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Travel Daily AU

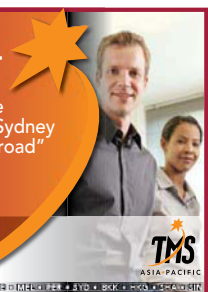
First with the news

Tue 14 Sep 10 Page 1

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

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Sunsail to Athens

SAILING charter operator Sunsail has announced the establishment of a new base in Athens, about 30 minutes from Athens International Airport.

Sunsail, which operates from Hamilton Island in the Whitsundays as well as having bases in Phuket, Tahiti, Langkawi, Tonga and the Seychelles, said the new Athens Lavrion operation would complement its other bases in the Mediterranean including Croatia, Italy and Turkey.

See www.sunsail.com.au.

Cover-More premium cut

COVER-MORE Travel Insurance will shortly implement a new approach to cancellation cover, which will see the company's base premiums drop by 30%.

GM of Cover-More Australia, Kerrie Fussell, said the change is likely to result in 75% of travellers paying less for their insurance.

From 01 Oct all Cover-More policies will come with a new 'choose your own cancellation cover' feature, allowing customers to pay only for the cancellation cover they need.

"Of travel insurance policies

purchased through travel agencies, cancellation related claims represent approximately 30% of all claims," Fussell told *TD*.

"Previously cancellation cover was packaged as part of the base policy, meaning customers with lower cancellation risk...were paying the same as travellers with very high cancellation risk exposure," she said.

Under the changes customers who do not want cancellation cover will not have to pay for it, but even after cancellation cover is added 75% of customers will pay less for their insurance, Fussell added.

The company said the new strategy had been driven by feedback from travel agency partners across Australia who said they wanted cheaper travel insurance prices to quote upfront.

New Oman website

THE Sultanate of Oman has launched a new Australian website to promote Oman as an attractive long-haul destination.

The site will showcase Oman's unique tourism experiences, with spectacular images to inspire potential visitors, and a further phase will give agents who have travelled to Oman direct access to consumer enquiries.

Next year there will also be a new online agent training module - www.tourismoman.com.au.

Eight pages, again

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

- TMS Asia Pacific
- AA Appointments

AW Gap discounts

ADVENTURE World today announced an exclusive 15% discount on all Gap Adventures tour departures until 31 Oct.

Even bigger discounts, of up to 25%, are available on a selection of last minute departures, with agents encouraged to contact AW to ensure the best possible prices - phone 1300 320 795.

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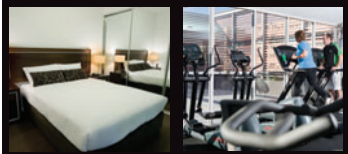
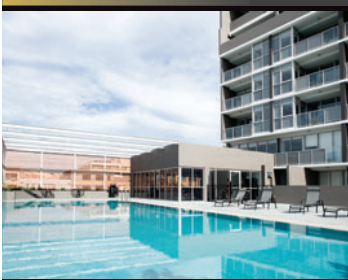
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Oprah heads down under

TOURISM Australia is today claiming a massive coup with the news that US talk show giant Oprah Winfrey will host part of her final series from the Sydney Opera House.

Announced on her show overnight, Oprah will partner with Qantas and Tourism Australia to fly 300 loyal fans of the program across the Pacific on a Qantas A380 - and QF ambassador John Travolta will also make the trip to add even more star power.

Newly re-appointed tourism minister, Martin Ferguson, said the show is broadcast in 145 countries and has a weekly US following of 40 million viewers.

The trip will see Oprah and her fans journey to some of Australia's "most striking locations," with at least two special episodes to air in the US early in 2011 and then roll out to other countries.

"Oprah's Ultimate Australian Adventure' is a perfect fit for taking Australia's tourism message to the world," said Tourism

Australia chair Geoff Dixon.

The venture is also being supported by Tourism NSW, Tourism Vic, Tourism Qld, R.M. Williams and Channel 10 - along with the Sydney Opera House which is likely to be renamed that week as the "Oprah House".

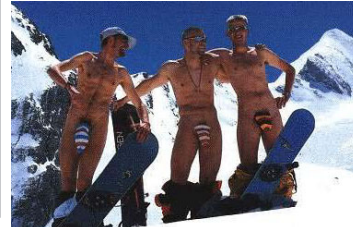
Ski comp winner

CONGRATULATIONS to Colin Hood from Outdoor Travel in Melbourne, who's won a fantastic ski holiday in Switzerland as part of our special ski supplement photo competition.

Colin's cheeky caption for the photo (below) was "Sex is like snow - you never know how many inches you are going to get".

His was one of hundreds of entries which kept the judges entertained for hours, so thank you to everyone who took part.

Colin has won seven night's accom in Saas-Fee, a four day ski pass and Swiss Pass rail travel courtesy of Switzerland Tourism, Saas Fee and Swiss Travel System.



DJ IASC switch

VIRGIN Blue has asked the International Air Services Commission to switch its capacity allocations for V Australia (to Fiji) and Pacific Blue (to Bali) to Virgin Blue Airlines.

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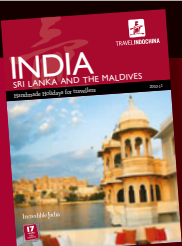
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Airline of
the Year 2009
TTG Travel Awards 2009

QATAR
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Branson struts his stuff



ABOVE: Virgin Blue Airlines Group celebrated its 10th anniversary in typical Virgin style on Sun in Melbourne (*TD* yesterday) with new ceo John Borghetti and Sir Richard Branson proving to staff and crew they aren't just all brains, but know how to groove too.

A star-studded stage show was hosted inside a hanger for guests at Tullamarine Airport, featuring singer song writer Delta Goodrem and Tap Dogs, supported by Virgin Blue team members, and one of DJ's Boeing 737-800s.

Borghetti said the performance "reflects the true spirit of our organisation and the Virgin brand - fun, irreverent and spontaneous.

"The Virgin Blue Group of Airlines is on the threshold of new and exciting projects. Our first 10 years were great... the next 10 will be ground breaking," he said.

"The airline that shook up the Australian aviation ten years ago has now grown up and I'm extremely excited about John Borghetti's plans for the future," said Sir Richard.

"Borghetti's vision for the evolution of Virgin Blue is simply inspiring," he added.

Travel Daily TV is today featuring a video from the night - see www.traveldaily.com.au or click on the logo above.



TravelXperts grows

THE new TravelXperts "professional independents travel agent network" (*TD* 24 Aug) has added Sydney TMC Spencer Travel as well as Adelaide's Cruising Plus and online hotel distributor Rooms XML to its membership.

TravelXperts aims to boost awareness of the value added by agents, with Spencer Travel founder Penny Spencer saying she believes "consumers need to understand the professionalism of travel agents".

The group is inviting more agents to join in a consumer campaign to generate awareness of the benefits of dealing with licensed travel professionals - see www.travelxperts.com.au.

SQ looking at second MEL A380

SINGAPORE Airlines is believed to be considering a second daily A380 service between Melbourne and Singapore, with premium loads recovering as the global economy turns around.

The carrier will next month add a second daily A380 on the Sydney-Singapore route which launched the superjumbo, with spokesman Nick Ionides quoted in *The Australian* as saying that business class is now "coming back faster than economy".

TT adds tenth A320

TIGER Airways yesterday confirmed the addition of a tenth aircraft to its Australian-based fleet (*TD* Fri) with the extra A320 to be based at Melbourne Tullamarine airport from Dec.

MD Crawford Rix said the extra plane would allow the carrier to boost frequencies on popular summer routes from MEL to the Gold Coast, Sunshine Coast, Perth and Hobart.

He said about 30 new jobs would be created, with around half a million additional low priced seats through Vic annually.

Moneydirect pwd

MONEYDIRECT has changed its password protocols, allowing users to change their password once every 90 days rather than the current 30 day requirement.

The company's gm Asia Pacific, Peter de Maria, said the change would offer agents greater convenience - more info on the procedure on 1800 812 875.

California roadshow

AGENTS are being invited to attend an upcoming California Tourism roadshow which will take place next month in Melbourne, Sydney and Brisbane.

Great prizes will be on offer, with space strictly limited - see www.findyourselfhere.com.au.

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Walshe gearing up

THE parent company of the Walshe Group, Southern Travel, is expecting that its revenue earned in Australia will exceed that from New Zealand in the coming financial year, and is "gearing its operations to cope with and expand this very substantial potential".

The NZ-listed company reported its annual results this week, saying that the Walshe Group outbound/representation division continues to actively seek new accounts, and "the prospects of additional appointments are promising".

The company's inbound operations from Japan suffered during the GFC, with sales revenue down 16.1% to NZ\$14.7m.

The outbound/representation business slid 4.5% to \$6.7m in revenue, which the company said was "indicative of a very sound performance...considering the generally poor economic climate and the worldwide fall in international travel".

Southern Travel has completed a major restructure of its Japan operations, and was one of only six global operators to win a JTB award for performance in 2009.

Cruise West update

ADVENTURE World has set up a dedicated customer service team to provide help for agents with existing Cruise West bookings, as uncertainty about the Seattle-based operator's future continues.

The Cruise West website has been taken offline and now displays an update about the company's ongoing "restructure" as well as confirming that it's suspended taking any new bookings (TD Wed).

Adventure World gm Andrew Mulholland said "we can confirm that Cruise West honoured Alaska sailings this past weekend.

"At this stage we are seeking a resolution and will be able to confirm details as they develop".

Cruise West last week terminated its *Spirit of Oceanus* world cruise and told affected passengers to claim on travel insurance.

JTG agents to AKL

JETSET Travelworld will this weekend hold its Business Select conference in Auckland at the Langham Hotel.

Topics will include future technology, new inhouse systems for procurement, cruising and mobile along with sessions to build business relationships, and key sponsors include Qantas, Air New Zealand, Emirates, Sabre and Pinpoint Travel.

Attendees will also visit Air New Zealand's Hangar 9 technology centre, while JTG Business Select alliance partners First Travel Group of NZ will also take part.

Michael's off to Europe!



ABOVE: Michael Williams, a Sydney travel consultant who works with one of Rail Europe's GSA's, was the lucky winner of our Roaming Reporter competition last month and will shortly head off on the rail trip of a lifetime around Europe.

He'll be joined by other lucky participants in the Switzerland Mega Famil, and will report on location as he travels by rail around the continent.

Look out for Michael's reports in *Travel Daily*, along with Tweets and Facebook updates during the trip which takes place 28 Sep-09 Oct.

He's pictured above with Evelyn Lafone from Switzerland Tourism in Sydney and the one and only Richard Leonard of Rail Europe.

New thl BNE hub

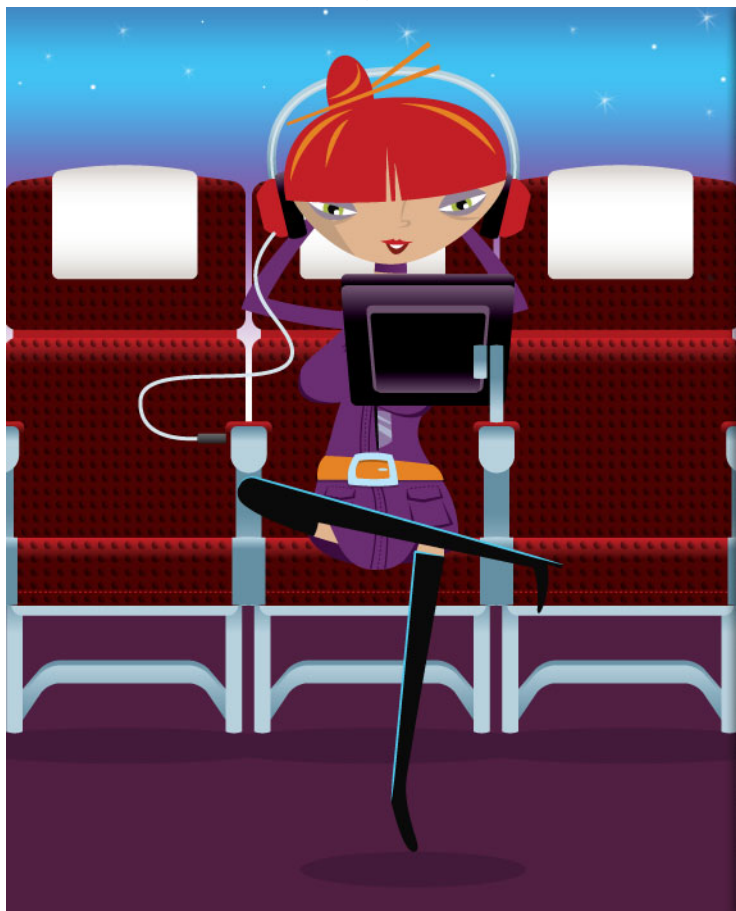
TOURISM Holding Limited has moved the home of its Brisbane operation for Maui, Britz, Explore More and Backpacker brands to 21 Industry Court, Eagle Farm.

The new office features dedicated areas for Maui and Britz, and provides travellers with toilet and shower facilities.

To celebrate, Britz is offering a 35% discount off campervan travel booked at the branch.

Quest rev up 10%

QUEST Serviced Apartments has reported a 10% revenue growth for the 2009/10 financial year, saying the result signals "a positive year ahead for the group and serviced apartments segment."



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A A. Around 7.

With 300 hours of on-demand entertainment in Virgin Atlantic's Economy Class, you could fly around the world at least 12 times without having to watch 'Robin Hood' twice.

Thought that was interesting?

Enrol at Madame Vee's online Finishing School to learn more about Virgin Atlantic and you could

WIN a trip for 2 to LONDON! [Get the details ▶](#)



AOT showcases the Whits



ABOVE: AOT Holidays hosted a group of travel agents to a famil on the Islands in the Whitsundays recently.

The nine travel agents were treated to three nights staying on Hamilton, Hayman and Daydream Islands enjoying highlights such as a Banjo Patterson Twilight Sail and a private fish feeding in the living reed on Daydream Island.

Pictured above back row from left are: Angela Fisher,

Travelscene at Hills Travel Centre; Joanne Do, Flight Centre Winston Hills; Claire Winnel, Harvey World Travel Erina Fair; Kelly Straatman, Flight Centre Gladsville; Amanda Evans, Flight Centre Bonnyrigg; Sarah Carroll, Flight Centre Fairfield; Samantha Cannings, Flight Centre Carnes Hill; and Daniel Toby, AOT Hols NSW bdm.

Front: Katina Zagas, HWT Seven Hills; and Anthony Tuy, Flight Centre Parramatta.

CHC arrivals steady

CHRISTCHURCH Int'l Airport has reported that pax movements this week have "stayed steady" in the wake of this month's earthquake.

"People are continuing with their travels to our resilient city," said CIAL chief exec. Jim Boulton.

Online spa guide

THE quarterly produced Spa Life magazine has launched an online platform, offering a range of the latest spas in Australia, the US, New Zealand, Thailand, Bali, Vietnam and Fiji - for details go to www.spalifeguide.com.au.

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

McGraw tkt winners

TRAVEL Daily was inundated with readers keen to win tickets to see Tim McGraw perform live at Acer Arena in Sydney, in last week's exclusive comp, courtesy of Macau Gov't Tourism Office.

The seven winners of double passes to the concert were: Frances Cusack, Flight Centre global product; Helen Smith, MP Travel; Melinda Brown, AFTA; Melissa Spinner, Jetset Airport West; Nerida O'Brien, Scenic Tours; Daniel Porter, Consolidated Travel and Samantha Galea, Sun Island Tours.

Radical preview

RADICAL Travel is giving away free movie tickets to the first 100 travel agents who fax a request for its new 2011 Europe brochure, ahead of its release in Oct.

The program features Busabout Europe, HAGGis Adventures, Eastern Trekker and Shamrock Adventures products.

See busabouteuropa.com.au.

Hertz takes Dollar

CAR rental juggernaut Hertz has won the battle with Avis Budget to acquire the Dollar Thrifty Automotive Group, with the two companies going head-to-head to take over Dollar since Apr, as flagged by TD in Apr (TD 27 Apr).

Hertz's accepted offer was worth about US\$1.56 billion, and equates to about US\$50 per share.

"We are pleased to reach an agreement that reflects the significant improvement in Dollar Thrifty's operating performance since the initial merger agreement was executed," said Hertz ceo Mark Frissora.

Shareholders in Dollar Thrifty will vote on the acquisition later this month.

Wildman appoints

THE Northern Territory's soon to open Wildman Wilderness Lodge has named Cameron Harms as general manager.

The property is expected to open in April next year.

WIN A YEARLY BREAKAWAY MEMBERSHIP



Congratulations to yesterday's lucky winners, **Brooke Marjoribanks** from Travelworld Newcastle, **Emma Philpot** from Travelrite International, **Bev Fitzsimons** from TravelManagers, **Vicky Steele** from Infinity Holidays and **Rimini Whererau** from Britannia Travel.

Travel Daily has teamed up with Breakaway Travelclub this week and is giving 5 lucky readers the chance to win a yearly Breakaway Travelclub Membership each day.

If you are a member already Breakaway Travelclub will extend your membership by one year **Free of Charge!**

For more information on Breakaway Travelclub Memberships visit www.travelclub.com.au

For your chance to win, simply email the correct answer to the question below to: breakaway@traveldaily.com.au

Does Breakaway Travelclub sell 'standby' or 'sub-space' tickets?

First 5 correct entries received win!
Hint! Click on the logo below



BA long-haul pledge

BRITISH Airways says that in the event of further industrial action by its London Heathrow-based crew it will "aim to operate 100 percent of long-haul flights," including to Australia.

The carrier's regional commercial mgr Nicole Backo thanked the travel industry for its ongoing support this year.



Travel Consultant

RACV Club Tours has an exciting opportunity based in the heart of Melbourne's CBD. Hours are 9am-5pm and worked on 3 or more days p/wk (days neg. fulltime can be considered). **No weekend work!!**

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California Roadshow visiting Melbourne, Sydney and Brisbane!

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Money Talk

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WIN A \$100 VISA PREPAID CARD

There are so many amazing destinations in the world to visit, making it difficult for would-be travellers to settle on their holiday destination. Last week we told you about the **Visa Trip Planner**, an easy and fast online tool which helps travellers plan the holiday that best caters to their travelling preferences.

Catering to on-a-budget, mid-range and luxe travellers, the Visa Trip Planner suggests destinations and itineraries that will suit the specific interests and likes of your customers. Better still, the trip planner then provides budgeting, activity and destination information on the selected holiday hot-spot!

For your chance to win a \$100 Visa Prepaid card, email us at visa@porternovelli.com.au and tell us how you help customers select their travel destination.

more people go overseas with Visa.



Corroboree push

NORTHERN Territory Tourism Minister Malarndirri McCarthy will use her trip this week to the UK (*TD* yesterday) to promote next year's Corroboree trade show event being held in Darwin.

Corroboree 2011 is being jointly hosted by NT Tourism and Tourism Australia, and is expected to lure around 500 delegates.

McCarthy said she has also lined up talks with Malaysian Airlines representatives to discuss the possible reinstatement of Kuala Lumpur-Darwin air services.

First Nordic A380

LUFTHANSA will operate the first Airbus A380 service to Finland's capital city tomorrow.

The LH superjumbo is flying into Helsinki Vantaa Airport to test its suitability as an alternate airport should they, or other A380 operators, need to make an unplanned technical stop.

The maiden service to Helsinki is part of a one-day trial by LH to Nordic countries, with the double-decker jet to also make stops in Stockholm, Copenhagen and Oslo, before returning to Frankfurt.

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Spring to life promo

THE NSW Govt will support the Shellharbour region by providing funding of \$45,750 for a new tourism marketing campaign.

'Spring to Life at Shellharbour' focuses on travel during Spring.

Bag a deal with Hotels.com



ABOVE: Johan Svanstrom and Katherine Birch of Hotels.com yesterday hosted a function in Sydney to release the company's latest Hotel Price Index (HPI).

The report tracks booking activity on Hotels.com's 70 websites across the globe, which attract about 20 million visits each month.

Part of Expedia, the Hotels.com brand launched in Australia in 2005, and is this year planning to "invest aggressively in a variety of targeted marketing channels in Australia and New Zealand" according to Birch.

She said the company was also looking to strengthen its local partnerships as well as aggressively expand its inventory.

Although carrying similar content to Expedia.com.au, the Hotels.com brand targets the FIT market and is part of Expedia's strategy to be "everywhere in online travel," Svanstrom said.

"We believe that having two brands in the market is better than just one - we take up more internet 'shelf space' when it comes to search engines," he added.

Hotels.com aims to offer depth of product, a trusted brand for online booking and great deals, and is also this year set to launch its Welcome Rewards loyalty club

in Australia, which gives customers a free night for every ten nights booked (*TD* 16 Jul), and valid at 70,000 hotels worldwide.

Svanstrom said that Australia is expected to be a key growth market for online bookings, with a high internet penetration rate and strong usage of credit cards.

He estimated that 25% of accommodation is booked online here, but pundits estimate that it's now closer to 40% - still leaving "plenty of room to grow" when compared to online booking penetration in the US which is estimated to be up to 60%.

"There's no reason Australia can't get to the same level," Svanstrom said.

The Hotels Price Index showed that the aftermath of the global financial crisis has left average hotel room prices close to six-year lows, with the most recent quarter being the first time prices rose year-on-year after seven consecutive quarters of price drops since the end of 2007.

Sydney and Cairns were two of only six major cities across the globe which showed year-on-year price increases in the first half of 2010, with growth also seen in Shanghai and Christchurch.

Among Australian destinations Gold Coast prices fell the most, down 8% year on year.



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B&K 2011 brochure

BROOME & The Kimberley Holidays has released their 2011-2012 Kimberley Cruise program, offering sailings aboard True North, Kimberley Quest II, Orion and Coral Princess Cruises.

New itineraries include an 11-night Kimberley Icons trip that takes in four nights at Cable Beach Club Resort & Spa in Broome, and a seven night cruise, priced from \$9,657 ppts.

See broomekimberley.com.au.

HAL cancel policy

HOLLAND America Line has now made it possible for guests to cancel their cruise or cruisetour for any reason and receive a refund of up to 90% of the cruise cost, so long as they have bought HAL's Cancellation Protection Plan.

Guests can also now buy the CPP up until 75 days prior to sailing.

KLIA tkts thru MAS

TRAVELLERS flying with Malaysia Airlines can now buy tickets on the KLIA Ekspres rail service from Kuala Lumpur Int'l Airport to downtown via its website, www.malaysiaairlines.com.

The carrier says the move saves passengers the hassle of queuing for tickets for the train service on arrival in Kuala Lumpur.

Pax are also able to check-in for Malaysia Airlines flights at KLIA check-in counters at KL Sentral.

Customers can also purchase KLIA Ekspres tickets on domestic and international MAS flights.

JQ recruiting pilots

QANTAS subsidiary Jetstar is advertising for pilot positions to operate its short-haul domestic and international routes on its fleet of six wide-body Airbus A330-200 - see www.jetstar.com.

VX to Chicago

VIRGIN America is planning to commence services to Chicago from Apr next year, with services tipped to launch between the city and San Francisco, Los Angeles and possibly Dallas/Fort Worth.

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Ideally, you will have 5+ years of Event Management experience and recent Leadership Experience.

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AFTA UPDATE

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



This week it is all about the new Cabinet and Ministerial appointments. As the details start to emerge, there are a few really important aspects for the travel and tourism industry.

Firstly, Martin Ferguson remains as the Tourism Minister. This is good news for the industry as we will be able to continue with the plans that are in place with the National Long Term Tourism Strategy and the various working groups that were established earlier this year and are working to an agreed work plan.

In addition to this, a Minister assisting the Minister for Tourism has been announced. We welcome Nick Sherry to this new appointment. Senator Sherry is also the Minister for Small Business which will create a good connection with both the travel and tourism industry.

Senator Sherry has been a Senator for Tasmania since 1990 and came from a background of the Liquor and Allied Trade Union (now called the LHMU) and was involved in the formation of both Clubs Plus and Host Plus superannuation schemes many years ago, so this means that he has some understanding of the tourism industry.

In addition to these important Tourism appointments, the other portfolio that is important to the travel industry over the coming year is that of Consumer Affairs.

I can confirm that David Bradbury the member for Lindsay in NSW is the Parliamentary Secretary for Treasury and the Treasurer Wayne Swan has announced that Mr Bradbury will have responsibility for Consumer Affairs. We will need a week or so more to establish exactly what areas of consumer affairs Mr Bradbury will have direct involvement in and if he will become the key person responsible for the overseeing and next steps of the process of the review of consumer protection in the travel industry.

Whatever the outcome is, we will not be dealing with Dr Emerson on this review as he has been elevated to the Minister for Trade.

Of equal importance for the travel industry is the announcement of Kevin Rudd to the Foreign Affairs portfolio. The travel industry has a key relationship with DFAT for the Smartraveller program but also a range of other important passport and foreign affairs requirements. This means that the travel industry will have a lot more to do with Mr Rudd than we ever did while he was Prime Minister.

So the next few weeks are going to be busy weeks getting to know the new Ministers and of course the all important new staff that will be introduced to the various processes. The good thing in all of this is that, at least we now know who we need to talk to.



Marriott vip free wifi

MARRIOTT International has begun offering Gold and Platinum Elite members of its Marriott Rewards program free high-speed internet access for stays at all JW Marriott, Marriott Hotels & Resorts, Renaissance Hotels and The Autograph Collection around the globe.

To earn Gold/Platinum Elite status guests need to stay 50/75 nights a year at Marriott hotels.

TQ on par with Adam

TOURISM Queensland has partnered up with Australian golf pro Adam Scott to promote the Sunshine State in a new global competition.

Dubbed 'Tee It Up With Adam Scott in Queensland, Australia', one lucky person has the chance to win a 13-day trip to Cairns and the Great Barrier Reef, including a private golf lesson with Scott at the Pro Am PGA Australia in Dec.



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DRIVE THE CHANGE



VIP Corporate fam to Honkers



ABOVE: Virgin Atlantic and Langham Hotels International teamed up to host a VIP corporate famil to Hong Kong recently.

The group got to explore the vibrancy of Hong Kong and try out VS's Upper Class service.

Onboard the Virgin Atlantic flight the guests experienced flat bed seating and made good use of the bar from 35,000ft in the air.

In Hong Kong, the group stayed at The Langham Hong Kong, Langham Place and Eaton Hotel.

Pictured above in Honkers back row *from left* are: Kirstie Wheelhouse, Carter Holt Harvey; Anne Finnie, Nokia; and Michelle Anne Davidson, Toll Priority Grp.

Front row: Lisa Staples, St Jude Medical; Robyn Maloney, Gazal

Corporation; Francis Farrell, Lend Lease; Rebecca Morris, Network Ten; and Nicola Kirk, The Langham, Auckland.

Tiger adds SIN/MNL

TIGER Airways will begin a once weekly service between Singapore and Manila from 31 Oct, boosting capacity to twice daily on 01 Dec.

Well being cruise

CRYSYAL Cruises is operating a Mind, Body & Spirit voyage on *Crystal Symphony* from LA on 05 Dec, visiting Cabo San Lucas, Puerto Vallarta and Mazatlan.

New Cairns arrivals

CAIRNS Airport unveiled a new arrivals area last week following a three year \$200m revamp of its domestic facility, ahead of the official opening at the end of Sep.

"The new theme will embrace the reef, rainforest and ancient lands that are iconic in this region," said GM Kate McCreery Carr.

Delta Private Jets

DELTA Air Lines has rebadged its Air Elite service as Delta Private Jets, a move that follows the Jun introduction of the Air Elite Card and nine new aircraft.

STA Travel Branch Sales Manager



Sunshine Coast, Geelong, Perth, Melbourne

Expertise. New Experiences. Upbeat. Global Wise. Sounds like you..? Life as an STA Travel Branch Sales Manager is never a dull moment. The responsibility of driving business development, delivering the company vision and developing a team – it's all in the day of a life of...

If you have previous travel industry experience (we are talking one year plus) and are looking for a change of environment, we have several opportunities to really sink your teeth into.

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...throw into the mix the amazing travel incentives and educationals, annual study grants, fully comprehensive training and a professional yet fun culture that is envied across the travel industry, and you'll agree that opportunities like this don't come along very often.....

So if your current company's culture and values don't match yours, you want to use your annual leave when you want, or you are just longing for that chance to advance, send your cover letter and resume to careers@statravel.com.au

WIN A HOLIDAY FOR TWO TO HAWAII



During September, *Travel Daily* is giving readers the chance to win an incredible seven-day holiday to Hawaii, courtesy of **Hawaii Tourism, Hawaiian Airlines and Aqua Hotels and Resorts.**

This fantastic prize includes return economy airfares from Sydney to Honolulu with Hawaiian Airlines, six nights accommodation at your choice of an Aqua property in Waikiki and return transfers with a lei greeting.

Each day *Travel Daily* will ask a Hawaii-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 Hawaii holiday.



Q.10: The ruins of many heiaus dot Hawai'i's landscape. What is heiaus?

Email your answer to: hawaiicomp@traveldaily.com.au

Hint! Visit www.hawaii.com.au

Plus, a daily prize of the new Jack Johnson CD - *To The Sea* (pictured to the right) will be awarded for the first correct entry received, thanks to **Universal Music Australia.**

Congratulations to yesterday's lucky winner: **Philippa Demetriou from Wotif Group.**

[Click here for competition terms & conditions](#)



Operating United Vacations, Singapore Airlines Holidays, Freestyle Holidays, Rosie Holidays

Love Airfares? Ready for a change?

Pinpoint Travel Group is seeking an **Airfare Database Co-ordinator**

to join their Operations Team

The successful applicant will have a positive and professional attitude, with a minimum of 2 years travel experience.

Candidates should have the following attributes:

- Fares and Ticketing 1 & 2 (preferable but not essential)
- Ticketing experience with wholesaler/airline or consolidator
- Calypso & Amadeus training

Applicants will be:

- Analytical with good attention to detail
- Able to work to deadlines
- Willing to learn
- Creative and enthusiastic with good communication skills to liaise with other travel professionals at all levels.

Please forward your resume in confidence to megan.convoy@au.pinpoint.biz by Friday 24 September 2010

High Achievers Wanted!

Career Opportunities for Top Talent



Hot Jobs (Australia) - September 2010

Sydney – 02 9231 6444 – nswjobs@tmsap.com
Melbourne – 03 9602 1809 – vicjobs@tmsap.com
Brisbane – 07 3221 9916 – qldjobs@tmsap.com

Adelaide & Perth
– 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 0411 421 465 – wendy@tmsap.com

Temp or Contract Executive – Alex and Sharon
– Wendy and Sally

JOB OF THE WEEK!

Retail Travel Temp With A Twist – CBD Fringe

- 3 Month temp position starting in October
- Must be able to use Sabre CRS

Unique and rewarding role where you will be booking travelers to developing and 3rd world countries.

Most enquiry is over the phone and via email with hardly any walk-in's.

We are looking for a travel consultant who is passionate about travel, with good knowledge of Africa, South America and Asia.

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

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Online National Sales Executive, Sydney

- *Global leader in online technology*
- *Rewarding job environment*
- *Competitive salary + generous commission*

Globally renowned leader in online technology is currently seeking a results-driven travel industry sales professional to join their team and grow business within the travel advertising market. You'll be committed to the digital media revolution with commercial advertising, technical and travel knowledge with strong presentation and communication skills. You will be responsible for visiting the travel network across Australia, promoting and selling this suite of technology products. You will educate the travel industry on advertising solutions, develop solid strategic sales plans, prepare and conduct strategic and consultative sales presentations of the highest quality. You must be degree qualified with an excellent academic record, have at least 6 yrs industry sales experience, an extended and proven experience in a selling role with a strong network of industry contacts.

Contact Sally Frape T: **02 9231 6444** E: sally@tmsap.com

Retail Travel Consultant

- *Sutherland Shire Area – work close to home*
- *40k + super + commission*

Our client, an award winning agency based on the Sutherland Shire Area is looking for a dynamic, customer service orientated consultant to join their team. Servicing a number of loyal clients you will have immaculate presentation skills and be able to build rapport easily. You will have excellent product and destination knowledge as well as knowledge of Galileo. You will be rewarded with great working conditions, training, educational to exciting destinations, and a happy and friendly team.

Contact Stacy Balderston T: **03 96021809** E: stacy@tmsap.com or **apply online now!**

Sales & Account Manager - Perth

- *\$70k plus salary package*
- *On The Road*

A rare opportunity has arisen in the WEST. This well known travel industry provider is seeking and seasoned and experienced travel industry professional to manage a portfolio of clients who are travel agencies. Your role will be to manage the commercial value of the travel agents in your area. In addition your selling skills will be put to the test as you are required to expand your portfolio of clients by directly selling to new business. Experience in a sales position from the travel industry essential with excellent presentation skills and CRM skills. Would suit a Sales Representative, Account Manager or Business Development background.

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

Corporate Travel Consultant

- *Up to \$50k plus super*
- *Well known travel organisation*

Due to growing accounts this fantastic corporate travel company in the MEL CBD are looking for experienced international corporate consultants to come on board. The ideal candidates will have experience in corporate travel consulting, knowledge of a CRS, have excellent customer service, good product knowledge and a great work ethic.

Contact Stacy Balderston T: **03 96021809** E: stacy@tmsap.com or **apply online now!**

Wholesale Consultant – Sydney, Perth

- *Great team environment*
- *Parking available*

Are you ready to move away from face to face consulting and into a behind the scenes role? This well established company is looking for experienced consultants to join their successful team. With your strong destination knowledge, CRS skills and ability to build rapport easily over the phone become an expert in the areas you love to sell!

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

Corporate Consultants – Sydney, Brisbane, Melbourne, Perth

- *All CRS systems, all states*
- *Find the role which meets your needs*

A number of positions exist Australia wide for experienced Corporate Consultants looking to make a positive career change, whether you are looking for a boutique agency, large organization, career growth or just a better life/ work balance. Previous Corporate experience is required as is knowledge of CRS system. Don't delay make the change today!

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com

Senior Product Co-ordinator

- *Well known travel company*
- *Up to \$46K + super and incentives*

In this role you will be responsible for loading product details and rates into the Calypso system. You will also be assisting the reservation team with product enquiries plus dealing with suppliers and ad hoc requests. Previous experience essential.

Contact Anna Wachowiak T: **02 9231 6444** E: annaw@tmsap.com



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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

**STUCK IN A MOMENT YOU CAN’T GET OUT OF?
WHOLESALE PRODUCT COORDINATOR
NORTH SYDNEY – SALARY PACKAGE \$45K ++**

This is an exceptional opportunity to break into the much sought after area of Wholesale Product. If you have knowledge of Calypso and data entry experience then we would love to speak to you! You will be liaising with overseas suppliers, loading supplier contracts and at times assisting with brochure production. This is a rare opportunity and as well as a fantastic salary you will have top travel benefits. Apply now!

**SOMETIMES YOU CAN’T MAKE IT ON YOUR OWN
LET AA HELP FIND YOU YOUR DREAM JOB
CANADA / ALASKA SPECIALIST – SALARY PACKAGE TO \$60K**

Are you a high achiever with fantastic knowledge of Canada and Alaska? We would love to speak with you. We currently have a fantastic opportunity in a mostly retail organization. You will be dealing with mostly high end clientele booking a range of spectacular journeys. You will have excellent sales skills and expert knowledge of Canada and Alaska. Fantastic salary and top educationals – what is not to love?

**DODGE THE PAPARAZZI & BAG THIS ROLE!
DOMESTIC TRAVEL CONSULTANT
MELBOURNE (CITY) – SALARY PACKAGE TO \$52K**

We have never seen so many corporate consulting roles in Melbourne! This is, without a doubt, a reflection of the travel industry bouncing back. If you are looking at moving across to corporate travel, there has never been a better time. If you possess a minimum 12 months international retail travel consulting experience, apply now to learn more about this sector of the industry & where it can take you!

**YOU’RE NOTHING WITHOUT THIS ROLE!
FARES & TICKETING CONSULTANT**

PERTH (CBD) –SALARY PKG TO \$44K + OTE \$20K BONUS
Believe you have impeccable attention to detail and an energetic, positive attitude? This sensational travel company requires a competent consultant with strong fares and ticketing knowledge to join their highly successful team. Not only will you be offered a great base salary, you will have the opportunity to earn an additional \$20,000! Great working hours + career progression opportunities available.

**RAISE THE CURTAIN ON YOUR OPENING NIGHT
DOCUMENTATION SUPERVISOR
MELBOURNE (SOUTH BAYSIDE) – SALARY PACKAGE TO \$54K**

This luxury Australian owned tour operator seeks a highly competent documentation supervisor to manage a small team of consultants. If you thoroughly enjoy the behind-the-scenes roles and believe your attention to detail is second to none, this may just be your ideal role. Not only will you be offered a base salary, you will have access to some fantastic luxury touring products, discounted! Supervisory skills are highly desirable.

**CITY OF BLINDING LIGHTS
AFRICA TRAVEL SPECIALIST
MELBOURNE – SALARY PACKAGE TO \$50K**

From the Okavango Delta to the deserts of Tanzania, this is one of the most exciting positions on offer in Melbourne currently. If you have a genuine passion for Africa and have travelled extensively throughout the continent, this would have to be your ideal role. Express your excitement for this amazing destination to clients & utilize your top notch consulting skills. Strong Africa knowledge is essential.

**FLAIR FOR MARKETING THE BIG NAMES?
PRODUCT/MARKETING/WEBSITE DEVELOPMENT CO-ORD
BRISBANE CBD – SALARY PACKAGE TO \$55K**

This exciting role will have you encompassing the areas of product, marketing and IT. Work for a leading wholesaler and watch your career soar! You will be overseeing the ongoing booking engine development; while developing & marketing new and existing products. Work with exciting product and be offered amazing perks! Experience with CRS & web systems, Excel, use of desktop software is preferred. Call today!

**TAKE CENTRE STAGE!
WHOLESALE TEAM LEADER
BRISBANE – SALARY PACKAGE TO \$80K**

Are you ready to make the leap into an exciting team leader role? This is a fantastic opportunity for an enthusiastic professional to make their mark and reap the financial rewards! You will be assisting an established team reach their full potential and provide a fantastic service to a captured market. Previous experience in supervising teams and a background in the travel industry is essential. Don’t miss this amazing opportunity to quickly progress your career!