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Travel Daily

First with the news

Tuesday 18th October 2011

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Galactic terminal open

HUMAN headline Sir Richard Branson has officially opened the new Virgin Galactic terminal at Spaceport America in New Mexico, USA in conjunction with state governor Susana Martinez.

More than 800 guests attended the event - including some of Australia's officially Accredited Space Agents - with highlights incl a fly-by of the WhiteKnightTwo and SpaceShipTwo vehicles.

Branson and his two children, who will be the first pax on SpaceShipTwo, abseiled from the terminal roof to launch the facility.

Travel Daily TV today showcases two videos released as part of the launch - showing the progress of Virgin Galactic as its commercial space flights come ever closer - see traveldaily.com.au/videos.



Eight pages of news

Travel Daily today has eight pages of news and photos, a front full page from Emirates plus full pages from: **(click)**

- TMS Asia Pacific jobs
- AA Appointments jobs
- Club Med

QF upgrade award revamp

THERE will be "fewer empty First, Business and Premium Economy" seats on Qantas flights under new Flight Upgrade arrangements announced by the QF Frequent Flyer scheme today.

From Dec pax will be able to register for upgrades any time from booking until 24 hours before the flight, and the awards will be processed closer to the time of departure.

Platinum members of the scheme may receive confirmation of upgrades from up to 24 hours before their departure date, and all frequent flyers will be notified via SMS if their request is confirmed, giving them "more time to prepare for their upgraded Qantas journey".

From early 2012 Qantas will also introduce a registration process for domestic Flight

Upgrade Awards, along with SMS notification for domestic upgrades.

Qantas Frequent Flyer ceo Simon Hickey announced the changes today, also confirming that the new Platinum One top tier (**TD 17 May**) would become operational from 07 Nov.

QF A380-ises first B747

QANTAS yesterday confirmed the debut of the first of nine reconfigured Boeing 747-400 aircraft to be fitted with the same interiors as its A380 superjumbos.

The newly fitted 747 operated QF15 from Brisbane to Los Angeles, and will continue to fly three return services per week.

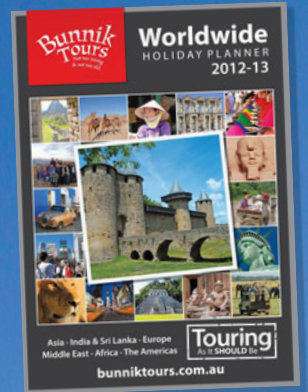
A second reconfigured 747 will be operating by the end of the year, with the upgraded planes having 58 business, 36 premium economy and 270 economy seats.

MEANWHILE Qantas has also introduced "a more tailored approach" to its international economy service, with customers being offered a continuous food and beverage service every 60-90 minutes on long daylight sectors.

Club Med discounts

CLUB Med is offering 50% savings for the second person at Club Med Bali until 04 Dec, along with new 2012 price reductions of up to 20% on all resorts - **p11**.

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Tuesday 18th October 2011



MU cancels 787s

CHINA Eastern Airlines has confirmed the termination of an order for 24 Boeing 787

Dreamliner aircraft, claiming the move is due to the extensive delivery delays for the plane.

The carrier has substituted the order with the purchase of 45 new 737-NG aircraft, and has also announced the purchase of 15 Airbus A330s for delivery 2013-15, according to a Hong Kong stock exchange filing yesterday.

Tourism investment gaps

A COMPREHENSIVE analysis on the state of investment in the tourism industry has identified a range of gaps potentially holding back private and corporate facilitation of projects.

The 140-page *Framework Guide to Facilitate Tourism Investment: Companion Report* (which was made public last week at Tourism Australia's *Directions* conference) lists 14 areas where gaps are 'most apparent' in good practice areas.

The largest hole is due to the 'lack of assessment of value for money' and effectiveness of tourism investment facilitation.

Other gaps identified include:

- whole-of-govt approaches

need to be systematic, rather than ad hoc;

- state/territory tourism agencies need increased strength to influence other jurisdictions;
- state govt level is lacking an overall breadth in tourism investment facilitation capability, lacking specific knowledge;
- community understanding and support for tourism-related investments need to be improved;
- and tightening state and local govt tourism focused partnerships.

"As the Guide points out, tourism investment facilitation should represent good use of public money, measured by the benefits accrued as a result of the cost of directing public funds to this purpose," the report says.

The document said in some areas tourism investment lacks a sufficient profile among economic development priorities to provide a solid base for investment.

"If tourism is not recognised, tourism investment facilitation is unlikely to attract resources."

View the report at bit.ly/FGtFTI.

The Star mates rates

SYDNEY'S The Star (formerly Star City) is offering industry rates at The Darling in Darling City View rooms priced from \$260/night, for stays from 28 Oct to 11 Nov.

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Ethiad adding Tripoli

ETIHAD Airways has announced it will begin services to Libya's capital city, Tripoli, "soon" with a thrice weekly service.

CEO James Hogan said it would add Tripoli "as soon as the NATO no-fly zone is lifted, the airport is declared safe and all appropriate infra-structure is in place."

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Palazzo Gold Coast/Dubai shuffle

QUEENSLAND'S Sunland Property Group is set to assume full ownership of the Palazzo Versace Hotel on the Gold Coast.

The listed developer yesterday announced that it would take control of the 49% of the property currently held by its UAE joint venture partner Enshaa PSC/Emirates Investment Holdings.

The Palazzo Gold Coast stake is being swapped for Sunland's

interests in two Dubai projects, including the Palazzo Versace Hotel Dubai (TD 02 May) and the D1 Residential Tower.

No cash is changing hands as part of the transaction, and Sunland will continue to operate other Dubai projects incl Nur, Waterfront 1 and Waterfront 2.

New Qantas NZ chief

QANTAS this morning announced the appointment of Rohan Garnett as its new Regional General Manager for New Zealand and Pacific Islands.

Garnett moves to Auckland from his previous role as QF VP Leisure Sales for North America.

Bellachara to Accor

THE Bellachara Boutique Hotel on the NSW South Coast has been added to Accor's portfolio and rebranded as Mercure Resort Gerringong by the Sea.

Pegasus purchase

HOTEL reservations and marketing supplier Pegasus Solutions has acquired internet expert software provider Open Hospitality, with the move claimed to position Pegasus "as one of the top online hotel marketers in the hospitality industry".

The addition of Open Hospitality will see Pegasus offer its own website design, online marketing and booking solutions, along with social media services and search engine optimisation for hotel clients.

"This acquisition allows us to provide customers with the industry's best solutions to compete in today's complex booking environment," said Pegasus ceo Mike Kistner.

As well as supplying the RezView NG central reservation system for hotels, Pegasus operates hotel representation via its Utell Hotels & Resorts division to over 6,000 member properties in 130 countries.



Window Seat

THERE was quite a party at the aptly-named Margaritaville Casino in Las Vegas (backed by singing legend Jimmy Buffett) last week, after the creation of the world's biggest ever margarita.

For those interested in the recipe, the concoction used 8,044 litres of tequila, 2,680 litres of triple sec, 21,451 litres of margarita mix and an amazing 22,267 fresh limes.

Mixed in a gigantic tank, the recipe was said to serve more than 180,000 12-ounce margaritas - definitely making for one heck of a hangover.

TRAVELCITY is getting into the Halloween spirit by creating a list of the "top ten haunted hotels" across the USA.

Poltergeist activity isn't usually part of the ratings system for hotels, but Travelocity says it's providing the guide because at this time of year many people want "the ultimate experience in ghostly getaways".

The selection includes the Pfister Hotel in Milwaukee, where it's claimed that since its opening in 1893, founder Charles Pfister has wanted to make sure guests enjoy their stay, "a task he still performs to this day".

Spooky stays are also on offer at the Stanley Hotel in Estes Park Colorado, "one of the most popular haunted hotels in America," not to mention the chilling Hotel Baker in Chicago, where "some guests report that their bed sheets have been disheveled - even though no one had been in the room".

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Hotel satisfaction tie

CROWNE Plaza and Sheraton are on equal footing, leading the latest Roy Morgan Research on hotel customer satisfaction poll for the 12 months to Aug.

Both properties scored 90% in the survey of 27 accommodation providers, a single point ahead of Mantra and Hilton, while Marriott was further back on 88%.

Of the top 10, Golden Chain and Quality Inn showed the greatest change in satisfaction, up nine and five percentage points to 87% and 82% respectively.

Sofitel's guest satisfaction level slipped six percentage points, from 88% last year to 82% now.

Nitmiluk air alliance

THE NT's Nitmiluk Tours has taken over the tourism reservation function for Katherine Aviation, effective immediately.

The deal means all scenic flights, such as The 13 Nitmiluk Gorge flight, or transfer reservations made directly with the airline will now be made through Nitmiluk.

Orbitz slugged \$60K

ONLINE travel agent Orbitz has been fined US\$60,000 by the US Dept of Transportation for "deceptive price advertising."

The US govt said for a period of time earlier this year Orbitz's website homepage did not display any information on extra taxes & fees for advertised fares.

The firm's site also displayed discounted fares that were no longer available to book.

DFAT on flying in PNG

THE Dept of Foreign Affairs & Trade is reminding travellers to Papua New Guinea that air travel in the country presents greater safety risks than in Australia.

The govt says air safety is questionable "given the difficult terrain, extreme weather conditions and the condition of some remote airfields in PNG."

In the past two years there have been three air crashes, including last week's incident involving Airlines PNG (**TD** Fri).

QF hiking Dubbo fare

QANTAS has advised it will be increasing the Y class fare on the Dubbo/Sydney/Dubbo route from 21 Oct, requiring all fares to be ticketed by 20 Oct to avoid the new level.

Atout's Midnight flick in Sydney

LAST night Sydney's Dendy Cinema at Circular Quay was transformed into a slice of France, for Atout France's private screening of Woody Allen's *Midnight in Paris*.

With all the glamour of the Cannes Film Festival, the industry gathering saw guests swill Moet and Chandon whilst standing on the red carpet and mixing with models dripping Chopard jewellery.

The event was hosted by Atout France in partnership with Creative Holidays, Air France and Sofitel, as well as other industry partners.

Atout France's Australian Director Patrick Benhamou told guests that the movie celebrated all things French, and was a nod of approval to Australia's favourite international city, Paris.

Benhamou said the number of Australian's visiting France this year were at record levels, "buoyed by the strong dollar, and



it's not finished yet," he added.

Pictured here is Atout France's Patrick Benhamou with the stunning Chopard jewellery clad model, Xanthe.

Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

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New policy is Crystal clear



AUSTRALIA is the second largest source market for Crystal Cruises after the USA in 2011 for the second year running, according to the cruise line's vice president of international sales & marketing, Philip Ordever.

Ordever, who is currently in Australia to visit key partners in the lead-up to this year's wave season, yesterday highlighted innovations for 2012 including a new "all-inclusive" pricing policy.

From next year's European seasons for *Crystal Symphony* and *Crystal Serenity* cruise fares will include all onboard beverages and gratuities - in addition to premium dining in all of the onboard restaurants (**TD** 23 Mar).

He said the change was being introduced to make it easier for travel agents to compare luxury cruise products, with most of Crystal's competitors also offering all-inclusive onboard pricing.

The policy is already proving popular, with the first fully inclusive cruise from Miami to Lisbon in Mar next year already 78% full, Ordever said.

Other changes include a new "book now" pricing policy aiming at encouraging cruisers to book early, under which fares are reviewed every 60 days and

discounts reduced on popular sailings.

Ordever said the next review date is 01 Nov, and 21 voyages are expected to increase in price as a result of demand.

But the big news for Crystal in Australia is a *Crystal Serenity* itinerary at the end of next year which will see the ship spend two nights in Sydney and take in the city's iconic New Year's Eve fireworks spectacular.

The 13-night Auckland-Melbourne voyage will see all guests onboard enjoy the 31 Dec celebrations from two specially chartered catamarans on Sydney Harbour - all included as part of the cruise fare.

Diane Patrick, md of Crystal's gsa Wiltrans International, said it was particularly exciting to see a turnaround in Melbourne, and the voyage was already proving popular with local cruisers.

She emphasised the importance of the travel trade for Crystal, with more than 97% of its bookings made via the industry.

Patrick and Ordever are pictured above at the event in Sydney yesterday - along with images of the fabulous new onboard appointments on the recently refurbished *Crystal Serenity*.

Skywest web surge

SKYWEST Airlines has reported it will further develop ancillary revenue via its website, which itself has seen an increase in direct airline bookings being made, up now to around 50%.

The WA-based carrier said in its Annual Report it will look to offer insurance, accommodation and car hire options through the channel in the future.

Wholesale Asia rates

FOOTSTEPS In Asia yesterday announced it would enable Australians travelling to South East Asia wholesale rates for retail bookings through the boutique wholesale tour operator.

John Powell, founder of the Bangkok-based firm said bookings will provide independent and small to large groups with a number of exciting Asia travel options tailored to suit all budgets, styles and departures.

AF, Airbus green flight

AIR France and Airbus operated the world's "greenest commercial flight" from Toulouse to Paris last week using a mix of the latest bio-fuels and efficient Continuous Descent Approach practices.

The Airbus A321 service halved the regular amount of CO2 emitted by the same aircraft to 54 grams per pax and kilometre.



Money

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

\$1AUD = US1.012

THE Australian dollar overnight dropped back by more than one US cent, shortly after hitting a one month high.

But confidence is returning to global markets over the state of the US and European economies which ironically has boosted the A\$ as traders shift to so-called riskier investments.

Today the Reserve Bank releases the minutes of its last meeting, which are likely to flag local interest rates easing.

Wholesale rates this morning:

US	\$1.012
UK	£0.642
NZ	\$1.274
Euro	€0.736
Japan	¥77.47
Thailand	฿31.28
China	¥6.36
South Africa	R7.94
Canada	\$1.030
Crude oil	US\$86.19

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Allure movie premiere

ROYAL Caribbean International & Dreamworks held a red-carpet premiere of *Puss in Boots* aboard *Allure of the Seas* on 16 Oct.

Eurostar figures up

EUROSTAR has recorded a 7% rise in sales revenues for the third quarter of 2011, up from £183m to £197m year on year.

Year to date figures are also on the way up, with a 5% rise on last year, up £29m to £617m.

Also rising by 1% over the same period was the number of pax travelling on the high speed UK-Europe rail link, up to 7.3 million.

Bali bird-flu alert

HEALTH officials in Bali have raised the alert level against the bird flu virus following the death of two children in Bangli, who were stuck by the H5N1 strain.

MEANWHILE, the Bali Hotel Association has advised none of its member properties sustained structural damage following last week's earthquake.

Flighties pro e-cig ban

THE Association of Professional Flight Attendants, an organisation representing some 17,000 cabin crew, has "adamantly" thrown its support behind a move to ban electronic cigarettes proposed by the US government (**TD** 15 Sep).

The group referred to the lapse in government regulation on the e-cigarettes as "appalling."

NZ bumping compo

AIR New Zealand is advising its compensation levels for flights originating at US airports for voluntary and involuntary causes is US\$650 (1 to 4 hours) and US\$1,300 (more than 4 hours).

Compensation is paid in cash or as Air NZ travel vouchers.

Bayview celebrates 21 years



ABOVE: Victorian travel agency Bayview Travel marked its 21st anniversary of operation yesterday celebrating the milestone with industry partners.

Directors Chris McGetrick and

Michael Nolan said the reason for the businesses success was due to its high level of service.

Pictured at the Bayview Travel office from left are: Michael and Sandra Nolan with Sarah Whitty (of the Hotel Connection) and Chris McGetrick.

See more celebration images at www.traveldaily.com.au/photos.

Whisper World voyage

SILVERSEA's *Silver Whisper* will visit Hobart, Sydney, Melbourne, Albany and Fremantle in Feb 2013 on its Ancient Cultures & Exotic Wonders itinerary.

The 115-day World Cruise sails from Los Angeles on 04 Jan 2013 and will take in 52 ports and 28 countries before concluding in Fort Lauderdale on 01 May 2013.

Swanston city guide

THE Swanston Hotel Grand Mercure has launched a free 'In The Know' guide offering info on everything travellers need to know to get around Melbourne - see theswanstonhotel.com.au/intheknow.

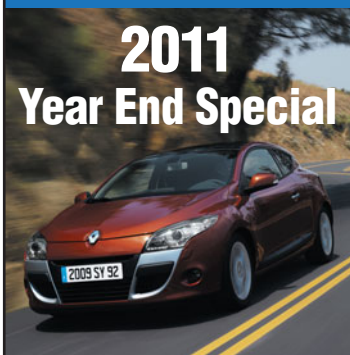
QF China promotion

QANTAS Group Sales is offering a special upgrade promotion for bookings to Hong Kong and Shanghai, under which eligible group bookings of 20 or more passengers will receive one Business Class or two Premium Economy confirmed upgrades.

The offer is valid for new bookings ex Australia made with Qantas Groups between 15 Oct and 31 Dec 2011, on Qantas operated services only and departures to 30 Sep 2012.

More info 13 26 24.

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AA/Amadeus pact

AMERICAN Airlines has reached a "medium-term" deal to extend its previous full-content deal with Amadeus, giving agents continued access to fares and inventory.

Domestic holiday intention slipping

THE number of Australian's considering taking an overseas vacation in the next 12 months continues to rise, with the latest survey by Roy Morgan Research showing a 1% rise in desire for the 12 months to Aug.

RMR Holiday Tracking Survey

figures released yesterday on holiday intention indicate that international leisure trips are also up 3% on five years ago.

By contrast, domestic holiday intention to travel has declined 3% in a year to 55%.

Jane Ianniello, Int'l Director of Tourism, Travel & Leisure for Roy Morgan Research said the long-term outlook for domestic tourism "is not rosy."

However, "experts predict that the Australian dollar will become weaker in 2012 and this may convince some Australians to take a domestic holiday rather than an overseas one," Ianniello said.

Marriott OOL refurb

THE Surfers Paradise Marriott Resort and Spa on the Gold Coast has completed a \$20 million refurbishment project.

All 329 guest rooms have been upgraded along with the lobby area, lagoon pool area, front entry, events floor and Citrique restaurant.

EK SYD 3rd daily fare

EMIRATES has launched special Economy and Business fares to Europe on its third daily Sydney service priced from \$1,753 and \$7,614 respectively.

Economy class fares must travel and be booked before 30 Nov, while Business class fares are valid for travel until 30 Nov and between 25 Dec-01 Jan, with travel completed by 01 Jan 2012.

AFTA UPDATE

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



I AM sure many of you would have watched with anticipation the semi-final matches of the Rugby World Cup over the past weekend. While the result did not go the Australians way, it was a celebration of the wonderful relationship that Australia and New Zealand have.

The Rugby World Cup has had mixed reviews around the travel industry with some of the reports in that it has not been the bonanza that many would have hoped for. But regardless of that, the event has been a most successful and rewarding event for New Zealand and indeed all of the participating nations and the fans.

Let's face it, they [New Zealand] needed some good news then rugby has, so far, clearly provided with exactly that. Good news in terms of a very well run and safe world event and a shot at the Cup in the final next weekend. New Zealand has been on show to the world with the global coverage the Rugby World Cup enjoys and this will be a much needed and welcomed promotion of New Zealand.

Given the troubles of the past year the timing has been fantastic for them. I am sure many in the travel industry will be headed to New Zealand next weekend to take in the excitement of the final two matches. I am sure we all hope that the Australians will win over Wales and the bronze ribbon will be our final outcome for 2011. Better than not being in the final round, but hopefully at least a bronze.

For the major match on Sunday, even though they bet Australia to get their shot, I am sure the vast majority of Australia will be supporting our friends across the ditch. When New Zealand buckle down to play France they will be a force that will be hard to beat and for everyone concerned in New Zealand I hope for a win that will round out and complete what has been a wonderful Rugby World Cup 2011.

Congratulations to New Zealand as a nation on a wonderful event and good luck with the final on Sunday.



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The 'SnoozeCubes' are located at Gate 122 in T1 and can be rented on an hourly basis, priced from AED65 (AU\$18) per hour for the first four hours.

SIA pax/capacity rises

SINGAPORE Airlines Sep operating report recorded a 4.8% y-o-y rise in pax carried, up to 1.4m, while pax load factors dropped by 0.7 points to 79.6%.

SIA only saw growth out of West Asia and Africa as all other regions were down by up to 1.5 percentage points for the month.



TOURISM TRAINERS

Seeking motivated and dynamic professionals to join the Tourism Department of our College. We are looking for tourism trainers who may be working part-time in the tourism industry.

Must be available immediately for morning and afternoon classes on Monday and Tuesday. Other day and evening shifts also available throughout the week.

Requirements:

- Minimum of five years current industry experience
- TAA 40104 /TAE40110 Certificate IV in Training and Assessment
- Excellent communication and interpersonal skills
- Must be experienced in Galileo
- Previous training experience in the VET sector would be an advantage

If your background fits the above criteria please send your resume asap to: voc.education@gmail.com
Only short-listed applicants will be contacted



AF Tahiti drops First

AIR France has announced changes to its Tahiti operations, switching to a three-class 777-200ER and seeing the removal of First Class from the route.

Hertz electric vans

HERTZ is claiming another rental first, with the incorporation of five Ford Transit Connect Electric vans into its fleet.

The hybrid vehicles will be deployed in mid-Nov at multiple locations as part of the Hertz Entertainment Services and Hertz on Demand car sharing operations.

The Ford Transit Connect Electric has a range of about 80-100km and recharges via a standard power outlet, with Hertz ceo Mark Frissora saying it's "a perfect fit for customers looking for the latest in mobility solutions."

QF 767 disaster averted

THE Australian Transport Safety Bureau has determined the First Officer of a Qantas 767, about 1.5kms from landing at Sydney on 26 Oct 2009 without its landing gear down, had been distracted during the final approach.

The ATSB's Final report released today said "the incorrect aircraft configuration was the result of several interruptions and distractions during the approach."

The report says the 'Too Low Gear' warning activated in the cockpit and the aircraft then performed a 'go-around' manoeuvre.

Etihad packs a punch



ABOVE: Cramer Ball, Etihad regional gm for Asia Pacific South and Australasia, squared off against Aussie boxing legend Kostya Tszyu last week in Melbourne during the 27th Sport Australia Hall of Fame dinner.

Tszyu was inducted as a Hall of Fame member at the Crown Palladium Room during the event, with Etihad being a major sponsor of the Sport Australia Hall of Fame.

Ball said the support "was an expression of our commitment to the competitive Australian market and to elite sportsmanship the world over".

9 hour AI ground delay

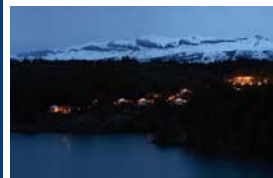
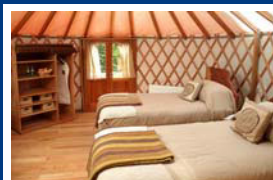
POLICE were called to help keep the peace onboard an Air India 777 aircraft on the tarmac at London Gatwick Airport, where passengers were stranded for more than nine hours on Sun.

According to the *Times of India* the flight was inbound from Mumbai to London Heathrow, but diverted to Gatwick (about an hour's drive away) because of fog.

Air India wouldn't allow pax to disembark at LGW, and it's believed the crew ran out of hours while a replacement team of pilots and flight attendants got lost on the way to Gatwick.

WIN A HOLIDAY FOR TWO TO CHILE

Throughout October, *Travel Daily* is giving subscribers the chance to win a fabulous Chile holiday package valued at almost \$10,000, courtesy of Turismo Chile, LAN, Latitud 90 and Patagonia Camp.



The prize includes:

- ◆ Return Economy Class fares on LAN to Santiago ex Sydney plus domestic flights Santiago/Punta Arenas/Santiago
- ◆ Transfers in/out from Punta Arenas & Santiago Airport
- ◆ Three (3) nights' accommodation in a Luxury Yurts with views To The Paine Massif at Patagonia Camp - Torres Del Paine
- ◆ Entries and full day guided excursions to Torres del Paine National Park
- ◆ One (1) nights' accommodation at La Casona at Matetic Vineyards
- ◆ Breakfast and dinner daily
- ◆ Wine tour and tasting

Every day *Travel Daily* will ask a different Chile-related question – just read the issue and email us your answer. There will be twenty questions in total.

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

Q.11: According to Latitud go what are the 6 reasons why you should visit Chile

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

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Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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High Achievers Wanted!

Career Opportunities for Top Talent

Hot Jobs (Australia) - October 2011



Hot Temp jobs this week

- ★ Short and long term temporary work
- ★ Start now!
- ★ Earn great \$\$\$\$\$\$\$s

This weeks hot jobs, apply now.....

- ★ **1 x retail consultant**
(Sydney CBD, Galileo – *start now*)
- ★ **1 x corporate consultant**
(North Sydney, Amadeus & Tramada – *start now*)
- ★ **1 x retail leisure consultant**
(Inner West location, Sabre & Tramada – *start now*)
- ★ **1 x retail leisure consultant**
(CBD location, Sabre & Sam – *start mid Oct*)
- ★ **1 x retail consultant**
(Sydney CBD, Galileo and Cross Check – *start now*)
- ★ **1 x leisure consultant**
(Melbourne, Galileo & Cross Check – *start mid Oct*)

In between jobs? Why not do some temporary work? Earn, learn, meet new people and have fun! You will need some travel consulting experience and some working knowledge of either Amadeus, Sabre or Galileo. Flexibility is an advantage.

Contact **Jane Dearden** at TMS Asia Pacific T: 02 9231 6444
E: jane.dearden@tmsap.com or apply online.

Account Director, Asia Pacific

- ★ Strategic role across Asia Pacific
- ★ Develop Global Account strategy
- ★ Pivotal role with this global travel supplier

Our client is a leading edge travel company who is looking for an experienced Account Director to manage the sales and relationship of a designated customer base. You will be responsible to develop and maintain business relationships with each customer by meeting with key contacts regularly, understanding their industry specific needs and also their expectations, develop opportunities to increase revenue, lead generation and sourcing of prospective clients and effective pipeline management. You must have strong sales experience within the corporate environment, demonstrated history of sales success, travel industry background and knowledge of GDS is a must. This is a rare and exciting opportunity for an experienced travel industry sales professional who is looking for a challenging and rewarding role with influence and responsibility across Asia / Pacific.

Contact **Sally Frape** or **Stacy Balderston** 02 9231 6444
E: sally@tmsap.com or apply online.

Sales Manager - Sydney

- ★ Global travel online company
- ★ Loads of career opportunities

Exciting role with strong project management and sales generation. Great company with approachable management and several opportunities for career progression. If you have strong hotel sales experience this is your dream career.

Contact **Brendan Grant** T: 02 9231 6444 E: brendan@tmsap.com or apply online.

Ticketing Consultant – Perth

- ★ National well known company
- ★ Solid work environment
- ★ Attractive salary

This back office role is now available for experienced Ticketing Consultant who is looking for a change. You will have excellent airfare knowledge, experience in issuing tickets, you will be a team player and you will have great attention to detail. In return, our client offers supportive and friendly work environment, attractive salary package and travel benefits.

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

Contracting Manager - Sydney

- ★ Exciting Opportunity
- ★ Competitive Salary

Our client is one of one of Australia's largest tour operators. They are currently looking for an experienced Contracting Manager. As Destination Contracting Manager you will develop and implement plans to contract a range of product offerings that will provide a competitive advantage. You will ensure continued profitability and growth of the brand through strategic negotiation of rates, commissions, allotments and co-operative marketing funds.

Contact **Stacy Balderston** on T: 02 9231 6444 E: stacy@tmsap.com or apply online.

Reservations Cruise Specialist

- ★ North Sydney
- ★ Exciting cruise industry role
- ★ \$40-\$50k

Do you have experience selling in the Cruise Industry and strong customer service skills? Work close to home in North Sydney for a fun and progressive company selling a prestige product. Expand on your current knowledge of the cruise industry and have fun at work. Cruise knowledge is essential for this role along with travel reservations experience and good destination knowledge. Apply now and expand your horizons.....

Contact **Jane Dearden** T: 02 9024 5555 E: jane.dearden@tmsap.com.

Wholesale Reservations Consultant

- ★ Sydney CBD Location
- ★ Exciting international product
- ★ Travel benefits

A rare opportunity exists for an experienced wholesale reservations consultant to be part of this winning team. On a daily basis you will be liaising with travel agents and direct passengers on all aspects of promotion of this product. You will utilise your strong customer service skills and outgoing personality to convert quotes into bookings and build long standing relationships internally with staff and externally with clients. To be considered for this role, please bring your previous CRS experience and Wholesale Reservations background; outgoing personality and friendly nature; strong customer service skills and self motivation and commitment.

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

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GROUPS GALORE!

CORPORATE GROUPS CONSULTANT

SYDNEY – SALARY PACKAGE \$50K - \$60K PLUS

Are you currently a corporate consultant and wanting to try something new? We currently have a national TMC in need of a skilled corporate consultant to join their groups department. This could be your chance to move into conferences and events if that has been something you have always wanted. With full training and a great salary on offer, this is your chance to add something new to your life! Apply to AA Appointments today and move across to a highly sort after sector of the industry.

FOLLOW THE LIGHT OVER TO CORPORATE CORPORATE CONSULTANT

MELB (SOUTH) – SALARY PACKAGE TO \$80K (OTE)

Are you an experienced travel consultant who needs a change of pace? We have an exciting corporate role on offer located in Bayside / Southern suburbs of Melbourne. This office is expanding and requires a confident consultant to join their team. Make the move over to corporate today and see the benefits from the get go! Uncapped commission, fun and social team, exciting accounts and itineraries, not to mention personal satisfaction!

THE POSITION THAT IS IMPOSSIBLE TO FIND

ONSITE CORPORATE TRAVEL CONSULTANT

NORTH SYDNEY - SALARY PACKAGE \$55K-\$65K

Have you been searching high and low for an onsite travel role? This is a rare role that is like no other! You will NOT be working for a TMC but for the client themselves, a global construction company who has their own travel team in-house. You will have at least 2-3 years corporate consulting experience and preferably have used Sabre. Career progression is also a definite in this unique role.

NOT ANOTHER PACKAGE TO FIJI

CORPORATE CONSULTANTS

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

This large global company has two new exciting roles in Perth that need to be filled NOW! If you are an experienced consultant who loves getting involved in those intricate itineraries, then this is the role for you! Servicing Perth's academic market, you will never be bored again. Put together complicated and interesting itineraries and stop letting your travel skills go to waste on another package to Fiji!

RARE JOB SHARE ROLE IN MELBOURNE

PART TIME TRAINING ROLE

MELB (INNER) – SALARY PACKAGE TO \$55K (PRO RATA)

We have a new and exciting role on in Melbourne working with one of the Countries biggest wholesalers! You will be responsible for training wholesale agents on Calypsonet and ensuring they understand all aspects of the system. This fantastic opportunity is a job share role which will see you work 3 days per week. You will also have access to commissions, bonuses, free financial planning & other exclusive benefits.

ARE YOU A SOUTH AMERICAN GURU?

SENIOR TRAVEL CONSULTANT

MELBOURNE (CBD) – SALARY PACKAGE TO \$55K

If you are a senior consultant who feels their knowledge and expertise is going to waste, here is your chance to take a role with an award winning boutique luxury specialist. Working along side the MD of this large company you will be a key asset in the company growth. Specialising in central and South America, this role would be perfect for a senior consultant who is tired of booking the same old itineraries!

ESCAPE TO THE BURBS

RETAIL CONSULTANTS

BRISBANE (SOUTH SIDE) – SALARY PACKAGE \$45K + (OTE)

Sick of travelling on unreliable trains and squeaky old buses everyday into the city? Want the luxury of working close to home and having parking provided? If so, this gem is for you. Based in a busy shopping centre this well established agency is seeking an experienced travel consultant to join their team due to enormous growth. You will enjoy a range of top benefits including travel discounts, 5 weeks annual leave and fabulous famils, all whilst earning rewarding \$\$\$. Escape the city rush!

SICK OF CONSULTING?

PRODUCT CONSULTANTS

BRISBANE (CBD) – SALARY PACKAGE \$45K - \$50K

Here is your chance to jump into a global product team, leaving the time wasters and price beaters behind. As part of this dynamic team, you will be responsible for loading rates and specials into the company's database. Database management and special updates will be part of your daily duties along with continuing to build and maintain client relationships. A strong salary is on offer along with the opportunity to progress up the ladder in your career!

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