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# Travel Daily AU

First with the news

Tue 21 Sep 10

Page 1

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

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## Quest arriving early

THE Yachts of Seabourn will take delivery of its newest vessel a few weeks earlier than initially forecast, allowing the cruise line to operate new three- and eight-night 'pre-inaugural' voyages.

*Seabourn Quest* was originally planned to be delivered in early Jun, but is now to be delivered in late May, enabling the two extra sailings, both departing from Monte Carlo.

See today's issue of *Cruise Weekly* for further details - sign up at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

\*\*\*\*\*  
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## Excite plans major push

ONLINE agent-only wholesaler Excite Holidays has outlined plans to become "Australia's first choice for the industry to book travel online" - and has warned agents against using online wholesalers which also promote direct to consumers.

Founder George Papaioannou said the industry needs to be educated that "if you give clients vouchers from a consumer site, you might get the sale today, but they'll be going directly to the website down the track."

He told *TD* this morning that since the launch of the firm's revamped booking system three months ago figures have more than tripled, and the company is on the cusp of signing a number of preferred deals.

He attributed the growth to the ease of booking on the revamped

### Workpartners jobs

WORKPARTNERS is today advertising for travel and tourism sales consultants/representatives in SA, WA, Qld, NSW and Vic, with excellent uncapped commissions - details on page ten.

site which had been developed in-house from the ground up with agents' needs in mind.

Papaioannou said Excite links with "most if not all of the largest destination specialist wholesalers in the world" to offer hotels across the globe, with content set to expand in the next couple of weeks to also include transfer services with live real-time direct confirmations.

"By the end of next month we will have inventory in excess of 100,000 hotels globally," he said, with the Excite offering also set to expand to wholesale airfares.

The wholesaler also has relationships with three major Greek ferry operators which allow inter-island transfers to be booked and confirmed online.

Excite offers agents the option of a unique "Intellirates" variable pricing program under which they can hold room confirmations for up to a year, with rates updated weekly to reflect currency changes.

The wholesaler also allows agents to pay by bank transfer, eNett, Moneydirect or credit card, with no fees even for American Express transactions.

"We only sell to the trade, and users of our system must be licensed travel agents," he said.

An incentive this month is offering agents a \$100 gift card for every 5 bookings - see [www.exciteholidays.com.au](http://www.exciteholidays.com.au).

### 7 pages of news

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

- TMS Asia Pacific
- AA Appointments
- Workpartners

## Monaco joins ICCA

THE International Cruise Council Australasia has today announced the joining of the Monaco Government Tourist and Convention Authority as an associate member.

ICCA gm Brett Jardine said the pricipality saw membership as "a valuable way to build awareness of its charm as a port of call".

## SCENIC TOURS

### EUROPE RIVER CRUISING EARLYBIRD ONE



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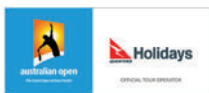
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# Travel Daily AU

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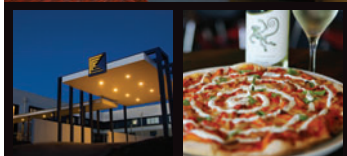
Page 2

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## Jetstar Europe in 2014/15

JETSTAR isn't likely to launch flights to Europe until it receives its first Boeing 787-9 in 2014, according to a briefing overnight at the Routes 2010 conference in Vancouver.

The long-awaited arrival of the longer range -9 *Dreamliner* will also allow Jetstar to offer potential flights to North American ports not served by Qantas in 2014, a report from the briefing said.

### Corp prices drop

EGENCIA, the corporate arm of Expedia, says prices for business travellers are set to drop in Australia, with excess domestic airline capacity and hotel supply.

Country director Ken Pfaffmann said the Egencia 2011 forecasts predict that Melbourne in particular will become cheaper with an oversupply of hotel rooms and lower occupancies which will "contribute to the increased negotiability for hotel rates".

The Egencia study this year includes an Advance Purchase Advisory which identifies ideal advance booking windows for various markets.

This index showed that flights to Sydney purchased 21-30 days in advance yielded savings of up to 29%, while to Melbourne the corresponding figure was 20%.

Jetstar will receive its first 787s in 2012, but the first eight of these will be the -8 variant which will focus on Asian expansion and will also replace the carrier's A330s when they return to QF.

Spokesman Simon Westaway declined to confirm the carrier's plans for Europe or North America, but told *TD* today that while in theory the 787-8's could fly to Europe "we are firmly focused on becoming the predominant low-cost airline brand in Asia".

Jetstar also has two more long-range A330s on order which will be delivered from early 2012.

### Cheap fares dearer

DISCOUNT airfares levels in Sep are about 18.5% more expensive than last month, according to the latest Airfare Index released by the government today.

This month, the 'Best Discount' fare index was 67.9 points, 10.5 points more than the Aug figure.

But Discount fares are still more than 15% cheaper than Sep 09.

Other airfare categories also nudged upwards during the period.

Business Class, Full Economy and Restricted Economy fares were up, at most, by 1% on Aug levels, while premium class fares in Sep are about 4% higher than the same time 12 months ago.

## Window Seat

TRAVELLERS in Dubai taxis will soon be able to purchase water during their trip, with a pilot program which will see 350 vehicles in the emirate fitted with water coolers.

The three month trial will help generate an additional source of revenue for the taxi operators, with any water purchased by travellers added to the meter at the end of the trip.

If it's popular with drivers and passengers it will be extended across the full Dubai Taxi Corporation fleet.

THIS might be a little bit scary for air travellers.

A range of concept designs being developed by Airbus for the future of aviation in 2050 includes a high-tech ceramic fuselage which could be made transparent at the touch of a button - giving passengers a really good view of the ground 10km below.

In a masterpiece of understatement, Airbus head of research and technology Axel Krein said: "Passengers in an airplane like this would experience flight in a completely new way."

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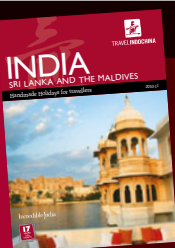
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Tue 21 Sep 10

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



**Scenic earlybirds**

SCENIC Tours is reminding agents that its Earlybird One offers on Europe River Cruising will expire next week on Thu 30 Sep.

Scenic says it still has space in Category D or E cabins with a Fly Free promo between Mar-Nov, and Fly Free deals on its Amsterdam to the Black Sea, from Apr to Jun.

**HWT foreign ATM**

HARVEY World Travel in Gordon NSW says its the first agency to unveil a Travelex Foreign Exchange ATM outside its store.

David Rivers, managing director of HWT said the machines are normally located at airports, but this is the first non-airport FX ATM in the country to be set up as part of a HWT store.

Clients can use the FX ATMs for withdrawals from their EFTPOS or credit cards, with cash available in Australian, US and New Zealand Dollars, as well as Euros.

**Fast MEL/BNE train**

FEDERAL Minister for Transport Anthony Albanese says the proposed Melbourne to Brisbane high-speed rail corridor (TD 05 Aug) stenciled on popular versions in Europe and China, could make a "substantial difference" in travelling time, cutting a journey from Melbourne's CBD to Sydney CBD to only three hours, or from Sydney to Newcastle to 30 mins.

However, the government says it's studying the financing and economics of the proposal (which it has allocated \$20m in funding towards), given rail tickets could be more expensive than flying.

He also emphasized that the govt was also conducting a study with the NSW Govt into the long awaited second Sydney airport.

**Bentours Antarctica**

BENTOURS has released its new 2011/12 Antarctica brochure, featuring seven cruises that vary in length from 11 to 20 days.

New tours include a 14-day Quest for the Antarctic Circle and a 12-day Best of Chile & Argentina journey.

**CTC showcases Canada**



ABOVE: The Canadian Tourism Commission hosted 24 agents on a 10-day mega famil earlier this month, splitting the group into three small teams so that they could explore different parts of the country.

One group experienced British Columbia including the Sunshine Coast, Whistler and Victoria, group two went to Alberta seeing Calgary, Banff, Lake Louise, Southern Alberta, Edmonton and Jasper, and group three travelled to Quebec exploring Montreal and Quebec City.

The last two days of the trip were spent in Vancouver, where all groups met up.

Highlights of the trip included city tours, cycling tours, spa treatments, zip lining, zodiac tours and jet boating.

Pictured above are half of the participants in Vancouver, ready to push off on a cycling tour of Stanley Park, *from left* are, top row are: Nadine Hill, MTA Travel; Jessy Walsh, HWT Ashburton; Sharon Klein, Travelscene @Frank

Ford; Tracey Aston, The Travel Studio; Margaret Rodriguez, Jetset Melville; Bronwyn Best, Epping Travel; Pat Lloyd, MTA Travel; Leisa Burdette, TravelManagers; Greg Mangos, Travel Utopia; and Aimee Van Dongen, Bicton Travel

Bottom Row: Kate Brown, Canadian Tourism Commission; Karen Kuniyasu, TravelManagers; and Donna Retter, HWT Caloundra.

**New AC routes**

AIR Canada has announced a significant growth in international services from Vancouver to several Asian destinations including Shanghai, Beijing and Hong Kong.

All international services ex YVR will increase to daily non-stop services, with AC int'l capacity up 15% compared to a year ago.

In the coming northern winter AC will offer daily non-stop services to Hong Kong, Shanghai, Beijing, Tokyo Narita, Tokyo Haneda, Seoul, London Heathrow, Mexico City and Sydney.

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# Sundowners in MalaMala



ABOVE: Bench International and V Australia were the hosts of these lucky travel agents on a recent famil to South Africa.

Pictured above enjoying Sundowners in the MalaMala Game Reserve after a hard day tracking Africa's wildlife, back row *from left* are: Lisa Allen, Spencer Travel; Nicole Laurie, VA Escort; Julie De Palo, Bench International; Ursula Mayer, The Travel Authority; Suzanne Bohme, About Travel; Michele Saunderson, Travelscene Mt Martha; and Robyn Stankovic, Newcastle Travel.

Front row: Finalisa Sacco, Travelscene Concorde; Janice Alexander, Travelscene Belrose; and Maria Rainone, The Adventure Travel Company.

## Venture Malaysia

VENTURE Holidays is offering packages to Kuala Lumpur flying with Malaysia Airlines and four nights accom, and transfers priced from \$1094ppts ex SYD.

This package has an extended sale date to 06 Oct, and is also available ex MEL priced from \$1075 and ex ADL, from \$1089.

## Pullman Dubai

ACCOR has launched its first upscale property in the United Arab Emirates, with the opening of the Pullman Dubai Mall of the Emirates this week.

The 481-room hotel is linked to The Mall of the Emirates shopping precinct and the nearby Metro.

## OOL arrivals surge

OVER 68,200 international arrivals were recorded at Gold Coast Airport in Aug, up 15.4% (or 9,114 people) on the same month last year, and domestic movements also surged by 9% to 385,076.

QLD Airports Limited md Dennis Chant said the combined 10% year on year rise showed Gold Coast Airport was "maintaining a very strong performance".

## GPC acquisition

GREAT Plains Conservation has taken over Botswana's Duba Plains Camp from its previous owners, Wilderness Safaris, which will continue to handle reservations, sales and marketing for the camp.

## FJ 787 timeline

AIR Pacific has told *TD* it's "still working with Boeing" to finalise the delivery schedule for its order of 787-9 *Dreamliners*.

The comment follows reports suggesting FJ is likely to receive its first of 8 light-weight carbon aircraft in 2015, five years later than the original date.

It's understood, three 787-9s are planned to be delivered during 2015, another four the following year and an 8th aircraft in 2017, according to the report.

## QH UK product out

QANTAS Holidays and Viva! Holidays have announced their UK product for 2010/11, covering England, Ireland, Scotland and Wales, has now been loaded - see [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents).

## UA expands to MEX

UNITED Airlines is introducing new routes and lifting frequencies into Mexico City, following the recent demise of oneworld carrier Mexicana.

According to travel agent GDSs, UA is adding a second daily Los Angeles service from 15 Oct, and a third daily from 04 Jan, a second daily San Francisco service on 04 Nov, and introducing new double daily flights between Chicago and Mexico Ciy, also from 04 Nov.

A seasonal daily service between Denver and Mexico City is also slated to commence from 16 Dec.



# MADAME VEE'S MINI QUIZ

# A

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Planning a holiday is enough of an adventure without the added worry of how best to manage your money while overseas.

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Visa has a range of traveller-friendly options to suit all travellers' needs. From Prepaid to Debit to Credit, Visa provides a range of safe and widely accepted card options to help you avoid the stress of carrying large amounts of currency while travelling.

Visa has also created a number of traveller-friendly guides and resources, including the Visa Trip Calculator, the Visa Travel Translator, the Visa Travel Phrasebooks and the Visa Trip Planner, which are all available through [www.visa.com/gotravel](http://www.visa.com/gotravel)

more people go overseas with Visa.



## Wins for Voyager

MID-SIZED Australian TMC Voyager Travel says it's had a strong quarter, with the acquisition of a number of new corporate clients including the Australian Securities Exchange, Olympus, GUD Holdings and Newcastle-based mining industry supplier Bradken Resources.

Voyager ceo Richard Savva said he was delighted that "some very well known institutions within the business community have chosen Voyager Travel for our excellent service delivery, travel experience and technological innovations in order to better manage their significant travel requirements".

Voyager currently has offices in Melbourne, Sydney and Perth and is part of the Global Specialist Markets TMC group.

## FRA fast rail

GERMAN rail operator Deutsche Bahn will next month trial a new high-speed cross-channel rail link between London and Frankfurt.

The company will operate one of its 320km/h trains through the tunnel and into St Pancras International in the heart of London on 19 Oct, to showcase its plans for a new high speed rail link between the cities.

The proposed route would run between the two major financial centres from Dec 2013, with a travel time of between four and five hours via Lille, Brussels and Cologne.

It takes about 90 minutes to fly between the cities, but the rail option is comparable once airport check-in and travel times are taken into account, DB said.

## Jetstar office move

JETSTAR has taken a new lease on premises at 222 Bourke Street, Melbourne, which will allow it to consolidate its growing staff in the Victorian capital on a single floor rather than across three floors as at present.

## Blackpool TripAdvisor terror

A COUPLE has allegedly been kicked out of their British hotel after posting a negative review of the property on TripAdvisor.

The pair were in the middle of a three night stay at the Golden Beach Hotel in Blackpool when the manager reportedly "stormed into their room" and accused them of making negative online comments before calling the police to have them evicted.

33-year-old Adrian Healey told the *Blackpool Gazette*: "I was shocked when the police arrived, and we just agreed to leave. We asked for a refund but the hotel refused. I think it is shocking and people need to know about this".

The negative review is still online at TripAdvisor, saying the property is "nothing like the internet or owners description. Dingy room, very poor furniture, only 2 handtowels, when queried said they were waiting for them. "Young man on desk refused to

acknowledge or rectify complaints or refund deposits. Told that if you wanted the room cleaned you should leave door open. Went out and on return told by elderly gent that they had fitted new carpet in my room... strong smell of curry from restaurant in same building, definitely DO NOT BOOK HERE".

A representative of the hotel has posted a response, saying "This man was removed from the premises for his bad behaviour, the hotel promotes a child friendly behaviour and such behaviour that may affect the peaceful and friendly environment of the hotel can not be tolerated".

Of the 166 reviews of the hotel on TripAdvisor, 59% recommend against staying there - but the reviews fluctuate wildly between customers who are delighted and others who are appalled - leading one reviewer to say "I think owners must have written reviews on own website!"

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For more information, or to apply for this role please visit the HRG Australia website at [www.hrgworldwide.com/au](http://www.hrgworldwide.com/au).

Applications close Friday 1 October 2010

## Tauck Sth America

TAUCK is offering two new escorted tours in South America for 2011, a 13 Day Empire of the Incas: Peru and Bolivia and an eight day Costa Rica tour.

The Peru and Bolivia trip takes guests to Lima, Sacred Valley of the Incas, Machu Picchu, Cusco, Lake Titicaca, and La Paz and is priced from \$5444ppts - for more see [www.traveltheworld.com.au](http://www.traveltheworld.com.au).

## Phones are the key

TWO Holiday Inn properties in the USA have refitted their guest room doors to allow the use of mobile phones as keys.

The pilot program allows customers to bypass the front desk, with text messages sent on the day of arrival with the room number and a link to a special tone which unlocks the door.

The Holiday Inn Express in Houston and the Holiday Inn & Suites Chicago O'Hare are the first to offer the MobileKey option which will be offered in addition to traditional plastic keycards.

IHG said it was assessing whether the system "delivers a quality guest experience".



## Business Development Manager – International Brands

Carnival Australia is part of Carnival Corporation, the world's leading cruise holiday company, representing iconic brands including P&O Cruises, Princess Cruises, Cunard, Seabourn and Costa. Cruising is the fastest growing segment of tourism and Carnival Australia is at the forefront of that growth.

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- Prospecting and identifying new sales agents/partners/channels and secure sales commitments
- Work with existing channels on product development, marketing and selling initiatives to achieve sales
- Liaise and work with international lines with existing agents
- Develop business plans to maximize ROI, strategies and implement plans to grow the total cruise market
- Create sales opportunities and feedback into the business

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Tiffany on 02 8424 9134 or email

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Applications close 1 October 2010

## AFTA UPDATE

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



*AS EACH week of this new government moves forward, (sorry to use the Prime Ministers slogan) it is clear that Canberra is in uncharted waters.*

*This week's debate is all about who will be the next Speaker of the House of Representatives. If you took a poll around your office, I would have money on the fact that no one would be able to name the last Speaker of the House, and more than likely could not name the one prior. My point is; Canberra is focused on the things that in the past have simply been procedural.*

*While some of the "New Wave" think this is all very interesting and important to the nation, you have got to wonder what will be next. Meanwhile the nation bounces along its merry way.*

*The travel industry is on a high with departure numbers hitting record numbers and the exchange rate on track to exceed US \$0.95. All good news as we enter the Christmas Booking period.*

*But, the Reserve Bank governor has shot a little message out there that interest rates may be on the way back up because we are headed once again for "Too Good" times. Not sure how we all plan for this but I would suggest that the tail end of 2010 is going to be strong, yet trouble may sit ahead of us if all things Canberra don't get back under control soon.*

*As I have said on so many occasions, consumer confidence is the critical indicator for the travel industry and if Canberra does not start to get back to the business of government and gets on track to deliver important and nation building policies, we may be headed for troubled times. Simply put, I don't think anyone voted for that.*

*A number of new policies that have already started to hit the consumer media will impact on the travel industry. A means test on the private health insurance rebate could have an enormous impact on the household budget of many travel industry leisure customers and reports today suggest some big dollars could be involved if the proposals by the Gillard Government find their way through the parliament.*

*The impact being that private health insurance would cost a great deal more and households would have to decide if they spend their money on private health or some other discretionary item. Travel would be one such item.*

*This is just one of the bad decisions that may come out once Canberra gets back to business and all we can hope for is that the opposition and the three wise men ensure that this does not go ahead.*

*We should all watch this one with great interest as it will have a negative impact on the travel industry if it gets up.*



## AA gets more mobile MH 737 to DRW

AMERICAN Airlines has this week begun rolling out its mobile phone boarding pass technology to more airports around the world, including Barcelona, Rome, Milan, Frankfurt, Manchester and Zurich.

The service eliminates the need to print a boarding pass.

MALAYSIA Airlines is planning to operate 737-800 flights to Darwin, according to details revealed overnight at the Routes 2010 conference in Vancouver.

MH last week announced 737 services from its new Kota Kinabalu hub to Perth (TD Thu).

## Rio Carnival deal

TEMPO Holidays has a five day Rio Carnival package priced from \$2,115pppts, valid for travel on 04 Mar 2011.

It includes accom at the Hotel Atlantis Copacabana, brekkie, transfers, guide, entry to Samba School Parada (Grandstand ticket in Sambodromo section 9) and full day city and beaches tour with BBQ lunch and room tax.

## Sunsail Caribbean

SUNSAIL has launched a new base in the Eastern Caribbean region at Port Louis Marina on the Isle of Spice, effective Oct 2010.

The new base will offer bareboat and skippered charters on 36 to 38 foot catamarans and monohulls.

## Qantas best on time

THE Qantas Group filled the top two positions for major domestic airlines in the government's on time departure performance during the month of Aug.

According to government stats released today, Qantas flights got away on time 86.5% of the time, followed by Jetstar on 82.4%.

Virgin Blue and Tiger Airways flights departed on time 81.7% and 72.6% respectively.

Of the regional airlines, Regional Express was the best performer with 87.4%, followed by Skywest (86%) and QantasLink (80.8%).

QF and JQ were also best for on time arrivals among major carriers, with 86% and 82.1%, closely followed by DJ at 81.7%.

Darwin-Perth flights were most likely to depart on time (94.7%) and flights on the Sunshine Coast-Melbourne route were most unlikely to leave as scheduled (65.3%).

Flight cancellations were highest on the Canberra-Sydney route and Alice Springs Airport was worst for on time departure (67.4%).

## Carlson Pattaya

CARLSON has expanded its Radisson brand into Pattaya, Thailand, signing a deal to upgrade and convert the Garden Cliff Resort & Spa to be upgraded to the Radisson Resort and Spa.

The hotel is scheduled to open in the first quarter of 2011 after renovations and a repositioning.

## Course availability

CRC Travel in Melbourne is running its fares and ticketing course on Normal Int'l Airfares over four days, beginning 06 Oct.

The Training and Development unit of competency costs \$699 inc GST and has limited availability.

For info email Kristy Penfold at [kristyp@crctraveljobs.com.au](mailto:kristyp@crctraveljobs.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.15: Which hotel is internationally recognised as the setting of the famous opening scenes of "Hawai'i Five-o" the popular TV series from 1968-1980?**

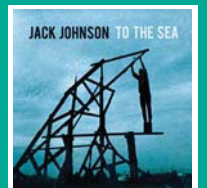
Email your answer to: [hawaii@traveldaily.com.au](mailto:hawaii@traveldaily.com.au)

Hint! Visit [www.hawaiitourism.com.au](http://www.hawaiitourism.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: **Jacqueline Connelly from Flight Centre Narellan**.

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



## Rail Europe winners

RAIL Europe has announced the winners of its Eurostar trade incentive "Love Paris, J'adore London" as Suzanne Rock, Harvey World Travel Maitland NSW and Maree Whitehead, Jetset Travelworld, Shepparton Vic.

Suzanne and Maree have won a trip to London and Paris, including two return flights, Eurostar return tickets between Paris and London, and six nights accommodation

MEANWHILE, Rail Europe is offering Aussie travellers €40 (A\$55) standard class fares, one way between Paris and London, when purchased by 30 Sep and for travel 31 Dec.

## No's up in Asia-Pac

ASIA Pacific saw an 11% increase in international visitor arrivals for the first half of 2010 compared to last year, and a 17% growth year-on-year for the month of Jun, according to figures released by The Pacific Asia Travel Association.

## Hilton enters Peru

HILTON Worldwide will launch in Peru in 2012, with the hotelier planning to introduce a 230-room property there called the Hilton Lima Miraflores.

The hotel will offer 173 king or double queen rooms, 39 executive rooms, 17 suites, one Presidential suite and executive floors.

## SCENIC TOURS

The Ultimate Touring Experience

### Sales Development Manager, Brisbane

SCENIC TOURS is one of Australia's most dynamic escorted touring companies delivering the ultimate luxury touring experience across Australia, Canada, and Europe and to a number of other international destinations. Our thriving organisation has an excellent opportunity for a Sales Development Manager to be based in Brisbane, managing our sales activities in; Brisbane Metro & CBD, Sunshine Coast, Fraser Coast, Capricorn Coast and Northern Queensland regions.

Working to achieve pre-determined sales targets, you will be responsible for maximising sales revenue, profitability and market share within your specified geographical region. Your proactive approach, strong relationship building ability and call cycle activity to the retail agency network will help build product sales for Scenic and Evergreen Tours.

#### Success in this key role will require:

- Excellent verbal and written communication skills
- Strong relationship building capability
- Demonstrated sales ability
- Self-motivation, energy and enthusiasm
- An ability to work to deadlines
- An ability to multi-task and manage daily priorities
- The capacity to undertake 'cold calls' and prospect for new business
- A tenacious and resilient outlook
- Flexibility to work outside of core business hours including weekends, with evening travel obligations and early morning agent training commitments
- A valid driver's licence

Remuneration will consist of competitive salary; company maintained vehicle and other required tools of trade.

Please register your interest by emailing your resume and remuneration expectations to: [employment@scenictours.com](mailto:employment@scenictours.com) by COB Friday 24<sup>th</sup> September 2010.

For further information on the company please visit our website [www.scenictours.com](http://www.scenictours.com).

# Set Sail on a New Career!

Chart a course towards these exciting new positions



## Hot Jobs (Australia) - September 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 – 0411 421 465 – [wendy@tmsap.com](mailto:wendy@tmsap.com)

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

JOB OF THE WEEK!

### Retail Travel Consultant

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

Our client, an award winning agency based in 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** at TMS [stacy@tmsap.com](mailto:stacy@tmsap.com)  
T: **03 96021809** or **apply online now!**



### Corporate Consultant – Brisbane

- *Finish Early in Summer*
- *Great team environment*

This global company is looking for a multi skilled consultant to join their thriving team. Being the central contact for this lucrative account, you will have a professional manner and work well in a team environment as you book domestic & international travel. Sabre is preferred, however they will cross train. Join this award winning team and never look back.

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

### Domestic Corporate Consultant - Sydney

- *Modern offices in CBD*
- *Up to \$45K + super*

Due to continued growth, this successful company is currently looking for an experienced Domestic Corporate Travel Consultant. You will be working in a team booking air travel, accommodation and car hire. In return you can expect support from the management, growth opportunities and above average remuneration. You must have previous experience in a Retail or Corporate consulting role, Sabre and outstanding customer service skills.

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

### Retail Travel Consultant - Temp Role- Full or Part Time – Parramatta

- *No face to face consulting*
- *Transport close by*

This is a great temp position for a travel consultant that has strong Sabre and consulting skills. You must have booked all aspects of travel using Sabre including ticketing.

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

### Corporate Consultant - Melbourne

- *Up to \$50k plus super*

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](mailto:stacy@tmsap.com) or **apply online now!**

## TEMP OF THE MONTH (AUGUST)



From left to right:  
Sue White, Sharon Moss, Jill Christian (temp of the month)  
and Marleen Harb

### 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](mailto:karen@tmsap.com) or **apply online now!**

### Fares and Ticketing Specialist

- *Well known popular travel company*
- *Fantastic team environment*

You will be responsible for developing and maintaining technical expertise on air product and provide support and information to both internal and external customers. This is a great opportunity for someone who is in the travel industry and would like to combine their fares and ticketing knowledge with their excellent customer service skills.

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



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

**BRISBANE – 13/97 Creek St – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)**

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

**LUXURY TRAVEL CONSULTANT!**

**6 MONTH CONTRACT – SABRE/TRAMADA TEMPI  
SYDNEY CBD- EXCELLENT HOURLY RATE + SUPER**

Want to dictate your own hours? Want to be paid weekly?  
Want to earn top \$? Then Temping is for you!

Our VIP client is looking for a Luxury Travel Consultant to join their team during this very busy time. This is a contract role starting as soon as possible and will run until the New Year! Apart from being a highly trained International Travel Consultant, you will have a solid track record of selling. Come on, what are you waiting for?

**SELL YOUR WAY TO THE TOP!**

**FULLY TRAINED RETAIL TEMP**

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

Not sure about committing to a full time job?  
Then why not Temp and try before you buy!

We have 2 top leisure positions available now. We are looking for individuals that can deliver the "WOW" factor and treat each client like they are the ONLY client! Of course your fares and product knowledge need to be exceptional and no task is too small or too big! If you are up for a challenge and enjoy being rewarded for your efforts, call us now.

**SHOW STOPPER**

**RETAIL TRAVEL – OFFICE MANAGER**

**S/E MELBOURNE – SALARY PACKAGE TO \$60K (OTE)**

Here is an exciting new opportunity for a highly experienced retail travel consultant to take the lead in this well established travel agency, with a fantastic portfolio of clients and a great team of people. Previous supervisory experience will be highly regarded however senior consultants with a mature outlook, strong interpersonal skills, proven sales record and energetic personality will also be considered. Saturday work required.

**ARE YOU A TOP PERFORMER?**

**ONLINE TRAVEL CONSULTANT**

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

We are looking for the very best performers in Perth to become the new shining stars in this highly successful online travel company. With a background in retail travel, you will be passionate, have excellent destination and product knowledge and be motivated to reach very achievable sales targets. With the right attitude, you will be earning a super salary in no time with no overtime required to accomplish it!

**GETTING DOWN TO BUSINESS**

**CORPORATE LEISURE - EARN TOP \$\$\$**

**BRISBANE CBD – SALARY PACKAGE \$60K+ OTE**

Looking to increase your earning capacity? Tired of being underpaid and unappreciated? Escape the grind and join a dynamic team who love to come to work every day! We have a fantastic opportunity in a prime WESTERN SUBURBAN location for an international consultant. Reap the financial rewards! You will be handling a mix of corporate and leisure travel making the best of both worlds! Don't waste time and kick start your career today!

**CHOICES GALORE!**

**DOMESTIC WHOLESALE CONSULTANTS**

**BRISBANE CBD – SALARY PACKAGE \$50K OTE**

Is domestic travel your thing? Why not put your strong travel consulting skills to good use with this fun and innovative company. Specialising in domestic travel you will enjoy selling wholesale travel and escaping face to face consulting. Unbelievable benefits are on offer with this market leading company! This role will open the door to many exciting opportunities including career progression, free trips and unbeatable \$\$\$\$\$. Don't delay, call today.



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for your chance to win TWO  
P3 Reserve Fan Package Tickets  
to the U2 360 Tour  
in Sydney Mon 13 Dec 10  
The lucky winner will be announced in  
the trade press on 1 DEC 10  
REGISTER TODAY  
[www.aaappointments.com](http://www.aaappointments.com)**





## Travel & Tourism Sales Consultants / Representatives

- Excellent Uncapped Commissions OTE \$60K-\$100K+ (includes bonuses plus training fees)
- Career Progression
- First class training and coaching provided

We offer to you the opportunity to be successful in an autonomous role where you will find immense growth and development for you and your career. Become part of the future with an innovative product (Frontdesk / V3) that is revolutionary in the tourism industry.

Your role would be to visit and promote this Reservation Frontdesk system to small to medium businesses that offer accommodation, events and tours, such as: Hotels, Motels, B&B's, Backpackers and Operators of Events and Tours.

Your skills and attributes will contain:

- Superior rapport building skills and experience
- Willingness and ability to travel throughout the state (metro and regional) - roles available in SA, WA, QLD, NSW & VIC
- Computer literacy
- Ability and confidence to self-generate leads and appointments
- Sales experience being advantageous yet not essential.

There is an opportunity to generate a substantial, ongoing income within this exciting industry, that is endorsed and supported by Government on a Federal and State level.

If you have a passion for autonomous sales, enjoy travelling regionally, do not pass this opportunity up. We are looking for passionate, ambitious and friendly individuals ready to hit the ground running to maximise the potential on offer! Full product and sales training will be provided for the successful candidates, as well as on going training and support.

\*Current drivers lic. and reliable car is essential.

ABN opportunities available.

If you would like to be part of a success story in the making apply now.

**Ross Tudor**  
[workpartners@gmail.com](mailto:workpartners@gmail.com)  
03 9095 7501

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