviour, including one which has reportedly banned sandcastles.

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**Airline of  
the Year 2009**  
TTG Travel Awards 2009



**Etihad - what a good sport**



ABOVE: Last week Etihad was the major sponsor of the Sport Australia Hall of Fame Induction and Awards Dinner.

EY ceo James Hogan said supporting the event was "an ideal way for Etihad to demonstrate its commitment to Australia, which is a very important market for us.

"This partnership is a perfect fit for Etihad - a young airline with a vision to be the best in the world, striving for excellence in everything we do," he added.

The event at the Crown

Palladium Room in Melbourne saw scores of Aussie sport legends of the past and present in attendance, including solo sailor Jessica Watson who was honoured with the "Spirit of Sport" award.

Watson is pictured above at the event with Etihad's Jon Spring and Cramer Ball.

**PG extends Manila**

AIR Niugini will introduce a third weekly Port Moresby-Manila flight from 31 Oct, according to travel agent GDS, with flights to operate each Tue, Fri and Sun.

**Wildman rates out**

ANTHOLOGY'S soon to open Wildman Wilderness Lodge has released rates, packages and tour details from Apr to Nov 2011.

Rates are priced from \$215 per person per night in a Safari tent, or \$285 for a Habitat, which incl a two-course dinner and breakfast at the NT property.

'Wildman Escape' two-night packages start at \$485pp, or the three-night 'Wildman Kakadu Adventure' is priced from \$960pp.

Sightseeing options include cruises, Kakadu tour, guided walks and fishing excursions - see [wildmanwildernesslodge.com.au](http://wildmanwildernesslodge.com.au).

**Armstrong returns**

SOUTH Australia's popular Tour Down Under cycling race has had its profile once again boosted after the announcement that cycling legend Lance Armstrong will again compete in 2011.

The event, to be held from 16 to 23 Jan, is the third consecutive time Armstrong has been involved and will also be his last pro race on international soil.

Premier Mike Rann said the 2009 TDU contributed \$39 million to the state's economy, and lured 36,200 overseas and interstate spectators - a 125% rise on 2008.

This year it attracted over 39,000 visitors to Adelaide and its surrounding regions.

**JQ after quick OK**

JETSTAR Airways has requested "immediate approval" from the US Dept of Transportation for its proposed NZ codeshare pact with American Airlines (TD 14 Oct).

In its 54-page Statement of Authorisation to the US regulator, Jetstar has asked for a waiver to the normal 45-day advance filing requirement as the deal with AA was only recently finalised and "because of the need to implement codeshare service in the immediate future."

Under the deal, AA will display its code on Jetstar services between Auckland, Christchurch, Wellington and Queenstown.

It also indicated that other cities in New Zealand are on the drawing board for JQ's network, with a request to allow the codeshare to expand to "other points in New Zealand."

**Crystal 2011 Atlas**

CRYSTAL Cruises has launched its 2011 Worldwide Atlas in the US, featuring 59 global voyages.

The 212-page brochure provides details on Crystal's new Perfect Choice Dining, its online Priority Check-in & Planning Centre, and there's also a section dedicated to *Crystal Symphony's* multi-million dollar redesign.

For more info on the program visit [www.wiltrans.com.au](http://www.wiltrans.com.au).

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In celebration of their 85th Anniversary! Tauck is offering a Past Guest Appreciation Rewards of **two free** hotel nights when you book any 2011 United States, Canada or Europe land journey, Tauck Bridges family adventure or Tauck Culturious trip by **31 December 2010**.

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## WIN A JURLIQUE ANTI-STRESS FACIAL



Mauritius is the world's leading spa destination. The island's mix of cultures inspires an eclectic mix of therapies such as Asian Ayurvedic massages, ocean-inspired treatments and African and Creole remedies made from local herbs and flowers.

**Travel Daily** has teamed up with **Mauritius Tourism Promotion Authority** this week and is giving five lucky readers the chance to win an Anti-Stress Facial from Jurlique valued at \$55.

Restore a natural radiance to the face and ease the tension in the neck and shoulders with this combination of revitalising products and soothing facial massage. This treatment is ideal for someone who wants great results in the busiest schedule.

To win this fantastic prize, simply be the first person to email the correct answer to the question below to:

[mtpacomp@traveldaily.com.au](mailto:mtpacomp@traveldaily.com.au)

**What is the official website for Mauritius Tourism Promotion Authority?**

Hint! Visit

[www.tourism-mauritius.mu](http://www.tourism-mauritius.mu)

Congratulations to yesterday's lucky winner, **Ally Casey** from **TravelManagers**.



**Travel Daily AU**  
First with the news

## BA shifting at Narita

BRITISH Airways will relocate its operation at Tokyo Narita airport to Terminal 2 from 31 Oct, joining other oneworld airline partners that already operate there, incl JAL, QF, CX, AA and Finnair.

BA's Premium customers will be able to access JAL's First Class Lounge and Sakura Lounge.

## NCL signs 2 ships

NORWEGIAN Cruise Line has confirmed signing a €1.2b deal with Germany's Meyer Werft shipyard to build two new vessels, as flagged last month (*TD* 08 Sep).

The pair of 143-500-tonne ships will boost NCL's capacity by over 30%, and hold around 4,000 pax.

"Our decision to add two new ships reflects the significant progress we have made in improving our operating performance and repositioning the company over the last several years, as well as the strong market demand we are seeing for Norwegian Epic and our other ships," said ceo Kevin Sheehan.

The unnamed vessels will be delivered in 2013 and 2014.

For all the latest cruise industry news see *Cruise Weekly* - free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

## Legendale VIP deal

CHINA's Legendale Hotel is offering corporate and meeting planners a hosted stay and site inspection for prospective conferences held at the hotel.

The Beijing 5 star property has meeting packages priced from RMB480 (A\$73) per delegate when booked by 31 Dec - quotes and queries [bill@airmarketing.com.au](mailto:bill@airmarketing.com.au).

## Conrad credit offer

CONRAD Bali is giving guests booking a five-night consecutive stay between 26 Oct and 30 May a resort credit of US\$500 per stay, which can be put towards food, beverages or Jiwi spa treatments.

The booking deadline is 30 Dec.

## Definitely Dubai

DUBAI Tourism and Commerce Marketing has launched a new global identity aimed at driving tourism to the Middle East destination.

'Definitely Dubai' features a new logo and consumer-facing website, and will provide new and past visitors with information from key source markets on how to get to Dubai, and what to do when there.

## Riding the Interlaken rails



ABOVE: The recent Rail Europe mega-famil was really all about trains, as proven by this group of agent participants riding the train trolley around the Swiss town of Interlaken.

More than 30 agents took part in the fabulous trip, including *TD's* own roving reporter Michael Williams.

Pictured above tracking along in Interlaken are Hayley Cook,

Harvey World Travel Toronto; Steven Thompson, Trailfinders; Belinda Di Guglielmo, St George Travel; Tracey Koroneos, Rail Plus Ticketing; Matthew Hickey, HWT Katoomba; Corinne Heveldt, Flight Centre Galleries; Alison O'Brien, Flight Centre Penrith; Fiona Rizzo, Tempo Holidays; Jodie McCann, Flight Centre Hobart; and Chevron Bengtson, Infinity Rail.

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MTPA  
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## Almost as good as being there



ABOVE: Adventure World and South African Tourism hosted a group of Melbourne agents to Cirque Mother Africa recently, to celebrate the launch of AW's new Africa brochure.

The night was full of African

sights, sounds and rhythms featuring forty artists performing acrobatics, traditional music and dances from destinations such as Tanzania, Ethiopia, Kenya, Malawi, Zanzibar and South Africa.

Pictured above in front of the stage back row from left are: Hayley O'Rourke, Jetset Central Melbourne; Rob Gurr, South Africa Tourism; Debi Kitt, Boomerang Travel; Lisa Harrison, HWT Malvern; James Jang, Port Travel; Rhian Hall, FC Victoria Gardens; Travis Graham, Adventure World VIC BDM; Alisa Christensen, Reho Travel Sth Yarra.

Front Row: Natalie Watts, Connelly & Turner Travel Assoc; Bridie Clarke, HWT Doncaster; Bianca Orsola-Rose, Adventure World VIC/TAS BDM; and Kate Horsburgh, FC Southland.

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## Greyhound wildlife

GREYHOUND Australia has introduced a new stop at the Gold Coast's Currumbin Wildlife Sanctuary on the Gold Coast.

Effective 01 Nov some services between Surfers Paradise and Byron Bay will stop at the popular attraction, in response to demand from passengers.

See [www.greyhound.com.au](http://www.greyhound.com.au).

## US/Japan air deal

THE USA and Japan have reached an historic milestone with the signing of an open skies agreement between the nations.

A new Memorandum of Understanding opens the door for new services from Tokyo Haneda airport to the US.

Airlines have hailed the move, including United Continental which issued a statement saying the pact would "fully liberalize this important aviation market, allowing for new air services... and enabling consumers to benefit from greater choices and competition."

JAL echoed the sentiment, saying officials in both govts should be "commended for their diligence, hard work and foresight in setting out the framework that will bode well for the future of aviation between Japan and the United States."

## Zuji boosts NZ

ONLINE agency Zuji has announced an expansion of its operations in New Zealand and the Pacific, with more staff to be based in Auckland.

Current New Zealand manager Kathryn Wilson will focus on the South Pacific, while Jacinda Carter will take over management of the NZ operation, moving from Sky City Auckland.

Also new is Leeza Chan as market coordinator, with regional gm James Gaskell saying the new focus on NZ and the South Pacific would "provide greater distribution opportunities to our suppliers".

Zuji operates Travelocity in NZ under the [www.travelocity.co.nz](http://www.travelocity.co.nz) website address.

## OZ role for Berglind

ACCOR has appointed Henrik Berglind as national director of sales in Australia, replacing Kerrie Hannaford who has taken up the role of Accor's vp global sales for North America.

The Swede previously worked as Accor's Director of International sales - Europe, based in Australia, for seven years, before moving to the group's Paris office in 2007.

## Nitmiluk wet season

NITMILUK Tours is offering a Twin Parks package over the spectacular Top End wet season priced from \$505.50pp including accom, brekkie, Gorge Cruise and a scenic flight.

Also available is a Gorgeous Romantic Getaway at Maud Creek Lodge from \$205 per couple - details at [nitmiluktours.com.au](http://nitmiluktours.com.au).

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## Contiki "augmented reality"

PROSPECTIVE Contiki Tours travellers will be able to experience upcoming trips in advance, with a new feature in the firm's 2011 Europe brochure utilising funky web technology to really put them in the picture.

The 'augmented reality' system utilises a special image on the back of the brochure and a contiki3d.com website, which tech-savvy users can use in conjunction with a webcam to experience gondoliering in Venice, a German beer hall and parasailing in the Greek Islands.

The brochure is being launched in conjunction with a revamp of Contiki's consumer and trade websites, according to md Nicole Moy, who said the new programs also incorporate changes in

## JL to Sao Paulo

JAPAN Airlines will maintain its presence in Brazil when it commences services to Sao Paulo, via a codeshare agreement with American Airlines, from 28 Oct, which will see the 'JL' code on AA metal from New York to Sao Paulo.

response to client feedback.

Contiki will offer over 1700 Europe departures next year, more than half of which have already been confirmed as definite at launch, Moy said.

The company has added shorter camping trips, as well as a new 'tent yourself' solo tent option, while Contiki's 'Concept' program has been expanded with five new tours in Scandinavia and Russia.

Cruising is also booming for Contiki, with a new 9-day Greek Islands Adventurer tour on offer.

There are a range of earlybird deals offering savings of up to \$581; advance bookings are already very strong, Moy confirmed.

Contiki's 2011 program is being launched with a new 'Legendary for a Reason' tagline.



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Applications with cover letter may be sent to [recruitment.au@hrgworldwide.com](mailto:recruitment.au@hrgworldwide.com)

## AFTA UPDATE

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



*Fresh off the jet from the Travelscene Amex conference in Buenos Aires and the PAPGJC meeting in Geneva which have taken me around the world in nine days, I am feeling a little jet lagged and it is nice to be home.*

*As for the PAPGJC meeting, if nothing else it is pleasing to report that for those who hold IATA accreditation in Australia, there is no real change on the horizon for the Australian market as we are already operating under the new global resolution 818g and have the new financial criteria in place. In fact, we would be one of the first markets in the world in which this is the case.*

*The majority of the current challenge for IATA over the coming months and year will be attempting to implement resolution 818g and new financial criteria globally.*

*Much of the feedback that we have received in relation to the new financial criteria for IATA has been that owners are finding ways to work within the new arrangements and while some have elected not to renew with IATA, the impact has not been significant.*

*For those of you that have never been to Buenos Aires it should be on your bucket list. What an amazing place. Plenty of history, amazing architecture and of course plenty of "Tango".*

*The Travelscene American Express conference was a wonderful experience for everyone that attended with a range of fantastic speakers and presentations.*

*It was an excellent opportunity for me to be able to take part in the conference and talk to so many owner/managers about the many issues facing the travel industry.*

*I am also pleased that the AFTA agenda was very well received with plenty of feedback over the course of the few days.*

*I am looking forward to taking part in a number of agency conferences over the coming month as it gives me a face to face opportunity to talk to so many AFTA members about their views and explain in detail the many issues that AFTA is dealing with.*



## Indonesia quake

A 7.7 magnitude earthquake hit off the west coast of Indonesia overnight, with nine Australian surf tourists caught up in the resulting three metre waves that pushed another boat into their charter vessel at a break near the island of Pagai near Sumatra.

The Aussies leapt into the water just before their craft exploded, and were swept up to 200m inland by the maelstrom - with initial reports fortunately indicating no major injuries.

## HAL gets Le Cirque

HOLLAND America Line has partnered with the illustrious Le Cirque restaurant to introduce a new culinary experience onboard its fleet of 15 vessels.

'An Evening at Le Cirque' will be held on nearly all ships in the Pinnacle Grill at least one night on every voyage.

The experience will recreate Le Cirque's "whimsical ambiance and award winning dining", sharing the same menu offerings, wine selections and table decorations that guests would expect from the restaurant.

An extra cost will apply for the dining experience.

Le Cirque will also host cooking demonstrations as part of HAL's Culinary Arts Center onboard.

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**Money**

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

**\$1AUD = US98.8c**

PROSPECTIVE travellers have swamped foreign exchange offices and banks in recent days, to take advantage of the unprecedented strength of the Australian dollar by purchasing foreign cash.

After a slight dip last week the Aussie dollar has surged again in response to US weakness, as well as expectations of a Melbourne Cup Day interest rate rise.

Strong economic figures from China are also helping to boost the Australian currency.

The Australian dollar is also extremely strong against the UK pound, after the British govt announced a range of measures to cut spending which in turn are likely to put pressure on the £.

*Wholesale rates this morning:*

|              |           |
|--------------|-----------|
| US           | \$0.988   |
| UK           | £0.627    |
| NZ           | \$1.30    |
| Euro         | €0.707    |
| Japan        | ¥79.55    |
| Thailand     | ฿29.57    |
| China        | ¥6.43     |
| South Africa | R6.75     |
| Canada       | \$1.001   |
| Crude oil    | US\$82.36 |

**Express direct**

ORIENT Express Travel Group's agents will be able to pay for air tickets through its Express Ticketing system after appointing Moneydirect as its preferred payment solution.

OETG ceo Tom Manwaring said that more than 500 agents from across the country now work with Express Ticketing, including 300 members of the company's Select Travel Network group.

The Moneydirect solution will see the agents able to transact more efficiently, as well as provide faster tracking and reporting, Manwaring added.

**Airport election**

THE chairman of the Australian Airports Association, John McArdle from Adelaide Airport, has been reelected unopposed.

McArdle has chaired the AAA for the last 8 years, and said he was looking forward to pushing the group's agenda with the govt including addressing the "inequitable share of infrastructure funding handed out for roads, rail and ports compared with the nation's airports".

**Cox & Kings India**

COX & Kings Australia has released its first ever India brochure including Bhutan and Nepal and featuring 19 escorted small group and private tailor made itineraries.

Tours range from 8 to 20 days and include three special interest tours, three Maharajas' Express Luxury Train journeys, and deluxe hotel experiences.

Prices for the 14 day Forts and Palaces of Rajasthan start from \$2991ppts and the 14 day Grand Tour of Northern India is priced from \$2883ppts - more details at [www.coxandkings.com.au](http://www.coxandkings.com.au).

**Insight ready to kick goals**



ABOVE: The Travel Corporation held its Global Conference in Cape Town, South Africa recently, where a number of management team representatives from across the group's various brands attended from around the world. One of the highlights of the

**Wotif sees slowing**

ONLINE accommodation provider Wotif.com yesterday confirmed that profit for the current six months will be lower than for the corresponding period last year.

CEO Robbie Cooke said the result is expected to be similar to the \$25.4m recorded in the six months to 30 Jun - down about 8%.

He said the second half of 2009 had been extremely strong for Wotif, with more domestic bookings by Australians which drove online demand.

Cooke also cited Euromonitor figures which indicated that in 2009 total online accom sales in Australia amounted to \$1.65 billion, about 16% of the total market valued at \$10.7 billion.

He said the research "supports our belief that over the next five years the online accommodation sector will continue to attract customers away from other sales channels," with predictions that online will represent 26% of total accommodation sales in Australia by 2014 - growing by an average of 13% per annum.

Cooke also said the fledgling Wotflight business was expected to grow "as we complete our offering in the current year and build upon our marketing efforts".

**Macquarie CWT deal**

MACQUARIE Bank is understood to have signed a deal in the Americas with Carlson Wagonlit Travel as its new travel management company.

The deal will see CWT work with the Australian bank in the US, Canada, Brazil, Mexico and Argentina effective from 28 Oct.

Africa trip included a visit to Cape Town Stadium, where the FIFA World Cup was played earlier this year, and pictured above is the team from Insight Vacations Australia, from left: Lorraine Sharp, managing director; Anjali Chandra, national groups mgr; Lisa Kirwan, sales mgr NSW; Bronwyn Nicholaas-Ponder, sales mgr WA; Steve Farrelly, sales mgr NSW; Frank Levey, state sales mgr QLD; Sally Plenderleith, state sales mgr SA/NT; Andy Roberts, sales mgr VIC; Alan Burness, sales mgr QLD; Mara Smith, sales mgr VIC/TAS; and David Farrar, national sales mgr.

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Full-time and casual positions available

We are also looking for evening trainers (5pm - 8pm) who may work full-time/part-time in the industry.

One of Sydney's largest and most successful College's, located in the heart of the city, is seeking to employ motivated and dynamic professionals to join their Travel & Tourism department.

**Requirements:**

- Minimum of five years current industry experience
- TAA 40104 Certificate IV in Training and Assessment (completed or currently enrolled)
- Excellent communication and interpersonal skills
- Advanced computer skills
- Proven assessment design and development skills

If this sounds like you, please email your resume asap to:  
[voc.education@gmail.com](mailto:voc.education@gmail.com)

## Domestic flight numbers boom

STATISTICS revealed by the govt today indicate that domestic air travel is soaring, with figures for Aug 2010 up 7.5% year-on-year, to 4.6 million passengers.

Numbers carried are also up for the year ending Aug 2010, by 4.5% to a healthy 52.44 million.

Revenue and capacity were both up in Aug compared to the same time in 2009, by 7.6% to \$5.3b and 9.7% to 6.69 billion respectively.

Load factors slipped by one and a half points to 79.1%, with seat utilisation decreasing on 34 of 52 domestic routes.

Flights to and from Cairns were the most filled, with 90.7% of seats occupied on the Brisbane-Cairns route and 90.4% on the Cairns-Melbourne sector.

The Melbourne-Sydney route continued to be the busiest sector

and numbers carried were up by over 10% to 669,184 pax.

Brisbane-Sydney was the second busiest route, up 5.1% to 371,501 while the Brisbane-Melbourne route recorded a strong 20% jump in traffic, to 266,882.

The biggest increase was recorded on the Gold Coast - Newcastle route, up 23.3% to 13,900 passengers.

Adelaide appears to have been impacted the most by traffic decreases, with routes from Canberra, Perth and the Gold Coast dropping in passenger numbers by 22.1%, 13.5% and 6.3% respectively.

Some of the routes which have noticed the biggest decreases in traffic volumes for the year ending Aug, include Sydney-Sunshine Coast (down 11%) and Melbourne-Newcastle (-10.5%).

## Tailor Your Ultimate Tassie Trip



**Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.**

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

**Email your answer to: [qhcomp@traveldaily.com.au](mailto:qhcomp@traveldaily.com.au)**

**To view the Qantas Holidays 2011 Tasmania Brochure, click here.**

**Click here to view Terms & Conditions and see some sample itineraries!**

Promotion commences 1 October 2010 and ends 31 October 2010.

**\*TERMS & CONDITIONS:** Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

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## DL defers 787's

DELTA Air Lines will take delivery of the first of 18 787s in 2020, after renegotiating the *Dreamliner* order with Boeing.

DL inherited the order when it acquired Northwest Airlines, with NW originally scheduled to take delivery between 2008 and 2010.

## Indian Aeropark

AUSTRALIA'S Centre for Asia Pacific Aviation is set to announce a new US\$125m joint venture in India for the development of an "integrated aviation university and training campus" offering courses for pilots, engineers, cabin crew and regulators.

## QF bytes Apple

QANTAS has announced a new deal with Apple which will see the firm's iconic computer systems roll out in Qantas Clubs across Australia by the end of the year.

The Sydney lounges are the first to be outfitted, and are already offering the latest generation Macintosh computers.

Qantas also today confirmed the launch of its new Frequent Flyer iPhone App (*TD* 14 Oct) which allows users to set and track a "points goal" and also uses the GPS features of the funky gadget to easily locate program partners.

## Relax, they're drills!

AIRSERVICES Australia yesterday began conducting stimulated aviation rescue and fire fighting exercises at Sydney Airport for training purposes.

Airport users are being warned not to be alarmed by daytime smoke or fire through to 05 Nov.



At BCD Travel we take a fresh approach to business travel with a focus on innovative solutions and personalised service. We provide outstanding products and service, delivered with an entrepreneurial spirit, to all our clients and we employ, quite simply, the best Travel professionals who are committed to taking a fresh approach to business travel.

Due to phenomenal growth in 2010 and to meet the increasing demand for our services, BCD Travel are expanding our Sales and Client Services team with two new employment opportunities to lead and develop our very talented team and to drive the profitability of business.

### Manager of Client Services Melbourne Based

In this role you will be responsible for our team of Business Managers, located across Australia, focused on exceeding our client's expectations, increasing retention of clients and creatively improving our product and services. You will drive change and results through motivating, training and leading our team as well as maintaining a portfolio of client relationships.

We are looking for the best in the business, someone who is looking to join a global company with a local focus. Is this you?

- Extensive experience as a Business Manager with a Travel Management Company
- A Fresh approach to Business Management.
- Have the experience, passion and commitment to lead a knowledgeable team of Business Managers
- Be commercially focused and results driven
- Be strongly analytical with excellent reporting and computer skills
- Have the ability to promote internal service and support between all sections of organisation
- A focus on streamlining of processes to ensure an effective and efficient team
- Outstanding sales and presentation skills

### Manager of National Sales Brisbane Based

Responsible for our team of National Sales Managers you will lead, support and coach the team to convert the most challenging of sales opportunities. You will be responsible for new business acquisitions in the local market and streamlining sales processes to ensure the most effective Sales Team.

The successful applicant will:

- Have a demonstrated history of sales success
- Be experienced in driving and motivating a team to success
- Be able to develop strong relationships with a variety of clients
- Have the ability to implement new initiatives that will positively impact the business
- Be passionate about closing the sale and have a hunger for success
- Be able to successfully form multi level relationships both internally and externally
- Have the ability to step outside the square and deliver a fresh, new approach
- Have outstanding presentation skills

**To apply for these positions please forward your application to:**  
[Nicola.fowkes@bcdtravel.com.au](mailto:Nicola.fowkes@bcdtravel.com.au)





# Hunting for New Opportunities?

Set your sights on these great positions



## Hot Jobs (Australia) - October 2010

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 Frape**

JOB OF THE WEEK!

### Sales Manager

- Leading Wholesaler
- High end leisure product

This leading company is looking for an experienced Sales Manager to join their expanding team. Working with key clients whilst also growing their business needs you will have solid sales experience, preferably in Wholesale and also the ability to lead a team. This is a diverse, hands on role where your knowledge of various departments will be highly regarded. If you have drive, enjoy building relationships and want to work with a company that pushes their staff to be the best they can be, this is the role for you.

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

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### After Hours Consultant - Sydney

- **Award winning agency**
- **No longer feel like just a number**

A fantastic opportunity exists for an experienced Consultant to enjoy the best of both worlds working for this boutique agency assisting their valued clients with any out of hours requests. Working on a rotating roster of early evening, nights and weekend shifts you will enjoy greater flexibility and even have a week off between rosters. What could be better than spending time with your family and making the most of the approaching summer. To be considered for this role you will need solid corporate consulting experience, the ability to use minimum 2 CRS systems and enjoy working in an autonomous role.

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Retail Consultants - Sydney, Melbourne & Brisbane

- **Various positions**
- **Work close to home**

A number of positions are currently available for consultants who want to make a fresh start this Spring. If it is flexible working hours you are looking for or a role that will give you a mix of Retail & Corporate then may just have the role for you. To be considered for these positions you will need to have previous travel consulting experience and knowledge of a CRS system. Don't delay these positions won't last long!

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### National Account Manager - Sydney

- **Global Brand**
- **Competitive package**

A fantastic opportunity exists for an experienced National Account Manager to join this global organisation. You will be responsible for developing national account retention and sales plans to achieve business growth. The ideal candidate will have extensive and intimate knowledge of the travel industry, strong analytical skills and negotiation and problem solving skills.

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

### International Corporate Travel Consultant – CBD

- **Grow with this well known TMC**
- **Salary up to \$45K + super + benefits**

If you have excellent customer service skills, a mature attitude and an excellent work ethic, this company will provide full training to see you succeed. The role will see you assist corporate clients with all their international bookings in a helpful and professional manner. You must have a minimum 2 years experience in Retail or Wholesale Travel and a qualification in travel. Positive attitude, team spirit and willingness to learn are also essential in this role.

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

### Cruise Consultant - Sydney

- **Inner city location**
- **Great benefits**

This leading cruising wholesaler is looking for a superstar to join their team who is as passionate about cruising. Based, in the inner city you will be assisting agents with their enquiries, offering information on the various cruise lines and making recommendations for pre & post travel. This is a great role for an experienced consultant who would like to move away from face to face selling but loves offering second to none customer service. To be considered you must have CRS knowledge and a passion for cruising!

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Domestic Corporate Travel Consultant - Sydney CBD

- **Excellent Company benefits**
- **Sydney CBD offices**

Are you ready to make the move from being a Retail Travel Agent to a Domestic Corporate Consultant? With well appointed offices in the CBD this established company is looking for the right person to expand their team. You will have great customer service skills, an excellent phone manner and email communication skills, a professional presentation and an ability to work well both individually and in a team environment.

Contact Lisa Dodd T: **02 9231 6444** E: [lisd@tmsap.com](mailto:lisd@tmsap.com) or **apply online now!**

### Retail Travel Consultant – North Shore

- **Well respected, high achieving travel agents**
- **Busy environment**

Work close to home in this fantastic travel agency. You must have 2 yrs experience as a retail travel consultant, preferably using Galileo. Good salary plus incentives.

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

### Account Manager – Melbourne

- **Excellent remuneration and benefits**
- **Career Progression**

In this role you will provide on-going account management to existing strategic clients to ensure a high level of customer satisfaction, provide sales opportunities of new products and services as well as assisting customers to maximise revenue generation through existing products. In order to be considered for this role you will have proven sales experience within the travel industry, demonstrated relationship building skills as well as experience in formulating, implementing and managing strategic sales plans.

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Corporate Travel Consultant - Melbourne

- **Modern offices in the CBD**
- **Fantastic team environment**

Due to growing accounts this fantastic corporate travel company in the city is looking for experienced international corporate consultants to come on board. The ideal candidate will have experience in corporate travel consulting, have excellent customer service, good product knowledge and a great work ethic. You must have minimum 2 years corporate consulting experience and knowledge of a CRS

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



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**ADELAIDE & PERTH – (03) 9670 2577 – [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au) & [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au)**

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If you want this and MORE, then apply for this temp role.

We are looking for a SUPER STAR temp to join this Boutique Corporate/Leisure Agency on a temporary basis.

Role starts ASAP and is working Monday to Friday. Excellent hourly rates offered, weekly pay and temp REWARDS!!

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**CALYPSO TRAINED TEMP.**

**SYDNEY CBD - EXCELLENT HOURLY RATE + SUPER**

Do you like variety in your day? What about working with a small team of 8 that know how to work hard and play hard?

Friday night work drinks are just a small part of the fun things these guys do! Feel part of the team and not just a temp. To

be successful for this fantastic role, all you need is to be proficient in CALYPSO reservations and excellent international product knowledge.

This one won't last!

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**RETAIL TRAVEL CONSULTANTS**

**MELBOURNE – SALARY PACKAGES TO \$55K**

If you are an experienced retail travel consultant looking for a change, you are spoilt for choice at the moment! We have a number of boutique agencies currently on the look out for bright, passionate and knowledgeable travel consultants with a proven sales record. Looking for a job closer to home? With

locations in the east, south east, north and north east of Melbourne as well as positions in Ballarat and Geelong, there is sure to be a position for you. Top salary packages on offer!

**JOIN THE BIG GUNS**

**CORPORATE TRAVEL CONSULTANT (MULTI-SKILLED)  
PERTH (CBD) – SALARY PACKAGE TO \$57K**

Has your career come to a standstill in your current role?

Looking for an opportunity to progress? This leading global TMC offers just that and with multiple opportunities currently available for experienced corporate and retail travel consultants to join their team, it is a fantastic time to join their friendly team. In addition to career progression opportunities, you will also benefit from a focus on work/life balance, 10% superannuation, travel benefits and much more!

**SKY IS THE LIMIT!**

**JOIN AN INTERNATIONAL AIRLINE- AMADEUS TEMPS**

**BRISBANE – TOP HOURLY RATE**

If you are an experienced travel consultant with strong ticketing skills and an exceptional knowledge of Amadeus – we need you urgently! We have a rare position available to temp for a well known international airline. Min 12 months travel industry experience essential. Enjoy a top hourly rate, weekly pay and the opportunity to work for an airline that few can experience.

This assignment won't be around for long!  
Call Today.

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**EXCITING TRAVEL CONSULTANT OPPORTUNITY**

**MACKAY – SALARY PKGE TO \$45K**

Want to live where the sun always shines and life feels like a permanent holiday? Then look no further! Time to move to North Queensland where every day is a holiday! You will enjoy major benefits including, a great salary package and incentives. Most importantly, you will have more time for you and your family. You must have min 12 months travel consulting experience with CRS qualifications and strong customer service skills. Make your sea change today!

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