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Tuesday 25th October 2011

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New STAR ratings scheme

AAA Tourism has today officially launched the new Australian STAR Rating Scheme after a four year review of the program (TD 25 Mar).

The move sees a partnership with the govt's TQUAL accreditation program, along with a "focus on the consumer choice-drivers of cleanliness and quality," according to ceo Peter Blackwell.

He said the previous model, which was based on facilities offered by each property, had

"failed to keep up with consumer demand and had also led to the development of homogenised, over-rated accommodation product across Australia".

He said advisory panels had comprised representatives of major hotel brands as well as peak bodies to establish a "relevant and equitable scheme for the 21st century".

Blackwell said the new scheme "is positioned to take advantage of consumer demand for a trusted and truly independent source of travel information" as well as being "at the core of national supply-side strategies".

The new criteria and quality guidelines have been weighted according to their importance to the consumer, with the system covering six categories: hotels, motels, serviced apartments, self catering, hosted accom, and caravan-holiday parks.

Assessors have already undergone intensive training on new criteria, with a full site explaining the scheme online at www2.aaatourism.com.au.

Qantas Hols on sale

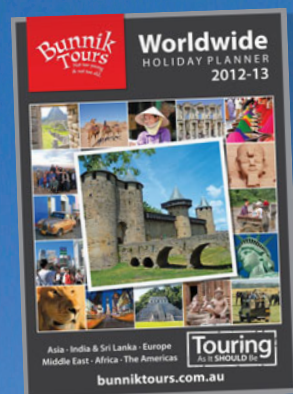
QANTAS Holidays has today launched a 72-hour sale, with special packages on offer to Hong Kong, London, Thailand, the US, Singapore and more - see the last page of today's *Travel Daily*.

Nine pages of news

Travel Daily today has nine pages of news and photos, plus full pages from: (click)

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Wotif battles OS invasion

ONLINE accommodation pioneer Wotif.com says that it was forced to significantly increase marketing spending last year to maintain brand awareness, with the move "seen as necessary at a time when foreign online travel agents ran a concerted campaign to take market share".

Speaking at yesterday's Wotif agm, ceo Robbie Cooke cited other pressures on the company including the huge surge in overseas travel during 2010/11.

He said that "operators of the more traditional retail travel channels who harvested the opportunity to sell offshore package holidays" had benefited, but warned that the trend was vulnerable to the strength of the A\$ and consumer confidence.

"When this confidence wanes there is a rapid swing back to domestic travel activity and such times have historically benefited Wotif.com," he said.

New initiatives showing good results include the 'Wot Deal of the Day' which is allowing Wotif's hotel partners to benefit from the group buying boom, Cooke added.

He said the company was continuing to expand its flight offering, with international carriers coming online in Aug, while other activity included creation of a dedicated team to develop mobile applications.

Wotif's profit declined by \$2m last year to \$51m (**TD** 24 Aug).

Customs plot strikes

THE Community and Public Sector Union yesterday warned of 24-hour stoppages by customs staff at Sydney, Melbourne and Perth airports on Thu.

Other Customs sites will also be affected by four hour stoppages at the start of their shifts, with the industrial action unfortunately coinciding with the arrival of many world leaders into Perth for the CHOGM meeting.

Late yesterday afternoon the union urged people collecting international inbound passengers on Thursday "to factor possible delays into their plans".

Talks are continuing today over stalled pay negotiations which may see the strike called off.

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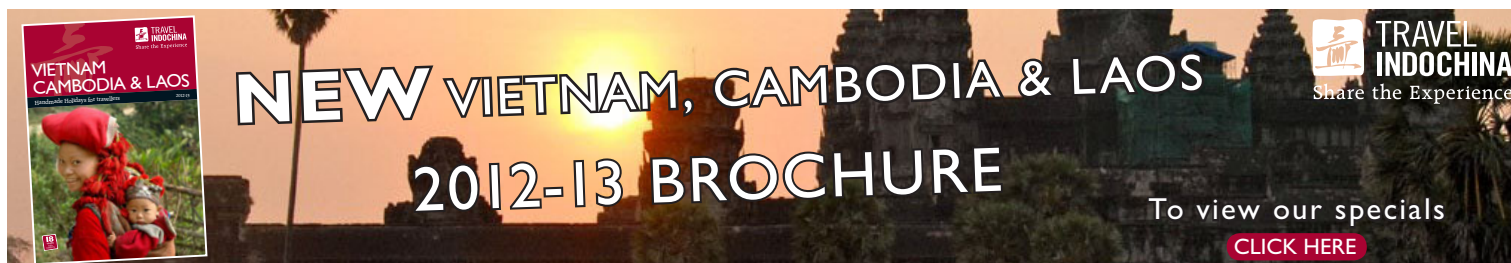
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JTG signs with Keith Prowse

JETSET Travelworld has signed a new preferred partnership agreement with Keith Prowse Sport and Entertainment Travel.

The pact covers Travelscene American Express, Harvey World Travel, Travelworld, Jetset and the Concorde Agency Network, and will see Keith Prowse package tickets, accommodation, flights and other events into tailor-made combinations for agency clients.

Keith Prowse md John Godwin said the current range includes events such as Wimbledon, Grand Prix races, Premier League Soccer, Rugby Sevens, Ascot and the Edinburgh Military Tattoo, as well as product closer to home including the NRL grand final, State of Origin, the Melbourne Cup and Opera Australia.

Godwin also flagged the roll-out of a new Keith Prowse hotel booking platform in the coming months "to build the travel agents' destination sales capability and revenue earning opportunities".

FJ orders 3 A330-220s

AIR Pacific will acquire three new Airbus A330-220 aircraft to replace its ageing Boeing 747 and 767 fleet, with the first A330 to be delivered by Mar 2013.

It will be the first time in Air Pacific's 60 year history that it has ordered new wide-body aircraft, says ceo & md David Pflieger.

"It's the right plane at the right time for our company," he said.

Chairman Nalin Patel said the "critical decision" follows a seven-month review of FJ's fleet and network, lead by Pflieger.

FJ says it will deploy the A330s on routes to Sydney, Auckland, Hong Kong and Los Angeles.



Window Seat

A ROAD warrior couple in the USA have celebrated their high flying courtship by getting engaged on a Delta flight.

Arvin Shandiz met Alexandra Williams on a DL shuttle between New York and Chicago last year, and their romance has blossomed since then as their jobs saw them travel repeatedly between the cities.

On Friday the erstwhile Shandiz shocked his now fiancée by proposing over the aircraft PA on yet another flight, with passengers breaking into spontaneous applause when she accepted.

A RESTAURANT in Michigan, USA has created a new meal which is a tourist attraction in its own right.

The Absolutely Ridiculous Burger, available at Mallie's Sports Grill & Bar, weighs about 154kg and you definitely have to order it ahead, because it takes 22 hours to cook.

The world record-breaking burger contains more than half a million calories and includes 15kg of bacon, 18kg of cheese and 7.5kg of lettuce.

The eatery's manager, Jason Jones, said the massive meal costs US\$2000 - but that includes fries and a drink.



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Goldman Travel in the Pink



ABOVE: Goldman Travel continues to give its time to the Cancer Council, with its latest initiative in support of Pink Ribbon Day seeing the business donate 50% of all service fees on 19 Nov to help beat cancer.

Pictured with general manager David Goldman (far left) are Goldman Travel's Fee Njoo, Chris Cheyne and Erin Amundsen.

THAI's 14th Euro city

THAI Airways International will launch its 14th European city on 17 Nov with the introduction of a direct thrice weekly service to Brussels in Belgium.

Uniworld discounts

UNIWORLD is offering a saving of \$1,440 per couple on its new 2012 24-day Grand Asia and the Mekong itinerary for departures in Sep and Oct next year.

There's also a saving of \$960 per couple on the 2012 Timeless Wonders of Vietnam, Cambodia and the Mekong voyage, for travel Jan to Dec.

To take advantage of the deal bookings need to be made before 30 Nov - uniworldcruises.com.au.

Emirates' 16th A380

EMIRATES took delivery of its 16th A380 from jet manufacturer Airbus earlier this month, which was its first superjumbo for 2011.

SAA fined US\$55,000

SOUTH African Airways has been slapped a US\$55,000 fine by the US government for online pricing violations for air packages.

While Destination South Africa, a company which promotes air travel deals online using SAA flights was hit with a US\$20,000 fine for "deceptive" pricing.

The US Dept of Transportation said users browsing the carrier's website were not clearly made aware of taxes and fees promoted on ads, or that DSA packages were based on double occupancy.

DJ adds extra capacity

VIRGIN Australia is putting on extra services on a number of key domestic routes, with new capacity on trunk and regional services from 23 to 30 Oct.

According to its website, "in light of strong demand" Virgin is adding six services on Sun, four on Mon, three on Tue, four on Wed & Thu, seven on Fri and four on Sun 30 Oct.

Most of the extra uplift is on the Melbourne-Sydney route in either direction, but there is also extra capacity on return services between Melbourne & Adelaide, Brisbane & Mackay, Melbourne & Perth and one way flights from Melbourne to the Gold Coast and Gold Coast to Sydney next Fri.

To view the full schedule of new flights go to bit.ly/djextraseats.

Taste of Middle East

TEMPO Holidays has released a range of stopover packages in the Middle East for 2012 with deals available for early bookings.

Packages are priced from \$291ppts and include a three-day Taste of Dubai, a three-day Taste of Abu Dhabi and a four-day Taste of Muscat - phone 1300 362 844.

Supplier Updates

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

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Tuesday 25th Oct 2011

Business travellers love mobile

THE social media revolution is having a significant impact on the lives of frequent business travellers, with smartphones and other gadgets making it much easier for them to connect with friends and families.

That's one of the key findings of a survey by Carlson Wagonlit Travel, with CWT's Asia Pacific director of Products and Online Services, Matt Carracher, detailing the report yesterday at the Global Business Travel Association conference in Brisbane.

Carracher told **TD** that CWT is aiming to help its clients steer the adoption of new technology in the workplace, telling them to develop policies which embrace smartphones rather than fighting the inevitable tide.

"We want to give them tools which encourage them to book within policy," he said, with CWT set to boost its previous offering of recommended smartphone applications via its own new CWTtoGo mobile App.

Thrifty sells Sth Mel

THRIFTY Car Rental has sold its South Melbourne operation to its former Vic regional manager Terry Christie, with the business now running as a franchise from today.

CWTtoGo will stream traveller itineraries to their devices, along with alerts, updates on delays and connections to allow check-in all aimed at further improving the business travel experience.

He said Carlson Wagonlit was aiming to garner feedback from travellers themselves, in contrast to previous surveys which had focused on travel managers.

Other intriguing trends revealed in the study found strong interest from Gen Y business travellers in in-flight internet, with more than half also keen on SMS and voice connectivity from the air.

The CWT Australian Business Traveller Insights report into mobile technology 2011 is online now at bit.ly/CWTreport.

Gaddafi out, BA in

BRITISH Airways is among several carriers resuming flights to Libya following the country's liberation, with a London Heathrow-Tripoli service to restart 30 Oct.

AAT Kings ramps up for 2012/13

AAT Kings saw a year on year rise in passenger numbers both domestically and internationally throughout the nine months to Sep 2011, and the 2012/13 programs have been enhanced with more customer experiences.

At a media launch for the tour operator's 2012/13 Western Australia and Northern Territory brochure yesterday, MD Tammy Marshall (pictured) said there are 50 itineraries throughout Australia ranging from 3 to 20 days in length.

Among new inclusions are extra exclusive 'You Are Invited' experiences and upgraded accom properties & room types across all tours - including Novotel, Crowne Plaza and Mantra brands - and Early Payment Savings of up to \$1240 per couple.

Top inbound source markets for AAT Kings include New Zealand, North America and the UK, with China, Hong Kong, Malaysia and Korea emerging Asian markets.

The Northern Territory and Tasmania has been identified as the most popular touring



destinations for the local market and Queensland ranks highly for overseas travellers, Marshall said.

Natural disasters around the world and locally have affected the tour operators sales with inbound travellers from Japan down due to the devastating tsunami.

The Queensland floods also "impacted the int'l market" with the exception of those who had already booked, Marshall added.

As part of its Sustainable Future initiative the firm upgraded 10 vehicles in its fleet this year to top of the range Mercedes Benz coaches, to the tune of \$3.6m, to "produce far less carbon emissions than planes, cars or trains".

The WA and NT brochures are on agents shelves now, while the 2012 Queensland and Southern Australia brochure will be out soon.

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Jetstar trumps Qantas on flight timing

TIGER Airways achieved a unique milestone last month, with govt figures showing the LCC operated the highest percentage of flights departing and arriving on time around the country during Sep.

Of the seven domestic carriers participating in the BITRE data report, Tiger had 91.1% of flights depart on time, while 89.4% of flights arrived on time.

The figures released this week do however show that Tiger operated just 530 sectors in Sep, which compares to 1,577 in Sep last year, or in other terms, 95% less sectors than Virgin Australia over the same period.

Last month's average on time departure figure for all airlines slipped by nearly one percentage point on the long term average, to 83.2%, while the average arrivals times were down 0.3 points to 82.7%.

Of the major carriers Virgin held on to the number one spot for both flight departure and arrival times, with 85.8% and 85.1% respectively.

Jetstar outperformed Qantas Airways for sticking to its on time departure and arrival schedules, with 80.6% of JQ flights getting away as planned, & 82.1% making it to their destination on time.

Qantas' figures were 80.3% for departures and 80.0% for arrivals.

Regional carriers, Regional Express and Skywest Airlines had 97.5% and 86.0% of flights depart on time, and 86.9% & 86.7% arrive on time, the data shows.

The Adelaide-Gold Coast route had the highest percentage of on time departures and arrivals at 94.9% and 96.6%.

Passengers flying out of or into Port Lincoln in South Australia were most likely to depart or arrive on time, at 92.2% and 91.9% respectively.

The highest percentage of flight cancellations during Sep was recorded by Jetstar (at 2.1% or 123 flights), followed by Qantas (1.8% or 187 flights) and Virgin Australia (1.7% or 201 flights).

Tiger Airways had no flight cancellations during Sep.

APT Outback program

APT has released its 2012 Outback Wilderness Adventures program, highlighting the Kimberley, Cape York, Red Centre, Top End, Gulf Country, Birdsville, Pilbara, Flinders Ranges and Lake Eyre.

The program features 10 tours that range from six to 14 days duration - see aptgroup.travel.

Tuesday 25th Oct 2011

SkiJapan VIP services

SKIJAPAN.com has launched VIP concierge experiences for Australian travellers who want premium extras when travelling to Niseko, Japan to ski.

Extras offered include limousine transfers from Chitose airport, private in-house catering, grocery and beverage packs and floral arrangements.

CHC accom update

CHRISTCHURCH & Canterbury Tourism has provided an updated list of accommodation options available to visitors to the region in its Oct newsletter.

Among the options are 13 3+ Qualmark star rated (or not rated) hotels, located within 20 minutes of Christchurch Int'l Airport, five apartments & lodges, 109 motels, 15 holiday parks & 68 bed & breakfasts.

Despite recent seismic events, "Christchurch is welcoming visitors... (with) the vast majority of visitor services are up and running," the update advises.



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

\$1AUD = US\$1.045

THE Aussie dollar has once again begun to creep up, surging overnight to more than US\$1.04 as traders became more confident in the light of stock market rallies around the world.

There's expectation that the debt crisis in Europe will have a good outcome following the upcoming G20 summit, and this is feeding demand for "growth currencies" such as the A\$.

The climb is good news for travel agents, who should be reminding their clients of exceptional value for their money in the US, UK and Europe in conjunction with the wide range of earlybird airfares and deals currently out in the market.

Wholesale rates this morning:

| | |
|--------------|-----------|
| US | \$1.045 |
| UK | £0.652 |
| NZ | \$1.289 |
| Euro | €0.750 |
| Japan | ¥79.21 |
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Air NZ Sep pax numbers drop 4.8%

THE Rugby World Cup significantly dampened travel demand in New Zealand last month, with Air NZ traffic figures revealing a 5.4 point drop in load factor and passenger numbers down almost 5% to 1.21 million.

Short haul traffic was down 4.3% - but worryingly long haul numbers were also down 8.8%, with Japan routes continuing to be weak following the natural disasters earlier in the year.

International visitor numbers for the RWC were in line with expectations, but changed timing of NZ school holidays also impacted Sep demand.

Adventure Travel Expo

THE Adventure Travel and Backpackers Expo is being held at Sydney Town Hall on 29-30 Oct, featuring a range of exhibitors including Tourism Malaysia.

North America/UK traffic was down 7.8% to 91,000 passengers but Tasman/Pacific numbers rose 2.2% to 292,000 for the month.

SAS Travelport deal

SCANDINAVIAN Airlines has renewed its GDS agreement with Travelport, with full fares and inventory continuing to be available to Worldspan and Galileo-connected agents.

The new multi-year contract also includes a "common framework" to provide enhanced functionality for agents, such as merchandising and online check-in.

AKL arrivals up 34%

AUCKLAND Airport has today reported a 33.8% year on year increase in overseas international passenger arrivals during Sep, with the airport contributing growth to the Rugby World Cup.

Int'l growth was highest from France, which soared 707.6% to 8,650 movements from 1,072.

Other markets which showed an increase in arrivals included the UK (+121%), Canada (+59%) and Australia (23.5%).

Qatar to Benghazi

QATAR Airways will introduce a four-times weekly service between Doha and Benghazi in Libya from next week (01 Nov).

The route will be operated by an Airbus A320.

Amadeus rail boss

AMADEUS has appointed Thomas Drexler to head up the travel technology partner's rail business as its new Director of Rail.

Drexler moves on from his most recent role with Deutsche Bahn as Vice President of Sales.

ANA's 787 strikes

ALL Nippon Airways' newly delivered Boeing 787 Dreamliner aircraft is on track to begin commercial flights tomorrow despite suffering some surface damage after it struck a passenger boarding bridge on 13 Oct.

Ground crew were towing the aircraft when the incident occurred.

MEANWHILE the 787 has also been involved in a lightning strike during a test flight between Osaka Kansai International airport and Okayama in Japan.

A report said the carbon-composite aircraft was grounded for inspection and resumed flights the next day.

Hahn Air Beach Pack giveaway



Travel Daily has teamed up with **Hahn Air** this week and is giving one lucky reader the chance to win a Beach Pack, valued at over \$200.

The Beach Pack contains a 2.2m beach umbrella, 2 beach towels, flip flops, a cap, bottle opener & lots more.

For your chance to **WIN** this great pack:

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The most creative entry will win this fantastic prize, with the winner's name published in **Travel Daily** next week.

AirAsia X to Gatwick

AIRASIA X touched down at London Gatwick Airport yesterday for the first time following its switch from London Stansted.

Sheraton reno over

SHERATON On the Park Sydney has unveiled its Deluxe Terrace Suites completing the hotel's \$40 million renovation.

Travel With Kidz THE FAMILY HOLIDAY EXPERTS

DO YOU WANT TO GROW YOUR BUSINESS AND INTERESTED IN THE FAMILY TRAVEL MARKET?

Travel With Kidz affinity group is celebrating 16 years in the business of specialising in family travel worldwide catering for families with children 0 – 18 years.

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Uschi Howard General Manager
Travel With Kidz Newport, The Travel Authority Northern Beaches

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Judy catches up with John

RIGHT: Virgin Australia ceo John Borghetti was the speaker at a recent Australian and British Chamber of Commerce lunch in Melbourne.

Judy Gillard from Bayview Travel made the most of the opportunity to meet him, with the pair pictured at the event.

She said it was nice to see the way that Borghetti made a point of catching up with many of the travel people who attended, who were intrigued to hear about his exciting plans for Virgin.



TAM firms A320 order

TAM Airlines has finalised its purchase deal with Airbus for an order of 32 new A320 family aircraft, including 22 A320neos, initially outlined earlier this year.

Skal Melbourne is 50!

IT'S been a huge weekend for members of the Melbourne club of Skal International, which is celebrating its diamond jubilee.

A charity golf day and dinner took place at the prestigious Royal Melbourne club on Friday, followed by a day at the Cox Plate on Saturday and then a Gatsby-themed Tea Dance on Sunday.

Skalleagues from across the country joined the fun, while the events saw auctions and raffles of prizes donated by the industry raise more than \$22,000, half of which will go to Life Education Australia and the balance to other Skal charities.

300Boeing 777-300ER

BOEING reached a milestone late last week, delivering its 300th 777-300ER aircraft to first-time customer Biman Bangladesh.

Tuesday 25th Oct 2011

DJ corporate boost

VIRGIN Australia has signed a further 17 corporate contracts in the last three months, with new accounts including Hilton, Linfox, Spotless, Laing O'Rourke and Merck Sharp & Dohme.

At an analyst briefing today DJ also flagged further services for the resource sector in WA and Qld, along with "disciplined capacity growth on key sectors".

The relaunched Velocity loyalty scheme is continuing to grow, with 2.7 million members and plans for more than 380 retail partners by the end of the year.

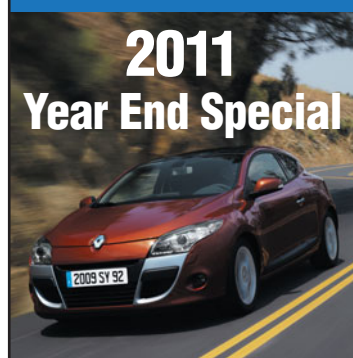
Russian Gateway 2012

GATEWAY Travel has launched its 2012 range of tours in Russia, with 3-7 night itineraries taking in Moscow, St Petersburg and Novgorod the Great.

All offer hotels from 3-5 stars, with tours available year round and some reversible.

More info 02 9745 3333.

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PRODUCT MANAGER



Tempo Holidays (a member of the Cox & Kings Australia brand range), is one of Australia's most respected travel wholesalers, specialising in tailored travel arrangements to over 40 countries in Europe, the Middle East, North Africa, India and Latin America.

We are now seeking an experienced Product Manager who will be primarily responsible for developing an innovative and exclusive product range which is reputable and yields results in the market place.

If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view a position outline.



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Tuesday 25th Oct 2011

THE Global Business Travel Association sees significant growth potential in Australia and NZ, according to its US-based exec director Mike McCormick.

"It's time to make the investment in a full-time resource," he told **TD** at the GBTA conference in Brisbane, with the organisation now seeking applications for a locally based general manager (**TD** yesterday).

He said the GBTA has worked hard to boost benefits for members including new tools and education opportunities, with corporate buyers able to "tap into a global organisation" through membership.

Recent initiatives include the creation of the GBTA Academy which offers qualifications in

corporate travel in partnership with leading US business schools.

GBTA is also working in a number of "industry verticals," having recently convened its first oil, gas & marine travel event in the UK to allow companies operating in those sectors to share their experiences in travel management and policies.

Pictured above at the event yesterday are, from left: GBTA Australia/NZ board member Chris Telfer from the Australian Federal Police; GBTA executive director Mike McCormick; and the bewitching Elizabeth Montgomery, GBTA Australia/NZ manager of Administration, Memberships and Events.

More pictures from GBTA at facebook.com/traveldaily.

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.16: What is the size of the personal screen of LAN's inflight entertainment system in the economy cabin on the Sydney – Santiago route?

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

Click here for terms & conditions



First Virgin Hotel

SIR Richard Branson has made his first move into the hospitality industry, 12 months after officially launching the new Virgin Hotels division (**TD** 23 Sep 10).

The company has purchased the 27-storey Dearborn Bank Building in Chicago in partnership with developer John Buck Co, with the project set to see the property converted into a 250-room hotel over the next year.

Virgin is also said to be looking at other properties in New York, Los Angeles, Miami and London.

Arik Air suspended

NIGERIAN carrier Arik Air has been suspended from BSP participation by the International Air Transport Association.

An update sent to agents and airlines last week said that "due to non-compliance with IATA banking requirements for settlement purposes, we are to suspend all BSP operations for Arik Air."

Travel agents were told to immediately stop all ticketing and refund transactions through GDSs and BSP link.

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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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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 or apply online.

GDS Technical Specialist, Sydney

- ★ Global Technical Product role
- ★ Lead 3rd party integration
- ★ Salary \$110 K Package

You will need to work closely with 3rd party developers to drive the adoption of product offerings / development. This will be through learning the product to the level of being able to write code and deliver proof of concept applications, spending time one-on-one with 3rd party developers as directed by the partner account manager as well as developing and delivering promotional and educational activities such as seminars, blogging and participating in forums etc.

Contact **Sally Matheson** T: 02 9231 6444 E: sally@tmsap.com or apply online.

Sales Manager - Sydney

- ★ Global travel online company
- ★ Loads of career opportunities
- ★ Salary \$70-90k

Exciting role with strong business development 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.

Business Development Mangers - Corporate Travel Sydney

- ★ Great earning potential
- ★ Large travel company with fantastic management and support
- ★ Salary \$70-90k

This company has a wide portfolio of clients including blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business. You will need to have proven sales experience, be confident and highly self motivated.

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

Reservations Consultants

- ★ Sydney based
- ★ Ongoing training
- ★ Career opportunities

Seeking experienced retail reservations consultants for an expanding travel business. Great salary and working conditions with fantastic opportunities for the future. Our client has multiple positions available working either full time, part time or casual hours. Strong customer service skills are required for this position along with extensive travel experience. Work hard – play hard and reap the rewards with exciting travel incentives available.

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

Director of Sales

- ★ True Executive role
- ★ Outstanding Salary

Are you the dynamic Sales Director I am looking for? This is your time lead new business strategies and increase company performance across Australia. This exclusive role with TMS is up for confidential discussions.

Contact **Sally Matheson** T: 02 9231 6444 E: sally@tmsap.com or apply online.

Business Development Manager – Perth

- ★ Leading Wholesale Company
- ★ Independent and interesting role
- ★ Attractive salary package and travel benefits

Our client is a well known boutique Wholesale Travel Company. They are currently looking for a motivated, dynamic and experienced Business Development Manager to help them identify, qualify and capture new business. You will be on the road for most of your time, concentrating on forming new and strengthening existing relationships. We are looking for experienced Sales professionals with solid knowledge and success within the travel industry.

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MULTI SKILLED CORPORATE TRAVEL CONSULTANTS
BRISBANE (CBD) – SALARY PACKAGE UP TO \$50K

What are the most important aspects when searching for a new position? Salary? Career progression? Working environment? This company has it all.... If you are looking for a role which can offer you the above plus more, this is your chance to secure the perfect job! Say goodbye to shopping centre trading & hello to Monday to Friday business hours. Minimum 12 months international travel consulting experience and ticketing knowledge a must.

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SYDNEY (CBD) – AFTER HOURS HOURLY RATE \$\$

Fancy working in a fast paced office environment assisting passengers that have been left stranded due to cancelled or postponed flights? You will have the ability to think on your feet, combined with in-depth knowledge of the Australian product and some knowledge of major international destinations. Are you available to work Monday to Friday working from 4PM to 10PM for up to 6 months? If so, APPLY NOW! AWESOME role!

ARE YOU THE MISSING PIECE OF THE PUZZLE?
RETAIL CONSULTANT

PERTH (SOUTH) – SALARY PACKAGE TO \$55K (OTE)

This large retail agency is looking for the perfect consultant to join their team! Located south of the river, this busy agency is in a shopping centre, so you will never spend the day watching the clock! If you have a minimum of 2 years experience and LOVE retail, then this is the role for you! Earn a fantastic salary, plus be part of exclusive famils, all whilst servicing your loyal clients! You won't regret making this move! Amadeus preferred

START SEEING THOSE DOLLARS ADD UP
CORPORATE CONSULTANTS

MELBOURNE – SALARY PACKAGE TO \$80K (OTE)

We have some exciting and new corporate roles located all over Melbourne! If you are an experienced travel consultant with at least 2 years experience and are finally ready to earn what you are worth, then we have a role for you! From Mornington Peninsula to the CBD, we will have a corporate role located close to home no matter where you live! The possibilities are endless, so apply today! Galileo preferred.

SOAR ABOVE THE REST WITH THESE 4 NEW ROLES

AIRLINE CUSTOMER SERVICE CONSULTANTS x 4

MELBOURNE (INNER) – SALARY PACKAGE TO \$49K

This superb travel company is looking for 4 new customer service representatives to join their large team today. To secure this role you will need to possess the following skills: Min 12 months experience in the travel industry with strong GDS experience (Galileo preferred), together with the ability to work shift work covering Monday to Sunday hours including public holidays. What are you waiting for?

SICK OF FACE TO FACE CONSULTING?

WHOLESALE RESERVATIONS CONSULTANT

PERTH (CBD) –SALARY PACKAGES TO \$55K+ (OTE)

This large global company is looking for an experienced consultant to make the move across to wholesale! If you are passionate about travel and have at least 12 months experience in the industry, now is your time to make the move! You will be supported with training & have access to some of the most amazing famils, bonuses and salary structures in the business! You will never be happier!

BE PART OF THIS BRAND NEW STORE!

SENIOR RETAIL CONSULTANTS x 2

BRISBANE (CBD) – SALARY PACKAGE UP TO \$55K + INC.

Feel like you're stuck in a holding pattern? If you are a sales savvy retail travel superstar, this is the opportunity you need in order to get out of the fog. Be inspired by helping to develop a brand new store for this iconic brand. This company prides itself on being able to deliver top customer service & is looking for 2 passionate senior level consultants to continue this trend, whilst developing & taking the business to new heights. To apply you will be a motivated professional with a drive to succeed & have a proven sales record. Min. 2yrs recent exp with Galileo & CCT

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BE HANDED A PORTFOLIO OF CORPORATE ACCOUNTS

SYDNEY (SOUTH) - \$EN\$ATIONAL HOURLY RATE.

Located within walking distance from Cronulla railway station & the beach, our client requires a very experienced corporate travel temp to look after, & maintain, a portfolio of corporate accounts whilst they are on annual leave. To be considered for this role, you will have no problem working autonomously & will be given the flexibility & freedom to manage this desk on your own. Sabre is an absolute must combined with your exceptional fares & product knowledge. Minimum 5 years experience is required for this role.

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METROPARK KOWLOON



Includes 1 FREE night

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- Kids under 12 years stay FREE when sharing a room with adults using existing bedding

Travel 15 Jan - 29 Feb 12.

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SINGAPORE

HOTEL GRAND PACIFIC



Includes 1 FREE night

- Return economy airfare with Qantas to Singapore
- 4 Nights in a Deluxe room
- Late checkout until 3.00pm

Travel 2 Feb - 25 Mar 12.

MEL from **\$1017**^{*} per person twin share **MEL** from **\$1104**^{*} per person twin share **SYD** from **\$1118**^{*} per person twin share

THAILAND

BAIYOKE SKY



Includes 1 FREE night

- Return economy airfare with Qantas to Bangkok
- 4 Nights in a Deluxe room, including full breakfast daily
- Late checkout until 6.00pm

Travel 2 Feb - 31 Mar 12.

MEL & **SYD** from **\$1071**^{*} per person twin share

HONG KONG

METROPARK KOWLOON



Includes 1 FREE night

- Return economy airfare with Qantas to Hong Kong
- 5 Nights in a Standard room
- Kids under 12 years stay FREE when sharing a room with adults using existing bedding

Travel 15 Jan - 29 Feb 12.

PER from **\$1062**^{*} per person twin share

AMERICA

KAWADA HOTEL



Includes 1 FREE night

- Return economy airfare with Qantas to Los Angeles
- 5 Nights in a Run of House room

Travel 25 Oct - 9 Dec 11 and 22 Jan - 31 Mar 12.

MEL from **\$1595**⁺ per person twin share **SYD** from **\$1628**⁺ per person twin share **PER** from **\$2141**⁺⁺ per person twin share

LONDON

MAYFLOWER HOTEL



- Return economy airfare With Qantas to London
- 4 Nights in a Standard Double room
- Continental breakfast daily

Travel 1 - 30 Nov 11 & 1 Feb - 31 Mar 12.

PER from **\$2153**⁺⁺ per person twin share **MEL** from **\$2225**⁺ per person twin share **SYD** from **\$2240**⁺ per person twin share

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