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A STAR ALLIANCE MEMBER

# Travel Daily AU

First with the news

Thu 30 Sep 10

Page 1

EDITORS: Bruce Piper and Guy Dundas  
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## TD's Business Class Guide updated

TODAY a revised version of our popular 2010 Business Class Guide has become available, with larger features on several extra carriers - just in time for Earlybird season.

And a special consumer-facing version of the guide has also been produced, which will be hosted on the travel guide section of the Webjet website - visited by several million users a month.

The updated guide is now online at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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## JTG-Stella deal completes

TODAY a new era has dawned on the Australian travel industry, with the completion of the merger between Jetset Travelworld and Stella Travel (*TD* breaking news).

Stella ceo Peter Lacaze, who has today taken up his new role as head of the combined group, said the deal "creates a company which can compete more effectively in the industry and [with] the rapidly growing online travel sellers and suppliers who sell directly to consumers.

"I am excited to be taking the reins of a Group with such potential and will begin immediately to drive the merged Group forward as one of the leading travel services companies in Australia and New Zealand".

JTG ceo Peter Collins has now left the company, returning to Qantas "to take up a senior commercial role," while directors Lesley Grant and John King will retire from the Board today.

New directors Andrew Cummins, Adrian MacKenzie and Michael Riches have taken up their roles, and the former ceo of accounting

firm Ernst & Young, James Millar, has also been appointed as an additional independent non-executive director.

A stock exchange statement by JTG confirms that Lacaze's salary package will amount to fixed annual remuneration of \$750,000 plus a bonus of up to another \$750,000 "to be paid on achievement of Board-set performance targets".

The contract is not for a fixed period, and is subject to six months notice of termination by both the company and the ceo.

If Lacaze leaves he is also required to observe a six months restraint of trade requirement.

## Dine on Daydream

THE Whitsunday's Daydream Island Resort & Spa has today released a new three-night Dine on Daydream package, which includes brekkie and dinner daily, priced from \$660ppts.

For more info see page nine.

## Pan Pac appoints

PAN Pacific Hotels Group has today announced the appointment of Richard Rheinberger to the role of Director of Sales & Marketing for Oceania.

For more of the latest 'Industry Appointments', see page five.

## Last day for Hawaii

OUR Sep competition to Hawaii winds up today, with the final question in the month long reader quiz appearing today on page six.

## A bumper issue

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

- TMS Asia Pacific
- AA Appointments
- Daydream Island
- Voyages Hotels & Resorts
- Consolidated Travel

## Ethiopian to Star

THE Star Alliance has approved Ethiopian Airlines as its prospective 29th member, further boosting the alliance's presence in Africa.

At a ceremony in Addis Ababa yesterday, Star Alliance ceo Jaan Albrecht said the move would add a third African hub "allowing for an ideal access to the continent from either the North, Centre-East or South".

The move will add five new countries (Chad, Congo, Djibouti, Mali and Niger) and 24 additional destinations to the Star Alliance global network.

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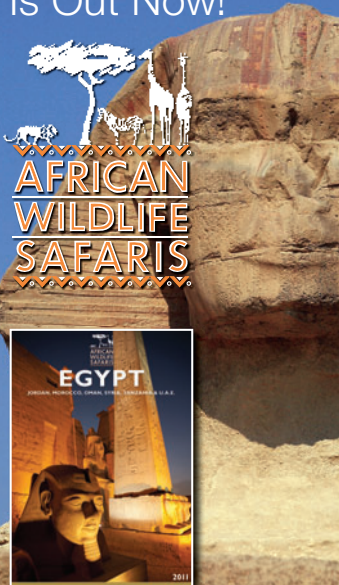
## “No dispute” - ASTA

THE American Society of Travel Agents has confirmed that it's in discussions with AFTA about the use of the 'Without a Travel Agent You're on your Own' slogan, but spokesman Paul Ruden told *TD* overnight there is “no dispute”.

AFTA ceo Jayson Westbury confirmed the talks which relate to the formalising of a previous verbal agreement from former ASTA president Bill Maloney with members of the World Travel Agents Associations Alliance.

See tomorrow's *TD* for a “more substantive response” from ASTA.

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## Strategic big Bali winner

STRATEGIC Airlines says its new allocation of seats to Bali (*TD* breaking news) is “a big win for the little guys”.

Commercial mgr Paul O'Brien told *TD* yesterday that the ruling on the Indonesia route, along with Strategic's request for Thailand capacity (*TD* yesterday) would “help us to achieve our aim of becoming a serious domestic and international Australian carrier”.

The IASC yesterday ruled on the competing applications for capacity on the Australia-Indonesia route, with fledgling Strategic awarded almost all the seats it wanted.

The process started in Jul when Qantas applied for nearly every one of the 4000 seats (*TD* 27 Jul) which have become available due to a new aviation bilateral.

QF planned to operate an extra 19 Jetstar services per week - 10 between Perth and Bali, five between Perth and Jakarta and four from Melbourne to Bali.

Strategic subsequently applied for 1716 seats on the route (*TD* 28 Jul), while Pacific Blue joined the party on 05 Aug seeking an allocation of 2340 seats to operate 13 737 flights to Bali from Perth, Sydney and Brisbane.

The Bali route grew 42.2% in the year 30 Jun, with an average

annual growth of 22.4% since 2007.

The three carriers were then asked to provide further submissions about their plans, with Jetstar saying its schedule aimed to offer same day connectivity to more than 25 cities, including four in NZ.

Virgin Blue pointed out that since it had entered the Bali market there had been a “significant and positive change in the competitive environment” on the route.

And Strategic said its proposal would allow passengers to travel from Perth to Bali every day of the week on a “full service Australian airline”.

Strategic also plans to operate to Denpasar from Brisbane and Melbourne, “introducing a full service Australian carrier to the route where there is currently none operating”.

The Commission said an important additional public benefit brought by Strategic was that it was the only carrier of the three to offer a business class offering in the Denpasar market.

Accordingly the IASC's draft ruling has allocated 1226 seats to Qantas plus two frequencies beyond Indonesia, 1260 seats per week to Virgin Blue, and 1514 seats of capacity to Strategic.



THE cancellation of a Jetstar flight from Vietnam last weekend due to pilot illness has left the carrier in a sticky situation.

A number of passengers on the Darwin-bound service had tickets to the Top End farewell performance of rock group Powderfinger on Sun night.

Jetstar is a major sponsor of the Powderfinger tour, and the disgruntled fans who were forced to miss the concert are asking to be reimbursed.

One of the passengers said that while he was stranded in Ho Chi Minh city he sent a message to Powderfinger via their fan webpage, urging the band to “give a yell out to passengers on flight JQ74 who could not make it”.

SPORTS fans travelling to Delhi for the Commonwealth Games need have no fears - authorities have confirmed that they have deployed a contingent of “super monkeys” to guard the venues.

Ten langurs - a large type of monkey - have been brought in from neighbouring Rajasthan, and will be tasked with keeping other primates away.

The New Delhi Municipal Councils already utilises a regular team of 28 of the big monkeys to keep smaller simians out of VIP areas of the city, with the reinforcements required because the boxing and hockey stadiums are expected to be “particularly vulnerable to monkey misbehaviour”.

AND another special treat for the Commonwealth Games will be the return of the droning vuvuzela trumpets which soared into prominence during the Soccer World Cup in South Africa.

About 50,000 vuvuzelas have been imported into Delhi specially for the games.

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**Travel Daily AU**  
 First with the news

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

**QATAR** AIRWAYS القطرية

## Carnival rides wave

CARNIVAL Australia will tomorrow kick off the summer cruise season with the arrival of *Dawn Princess* and *Sun Princess* in Sydney Harbour.

Senior vice president Jenny Lourey said the rare "dual appearance" of the superliners is the start of Carnival's biggest ever six month season, with capacity up 30% on last year, which in turn was a 50% increase.

More exclusive comments from Lourey in today's *Cruise Weekly* - [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

## QF pax numbers up

QANTAS has today reported a 7.9% year-on-year increase in passenger numbers during Aug, to 3,673,000 movements.

Jetstar and Qantas domestic pax numbers were up 6.9% and 4.8%, but revenue seat factor was down 3.4 and 2.3 points, respectively.

MEANWHILE, QF ceo Alan Joyce said he hopes V Australia's proposed alliance with Delta would get approval from the US regulator, as "rationalisation is needed" to reduce capacity on the crowded trans-Pacific route.

## Record AUS flights

THE top 20 Australian airports set a new benchmark in aircraft movements in Jul, according to the latest government statistics released today.

The combined figure for major domestic, regional and int'l airline movements was 114,739 flights in Jul, about 3.4% more air services than May this year, which was the next highest month.

Most of the major airports also set new record highs during the month, with Sydney tallying 24,701 movements, up 596 on the next busiest month; Melbourne 17,079 (up 492); Brisbane 14,175 (up 580); Perth 7,146 (up 86), Gold Coast 3,363 (up 155) and Darwin 2,324 (up 86).

## ICCA training dates

THE International Cruise Council Australasia has advised it still has space for travel agents to attend training events planned for Perth and Canberra next month.

Training will take place in Perth on 06 & 07 Oct and in Canberra on 19 & 20 Oct.

For info and to register for the events go to [www.cruising.org.au](http://www.cruising.org.au).

## QF/SA South Africa codeshare OK

THE International Air Services Commission has issued its final ruling on the Qantas/South African Airways codeshare on the South Africa route, reaffirming its draft decision to extend the period of authorisation until 31 Dec next year.

However the Commission has also imposed a condition requiring the carriers to maintain a minimum of 14 services per week between them, in order to protect against any decision to reduce capacity "particularly now that V Australia is leaving the market".

It's also expecting SAA not to substitute smaller aircraft for its A340-600 services.

The IASC also said that it expects QF to apply by 30 Jun 2011 for a further extension, and if there is evidence that public benefit indicators have turned down, the Commission is "likely to be very inclined towards not

## Indigenous conf.

THE Australian Tourism Export Council, Northern Territory and PATA have today announced they'll host the inaugural Pacific-Asia Indigenous Tourism Conference in Darwin, between 27-28 Sep 2011.

The event will take place at the Darwin Convention Centre.

## JAL BNE wound up

TODAY was the final day of Japan Airlines services between Tokyo Narita and Brisbane, after the carrier confirmed it was axing the daily route earlier this year, as revealed by *TD* (24 Sep 09).

## Bench Africa brox

BENCH International has rolled out its new 2011 Africa brochure which includes new product in Botswana, Zimbabwe, South Africa, Kenya and Tanzania.

The increased product follows an "exceptional 2010" for Bench, with the firm recording record high revenues and higher volume levels than previous years, according to product manager Fiona Orton.

New product includes a walking safari in the Ewaso River region of Kenya, mid-range private tented camps in Botswana, and the addition of several private game reserves in South Africa.

granting a further extension of code share approval beyond 2011.

"The code share partners may therefore wish to consider carefully their capacity expansion plans and pricing behaviour in the period following the departure of V Australia," the IASC warned.

## Walshe reps for UL

THE Walshe Group has today announced it's appointment as representative for SriLankan Airlines (UL) in Australia and New Zealand, commencing tomorrow.

A new toll free number has been set for SriLankan Airlines enquiries on 1300 703 731, or email [SriLankan@walshegroup.com](mailto:SriLankan@walshegroup.com).

## AW Greece out now

ADVENTURE World has rolled out its new Greece 2010/2011 brochure, which also covers Turkey and Greece.

It can be ordered through TIFS.



## Business Manager NSW

Harvey World Travel is the most recognised retail travel brand in Australia. With a passion for travel and a dedication to excellence in service, the strength of the Harvey World Travel brand is our people.

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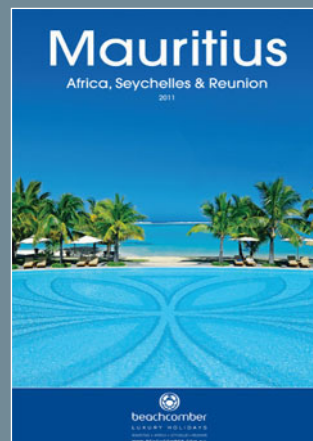
This role is key role in establishing and maintaining the face to face relationships between the franchisor and the Harvey World Travel franchise network. Focused on building and sustaining an overarching level of support and service delivery between Harvey World Travel (the business) and our Franchisee Network Partners to grow and maintain the strength of the franchise business and the franchisee's business.

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## Value's mini deals

VALUE Tours has released a 'mini brochure' on its Self Drive Experience and Coach holidays range, offering discounts from \$50pp off its self drive holidays and \$125pp off coach tours.

## SQ spoils agents in MEL



SINGAPORE Airlines hosted a group of its Top Producing Travel Agents to a Hot Air Balloon Ride Above Melbourne recently.

The group sailed quietly over a waking Melbourne watching the sun rise before enduring an "adventurous" landing.

Once safely on the ground the group enjoyed a champagne breakfast at the Crown Metropol Hotel, which was followed up with an awards presentation where SIA's Top Agents were recognised for their support.

Pictured above during the

adventurous awards day are: Jan Upton and Linda Gant, ETM Group; Gary Reichenberg, Executive Edge Travel+Events; Rose Yong and Roger Thien, Extragreen Holidays; Samantha Wagland, FBI Travel; Harley Keepa, HTTP Travel; Christine Zhang and James Zhang, Odyssey Travel; Michael McCall, The Captains Choice Tour; Kit Abeywardene, Travel Talk; Cher Roscoe and Jennie Lemon, Travelcall; Nathan Feld, Voyager Travel Corporation; and Tim Wagg, Webjet.



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## TQ & SYD back Virgin/Etihad pact

TOURISM Queensland has thrown its support behind the proposed Alliance between Virgin Blue and Etihad Airways, saying the joint venture will help grow and maintain employment in the state's tourism industry.

CEO Anthony Hayes told the Australian competition watchdog in a submission that the DJ/EY pact would boost capacity from the Sunshine State to the UAE, and beyond (in particular the UK, Germany and France), from thrice weekly to six times weekly.

Hayes said V Australia's soon to be axed services to Johannesburg (ex Melbourne) and Brisbane-Phuket flights "have minimal benefit" to the state and national tourism industries, in comparison to the proposed Brisbane to Abu Dhabi, via Singapore, route.

He added that if the Alliance

### Getaway tonight

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

- Koh Samui, Thailand
- Australia Walkabout Park, SYD
- California Academy of Science, San Francisco
- Lair, Tasmania
- Maui, Hawaii
- Helicopter flight on Gold Coast
- Cooking school, Margaret River

### QF retime LHR-MEL

QANTAS is shifting its London Heathrow-Melbourne, via Hong Kong, service from 12:30pm to a 22:30pm departure, arriving into Melbourne two-days later at 7am from 27 Mar, according to GDSs.

### Christchurch push

CHRISTCHURCH and Canterbury Tourism (CCT) is in Sydney this week reassuring Australians that the region has "bounced back" from the 7.1 magnitude quake that shook the city on 04 Sep.

The visit from CCT acting ceo Ian Hay and chairman Paul Bingham coincides with the announcement of a new six-week campaign, due to start in late Oct, that will feature Ambassador Phil Keoghan, as flagged in *TD* on 29 Mar.

The campaign will include ads and online webisodes highlighting Keoghan's Best Kept Secrets within the Canterbury area.

### Anderson bike tours

MUMMU Media has partnered with Australian cycling legend Phil 'Skippy' Anderson to form Phil Anderson Cycling Tours.

PACT, launching tomorrow, will offer a range of packages to cycling events around the world, including the Tour de France - see [philandersoncyclingtours.com](http://philandersoncyclingtours.com).

was not granted approval, there is the possibility VA will continue to fly to Johannesburg and Phuket.

"The continuance of these services would represent an opportunity cost to the Queensland and Australian tourism industries from forgone export income.

"The operations to Abu Dhabi would provide a far greater opportunity to achieve a higher level of international visitation," Hayes said.

MEANWHILE, Sydney Airport says it also supports the Virgin/Etihad tie-up, saying a nod from the Australian Competition Consumer Commission would result in public benefits.

Sydney Airport Corp. Limited ceo Russell Balding said the alliance would benefit the tourism industry and "broader economy".

Balding said the new V Australia routes to Abu Dhabi "will help support and, more importantly, increase Australian tourism, business and trade", in many parts of Australia beyond Sydney.

## WIN A MAGAZINE SUBSCRIPTION FOR 12 MONTHS

Are you familiar with the amazing products that Hahn Air Ticketing offer? This week, Hahn Air is giving five lucky *Travel Daily* readers the chance to win a yearly magazine subscription from a choice of 10 titles (pictured to the sides). To enter this great competition, simply be the first subscriber to correctly

email the answer to the question below to:

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

What is Hahn Air's phone number in Australia?

Clue! Try the contact page on [www.hahnair.com](http://www.hahnair.com)

Congratulations to yesterday's lucky winner: **Skye Nicholl** from **Southside World Travel**.

**Hahn Air**





## Industry Appointments

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

The Travel Corporation has appointed **Rae White** as its new Group Communications Manager. White is known to the Australian industry through her previous role with VisitBritain here, and has returned to Australia after a secondment in Toronto.

Silverwater Resort on Phillip Island in Vic has appointed **Stuart Kentish** as its Executive Assistant Manager. Kentish moves from his previous role with the Mantra Group.

Jean Kouriel has stepped down as managing director of **Honeymoon Worldwide Holidays** effective immediately. His role will be taken on by the firm's co-founder **Angelo Genovese**.

Graeme Duckworth has been appointed to the newly created role of managing director of **ExecuJet Asia**. He'll be based in Kuala Lumpur, while ExecuJet Australia will continue under the management of Darren McGoldrick, appointed MD in May this year.

**Shirley Kwan** has been appointed as Sales and Marketing Manager - Greater China for **Village Roadshow Theme Parks and Attractions**.

**Eichardt's Private Hotel** in Queenstown has appointed **Gwen Harvie** as its new Head Chef. Harvey moves from The Bunker in Queenstown, and has also worked her way through the ranks at London's Michelin-starred restaurant **Aubergine**.

**Cook Islands Tourism** has appointed former Tourism Australia md **Geoff Buckley's** New Earth Tourism as its destination marketing company in the Australian market.

**Diane Moynihan** has been appointed as marketing manager for NRMA-owned Tourism Leisure Holding's **Coral Seas**, moving from her most recent role as gm of New Caledonia Tourism in Australia.

**International Airlines Group**, the new company to be formed by the merger of British Airways and Iberia, has appointed **Antonio Vazquez** as its new chairman. BA chief **Willie Walsh** will be ceo of IAG, while **Rafael Sanchez-Lozano Turmo** will head up Iberia and **Keith Williams** will be ceo of British Airways.

### Hound Oktoberfest

GREYHOUND is offering a 10% discount on coach travel to the Brisbane Oktoberfest, and a 50% discount on admission to the event, on 08-10 and 15-17 Oct.

### Iririki stay pay deal

IRIRIKI Island Resort & Spa Vanuatu has a 'Stay 4, Pay 3' deal available for travel between 15 Oct-15 Dec and 15 Jan-15 Mar, on sale until the end of Oct.

### TRIP OF A LIFETIME

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### Marvelous incentive

TRAVELMARVEL is offering travel agents selling its cruises or tours the chance to win themselves a holiday of their own over the next eight weeks in a new incentive.

To be in the running to score a European River Cruise, Canada/Alaska tour cruise or trip to New Zealand or Tasmania, agents will gain one entry for each booking made with Travelmarvel.

The promo runs from 01 Oct until the end of Nov, with a weekly draw to be held each Fri.

### Delta to Luanda

DELTA Air Lines will commence a thrice weekly service between Atlanta and Luanda, Angola from 20 Jan 2011.

Luanda will become Delta's 8th African destination.

### Windstar signature

WINDSTAR Cruises will operate special sailings focused on wine, culinary arts, photography, wealth management and gardening in 2011 in its Signature Collection.

## Egencia expansion

EXPEDIA's travel management company Egencia has expanded its Global Alliance, setting up partnerships with local TMC's in Denmark, Finland, Greece, Norway, the Philippines, Poland, South Africa, Sweden and Thailand.

## Saffire smiles in Tassie



ABOVE: AOT Holidays and the Federal Group recently hosted a joint travel agent fam to Hobart and Freycinet National Park, which included stays at the iconic Henry Jones Art Hotel and Freycinet Lodge.

The agents were also treated to lunch at the new Saffire Freycinet, Coles Bay and a trip to the exclusive Freycinet Marine Farm where they enjoyed an afternoon of gourmet treats including champagne and oysters.

Pictured here at Saffire are: Emma Whiting, Emma Whiting Travel; Ms Yi Tong, First Class.com; Tracey Williams, Bayview Travel; Bindy McSherry, ETM Travel; Liz Moir, Phil Hoffmann Travel Glenelg; Sarah Larkin, Travelcall; Hannah Tabak, AOT Holidays VIC bdm; Elisse Adams, Global International Travel Services; Tanya Donaldson, Phil Hoffmann Travel Norwood; Joyce Reed, Federal Group; and Beatrix Petranyi, Carlson Wagonlit Leisure Sydney.

SINGAPORE AIRLINES



### TEMPORARY TICKET OFFICER

Singapore Airlines Limited has a temporary vacancy for a Ticket Officer (Maternity Leave coverage) in its Perth Ticket Office, located at Perth International Airport.

#### TERM OF EMPLOYMENT:

This is a temporary full-time position, commencing from October 2010, for a period of 11 months (Maternity Leave coverage).

#### HOURS OF DUTY:

This is a full-time day worker position.

#### JOB SPECIFICATIONS:

Service all aspects of fares, ticketing, refunds, agency quotes and passenger enquiries with an emphasis on customer service.

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Experienced in GDS, Auto-ticketing, fares and ticketing; a polite and pleasant personality with a strong service attitude; a keen attention to detail; the ability to work well as part of a team; and completion of Fares & Ticketing II.

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Written applications to be forwarded to:

Manager Western Australia  
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Level 1, 178 St. George's Terrace  
Perth, WA 6000

or via email: [Info\\_Per@singaporeair.com.sg](mailto:Info_Per@singaporeair.com.sg)

Applications close 5pm, Monday, 04 October 2010. Only suitable applicants will be accorded an interview.

## Sponsored Flights

TRAVELPORT has confirmed that its new 'Sponsored Flights' paid listings on the Galileo GDS (TD Tue) are part of travel agent flight availability displays in Australia and New Zealand.

## Life's pretty cruisey with QH



LAST night over 100 travel agents and industry guests joined Qantas Holidays and Viva! Holidays to officially launch the expansion of their cruise program in conjunction with recent cruise partner, Royal Caribbean International (RCI).

Appropriately, the event took place at 'Peter Doyle' @ The Quay along Sydney's Overseas Passenger Terminal, where in just two weeks time on 16 Oct, RCI's *Rhapsody of the Seas* will arrive for the first of her full summer season of cruises.

"Cruising is no longer for the over fed, newly wed or nearly dead", quipped QH manager marketing communications and strategy, Angie Howes.

The expanded Qantas and Viva! Holidays program incorporates a range of itineraries for all ages and tastes with RCI, Celebrity Cruises, Azamara Club Cruises, Princess Cruises and Cunard.

The wholesaler's cruise program now allows travel agents to be able to book and bundle air, land and sea product.

Client bookings on a Qantas Holidays air and cruise package will earn one Qantas Frequent Flyer point per \$1 spent.

Travel agents registered with

### CX/AS codeshare

CATHAY Pacific Airways and Alaska Airlines (and sister carrier Horizon Air) have confirmed the expansion of their codeshare agreement, as revealed by TD earlier this month (TD 09 Sep).

From 07 Oct, CX will place its airline code on AS metal between Seattle and Portland to Los Angeles, San Francisco and Vancouver.

CX recently added services from Hong Kong to Milan and Moscow.



the Trip loyalty program can also earn one point per \$1 spent on cruising product, with revenue also contributing towards the Global Achievers Program.

"We're continually looking at adding new cruise product to our portfolio... and there will be more to come", said Howes.

RCI national sales manager, Peter McCormack added, "we've only just started this association with Qantas Holidays and Viva! Holidays, and already we're seeing great results".

Pictured above is Linh Le, QH; Christina Shepherdson, Azamara Club Cruises, Ben Angell and Peter McCormack, RCI; Angie Howes, Dayna Robertson and Adam Joseph from Qantas Holidays.

And inset with the new Cruising brochure are QH's Lina Trimarchi, Tahnee Dobson and Kim Doyle.

Look out for today's issue of *Cruise Weekly* featuring more coverage and photos from last night's cruise expansion function.

### Aoraki backpackers

MOUNT Cook Backpacker Lodge will open its doors for the first time tomorrow, offering budget accommodation priced from \$33 a night in a dorm bed.

Previously known as the Glencoe Lodge, the Mount Cook (Aoraki) backpackers features 20 four-bed dorm rooms, 23 double/twin rooms with ensuites, and seven one-bedroom units with ensuites and cooking facilities.

## LAST DAY TO ENTER & WIN A HOLIDAY FOR TWO TO HAWAII



During September, *Travel Daily* has been 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 fares 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.

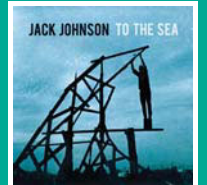
Each day TD has been asking a Hawaii-related question where readers had to email the correct answer, and today we feature the final question below. The subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday - to be announced in TD next Wednesday.



**Q.22: In 25 words or less tell us when you send your clients to Hawai'i, which island do you recommend and why?**

Email your answer by COB today to: [hawaiicomp@traveldaily.com.au](mailto:hawaiicomp@traveldaily.com.au)

Yesterday's lucky winner of the daily prize sponsored by Universal Music Australia, the new Jack Johnson CD - *To The Sea* (pictured to the right) was Marnie Welbourne from Peter Miling Travel.



Click here for competition terms & conditions



## HRG

HRG Australia - A leading global travel management company currently has an opportunity for an experienced Business Manager to join our dynamic Business Management team.

### Business Manager

Due to some great new business we now have an exciting opportunity for an experienced, driven and focused Business Manager based in Melbourne.

This role will be suited to a person with extensive industry expertise and high level analytical and communication skills. You will be highly organised and disciplined with an in-depth understanding of industry technologies and the benefits they can bring to travel programs. You will have the ability to build strong relationships and a proven track record of successfully managing corporate accounts. This role will give you the autonomy to make decisions and ensure that your clients travel program remains at the cutting edge.

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

[www.hrgworldwide.com](http://www.hrgworldwide.com)  
 HRG Australia. A Hogg Robinson Group company



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## 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!**

### 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, car hire and other services required. In return, you can expect support from the management, growth opportunities and above average remuneration. The ideal candidate will have previous experience in a Retail or Corporate consulting role and knowledge of Sabre.

Contact **Anna Wachowiak** at TMS  
E: [annaw@tmsap.com](mailto:annaw@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](mailto:sally@tmsap.com)

### 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!**

### Corporate Travel Consultant - Melbourne

- **Up to \$55k plus super**
- **Modern offices in the CBD**

Due to growing accounts this fantastic corporate travel company in the city are looking for experienced international corporate consultants to come on board. The ideal candidates 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!**

### Fantastic Implant Role

- **No more peak hour commute**
- **Work close to home**

In the role of Travel Coordinator you will be responsible for coordinating and organising all travel and travel related booking for this company and its employees. Working in a small team, you will take be able to work independently and will be able to build great relationships with your client directly handling enquiries through to VIP level. To be successful you will have exceptional time management, attention of detail and a high level of communication and organisational skills as well as a knowledge of a CRS.

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

### Cruise Consultant, Sydney

- **CBD location**
- **5 star product**

An amazing opportunity exists for consultants with a passion for cruising to join this elite cruise company. Booking a number of 5\* cruises no day will be the same as you assist agents & direct passengers with their bookings in addition to the many tasks involved in the day to day running of a busy office. If you have a polished phone manner, a passion for cruising and love working in a fun team environment hop aboard with this amazing company.

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

### Nationwide Temp Roles Available Now

- **You must be able to use Galileo, Sabre or Amadeus.**
- **Hourly rates from \$20 - \$25 plus super.**

If you have been a travel consultant for a minimum of 2 years, and are available to temp - register now for upcoming work... We are always looking for strong consultants with a minimum of 2 yrs consulting experience in retail, wholesale and corporate.

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

### Domestic Travel Co-ordinator – Sydney CBD Fringe

- **Small & friendly environment**
- **Up to \$45k plus super**

Excellent opportunity for an experienced travel consultant who would love to book staff travel. Maybe you are a retail travel consultant who is tired of face to face and walk-in consulting? Or maybe you are a corporate consultant who would love to work within a small team of consultants? You will be booking the staff travel for a VERY large organisation - so it's a busy, yet rewarding role. Must have used Sabre CRS

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

### Senior Corporate Consultant, Sydney

- **Global Company**
- **Consulting with a taste of Account Management**

Our client is looking for a Senior Corporate Consultant to work on one of their most prestigious accounts. In this role not only will you be booking domestic & international travel but you will also be out visiting your client and being the face of the company. Previous Corporate Consulting experience is a MUST and Galileo is preferred but most importantly you will have a bubbly, can do attitude with immaculate presentation.

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

### Retail Consultant – Upper North Shore

- **Loyal repeat clientele**
- **Great team environment**

Join this amazing team located on the Upper North Shore and enjoy not only working close to home but feeling like a valued member of the team. Selling a number of amazing destinations and located in beautiful offices this is one opportunity you will not want to miss. Sabre/Tramada preferred through not essential and great destination knowledge and the ability to build rapport quickly with existing clients will win you this role.

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



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**TAKE CENTRE STAGE AS HEAD OF THIS COMPANY**

**MANAGING DIRECTOR**

**SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE**

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with strategic agility, strong negotiation & relationship skills, and the ability to tackle a leadership role with great energy. You will have great communication skills and the ability to inspire your team by being a visionary leader who sets clear objectives.

**GO ON THE ROAD LIKE A ROCK STAR**

**BUSINESS DEVELOPMENT MANAGERS**

**SYDNEY – SALARY PACKAGES TO \$85K**

Your strong industry relationships can be turned into something fabulous with these exciting new roles. Not just your average repping roles, you'll be driving business performance, leveraging your relationships to develop further opportunities and focusing on providing exceptional service to your clients. These roles are all with leading, well known travel Brands and offer genuine career growth.

**TOURING HIGHLIGHTS OF EUROPE**

**PRODUCT MANAGER**

**SYDNEY – SALARY PACKAGE TO \$80K**

If you know Europe & the Middle East like the back of your hand by having first hand experience contracting product and building the components of exciting tours, this is a rare opportunity for you to join a leading international wholesaler. You'll have exceptional supplier relationships and the proven ability to leverage these to gain the best possible advantage for your company. Maturity, flexibility + a can-do attitude essential.

**IF 'GDS' IS YOUR STAGE NAME, THIS IS FOR YOU**

**PRODUCT MANAGER**

**SYDNEY – SALARY PACKAGE TO \$90K**

If you're GDS savvy and have product management experience in the technology sector you could now move to one of the largest organizations bringing innovation and solutions to the travel industry. You will engage with your customers to ensure the viability and success of your product and liaise with multiple stakeholders across the business to drive ongoing opportunities and growth. Try this out for size!

**WRITE THE LYRICS TO THIS CORPORATE SONG**

**SALES SUPPORT / TENDER WRITER**

**SYDNEY – SALARY PACKAGE TO \$60K**

If you believe in the power of the written word, you'll love this newly created position with a dynamic corporate agency. You'll be supporting the sales team through strong administrative and organizational skills. Experience in writing Tender documents and great attention to detail are essential. You'll have advanced Word, Excel and PowerPoint skills and an understanding of corporate travel would be an advantage.

**YOUR BIGGEST FANS ARE YOUR CLIENTS**

**CORPORATE CLIENT ACCOUNT MANAGERS**

**MELBOURNE & BRISBANE – PACKAGES TO \$100K OTE**

These fantastic roles are available now for experienced Account Managers with a proven background in analyzing client spend and making strategic recommendations that assist your clients' travel programs. Your value will be in both your relationship management and key abilities to negotiate with suppliers to gain the best advantage for your clients. A thorough background in corporate travel is essential.

**REACH NEW HEIGHTS OF FAME**

**REGIONAL SALES EXECUTIVE – WA/SA**

**PERTH – SALARY PACKAGE TO \$85k + CAR + INCENTIVE**

Enjoy being on the road with this exciting travel product who provide a key component to the travel industry. This role focuses on generating new sales leads and acquisitions and is one for a real self starter who loves that thrill of the chase and capturing the market. With a lucrative salary package including fully maintained car and great incentives this is sure to impress. Monday to Friday hours, a luxury in the travel industry!

**SERVICE WITH A SMILE**

**ACCOUNT MANAGERS X 2**

**PERTH – SALARY PACKAGES TO \$70k**

Join a global product with national & international scope for career development. As a support service to the travel industry you will be responsible for managing relationships across the retail network with an element of sales focusing on delivering outstanding products to benefit business service levels. Your knowledge of CRS systems and IT platforms will be high along with your results driven approach.

**CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM**

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Kate Dalrymple  
OLD & NT  
Ph: 07 3229 9600

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Kathryn Heberton  
VIC, SA, WA  
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)



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- 3 course a la carte dinner daily\*
- Return luxury catamaran transfers with Cruise Whitsundays\*\*
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[www.daydreamisland.com](http://www.daydreamisland.com)

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# 65 REASONS TO VISIT ULURU

With over 65 tours and attractions within the Uluru-Kata Tjuta National Park and 13 dining options at Ayers Rock Resort, your getaway will be one to remember.

Add to your clients experience with:

**The award winning Sounds of Silence dinner** for \$159 per person

**A Desert Awakenings 4WD sunrise tour** for \$149 per person

**Fly from Sydney  
to Ayers Rock**

from **\$189\***  
one way

**Stay 2 nights at  
Ayers Rock Resort**

from **\$239\***  
per person



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For further information please contact your preferred wholesaler or visit [www.voyages.com.au](http://www.voyages.com.au)

\*Conditions apply. Valid for sale until 1 October 2010. See [www.ayersrockresort.com.au/getaway](http://www.ayersrockresort.com.au/getaway) for full terms and conditions.





*Quikfares*

*Quickticket*

# Be a winner at this year's Melbourne Cup Carnival 2010

**Sell a minimum of \$10,000.00 worth of tickets on  
Thai Airways International between 15 September &  
14 October 2010 to go into the draw & you could be lapping  
it up in one of the Corporate Marquees at STAKES DAY!**

**There are also daily prizes to be won. For every 4 (four) return  
Thai Airways tickets (ex Aust) receive a \$100 voucher.**

**\*Conditions:** Valid for tickets issued by Consolidated Travel or via Quickticket between 15 September - 14 October 2010 on 100% TG itineraries ex Australia and plated to TG (217) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Thai Airways reserve the right to alter or withdraw the promotion at any time. Minimum Sales of \$10,000.00 is required to be eligible for the major prize draw (Stakes Day 06 November 2010), airfares, accommodation & entry to Flemington Race course will be included. Vouchers will be capped and distributed on a weekly basis.

 **THAI**  
*Smooth as silk*

  
**Consolidated Travel  
Group**

Issue: 14 September 2010