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# Travel Daily AU

First with the news

Thu 15 Apr 10

Page 1

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

## OPERATIONS MANAGER, SYD

- Corporate Travel Company
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[sallym@tmsap.com](mailto:sallym@tmsap.com)  
T: 9231 6444



## Wendy Wu part 2

TODAY *Travel Daily TV* features part two of our reports from Wendy Wu's Angkor to the Bay tour of Cambodia and Vietnam - see the video at [www.traveldaily.com.au](http://www.traveldaily.com.au) or at [www.youtube.com/traveldaily](http://www.youtube.com/traveldaily).



## IATA changes necessary

AFTA ceo Jayson Westbury says the new IATA trust account requirements (*TD* 29 Mar) were the "best outcome possible" in negotiating the financial criteria for agents under the Passenger Agency Sales Agreement (PSA).

Responding to concerns raised

by a number of agents, Westbury said that the agents who sit on the APJC committee which deals with IATA "have done the absolute best job they can to get a reasonable outcome."

APJC agent members include Ian Gunner from Travel Connect, Warwick Blacker of JTG, John Battley of Globetrotter, Flight Centre's David Smith, Stella's Russell Carstensen and Jamie Pherous from Corporate Travel Management.

Westbury said that while AFTA has a working relationship with IATA "we are not responsible for their decisions" or how changes in processes are communicated to the travel industry.

## QH agent incentive

QANTAS Holidays has today launched a major agent incentive offering three major prizes of trips to Buenos Aires (April winner), London (May winner) or New York (Jun winner) for bookings and departures between now and 30 Jun.

There are also 24 \$1000 agency prizes on offer - more info [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents).

## German film tickets

THE German National Tourist Office is offering *TD* readers the opportunity to win tickets to the Audi Festival of German Films, which takes place 21 Apr-09 May across Sydney, Melbourne, Perth, Adelaide and Brisbane.

Three double passes are up for grabs - for your chance to win be one of the first three to answer the question: *Which city hosts Germany's leading international film festival?*

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

## Bumper issue today

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

- TMS Asia Pacific
- AA Appointments
- Qantas Holidays
- Creative Holidays



## Lest We Forget

(Sandakan - Ranau Death March)  
Sandakan Memorial Day  
15th August  
[www.sabahtourism.com](http://www.sabahtourism.com)

## Voting for NTIAs

QANTAS Holidays (page 10) and Creative Holidays (page 11) are both today encouraging the industry to vote in this year's National Travel Industry Awards.

To vote click on the links below:

**AGENTS**  
vote here

**SUPPLIERS**  
vote here

## Trip

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Angkor to the Bay - Part 2  
by Barry Matheson

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الإتجاه  
**ETIHAD**  
AIRWAYS

Click for Etihad Interactive Tour

## Crouch leaves C&K

COX & Kings Australia marketing manager Stephen Crouch has resigned from his position, to be replaced by Ria Russell who takes on the newly created role of Brand Manager Tempo Holidays, effective 27 Apr.

C&K Small Group Journeys Antoinetta Dinha will act as marketing coordinator.

MEANWHILE Sydney-based Five Star PR has been appointed as the local representative for Mauritius Tourism Promotion Authority.

More of the latest industry appointments on page six.

## Virgin defers two 777s

VIRGIN Blue has cancelled the delivery of two new 777-300s which were due to be delivered to V Australia next year, converting the firm orders into options for 2012 delivery.

### RCCL online

ONLINE agency Ecruising has become the first Australian travel agency to be accredited for direct online booking of Royal Caribbean, Celebrity and Azamara Cruises, with the company's website having a direct link to the Royal Caribbean database.

More details in *Cruise Weekly* today - [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

### Macquarie flies high

AUSTRALIA'S Macquarie Bank has purchased 53 passenger jets from International Lease Finance Corporation - a division of US insurer AIG which was bailed out by the government last year after almost collapsing due to the global economic meltdown.

The US\$2 billion deal comprises mostly 737s and A320s, leased to 35 airlines in 27 countries and boosts Macquarie's fleet by 40%.

### Bali dogfight

JETSTAR is offering flights between Perth and Bali for just \$89 one way - a day after AirAsia launched \$99 fares on the route.

DJ said the move would give incoming ceo John Borghetti the opportunity to look at the carrier's fleet strategy, with *Air Transport World* saying it's possible that the airline could instead take a few "early 787s that have become available".

Borghetti is reportedly keen for V Australia to launch a number of new international routes, focusing on Western Australia due to strong demand as a result of the resources boom.

### Fiji Mar arrivals up

AUSSIES are increasing looking to Fiji as favoured overseas holiday destination, with latest Fiji govt figures showing overall arrivals for Mar were up 29.4% on the same month in 2009.

The numbers from Australia were up 64.8%, and New Zealand arrivals were also up 34.6%.

Fiji's Tourism Minister Aiyaz Sayed-Khaiyum suggested that competition on the Australia-Fiji route with V Australia and low cost carrier Jetstar had fueled the growth pattern, but that budget air travellers were not necessarily tight when it came to spending their money on the ground.

"When people travel now, they do not look at airline experience but instead look for destination experience," he said.



## Window Seat

NOW this is what we call catching a flight.

A daredevil skydiver has jumped between the wings of two gliders as they soar at 160km/h high above the ground.

A video is now online showing Paul Steiner climbing out of the cockpit of one of the aircraft, crawling along the wing, and then swinging around and stepping onto the wing of a second glider flying below.

He then reaches between the gliders, forming a "human link" between the aircraft, before jumping off and parachuting safely to earth.

The Red Bull-sponsored stunt can be seen by clicking below.

[View in-flight stunt](#)

US hotel chain Kimpton Hotels is allowing guests to enjoy the delightful luxury of a Sunday sleep-in.

People staying on a Saturday night at the almost 50 boutique properties in the Kimpton portfolio can check out as late as 2pm (depending on availability) with chief operating officer Niki Leondakis saying: "We want to set the scene for the restful slumber all travellers deserve."

THEY may have lost several billion dollars, but at least they arrived on time.

Bankrupt Japan Airlines yesterday celebrated being named the "Most Punctual Global Airline" for 2009 in a survey conducted by aviation data firm Conductive Technology.

The company found that 90.95% of JAL's 216,478 flights last year had on-time arrivals, giving the Japanese flag carrier the best on-time performance of 46 major global carriers.

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---	---

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**Travel Daily AU**  
 First with the news

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## Beachcomber celebrates 15



BRISBANE-BASED Beachcomber Tours (BT) is this week marking its 15th year of selling Mauritian holidays in the Australian market, hosting a series of small group dinners across the country to thank agents for their support.

BT has eight properties located in Mauritius, three of which are 4-star and the others 5-star, along with one in the Seychelles and one new project to launch next year in Marrakech, Morocco.

MD Rod Eather told *TD* last night at the Sydney event that BT has a

some great deals on offer for consumers and trade tied into the celebration, incl a selection of \$15 deals (*TD* 11 Mar) and 15% off agent rates at select hotels.

Pictured above *from left* is Rod Eather, with the ladies from Flight Centre's First and Business Class and Honeymoon Specialists - Maree Turner, Elena Paterson, Kiriana Milne, Emily Harris, and Darren Partridge, sales & marketing manager, Beachcomber Tours and Henri Maurel, sales & marketing mgr Beachcomber Hotels.

## New NZ bag policy

AIR New Zealand has announced that from 26 May it will move from a weight-based to a piece-based baggage policy, expanding the system from a successful domestic implementation.

The carrier said the change would be simpler for travellers, restricting economy passengers to a single bag weighing up to 23kg, while premium economy pax can take two pieces and those in Business Premier can take three.

However the new guidelines also significantly reduce excess baggage fees, with pax able to take an extra bag on trans-Tasman flights for \$50, or two extra bags for \$200.

Long haul international flights will cost \$75 for a second bag, or \$325 for two extra bags.

## Bali resort opens

THE new Pan Pacific Nirwana Bali Resort has opened its doors in Tabanan, Bali this month with the property offering 278 rooms including luxury suites and villas.

The property also has an 18-hole Greg Norman-designed golf course, and will undergo a series of enhancements over the next 12-18 months including the featuring of Pan Pacific's signature Pacific Club lounge.

Pan Pacific ceo Patrick Imbardelli said the hotel would be a "brand-defining resort for the Pan Pacific Brand as we seek to expand the resorts segment in our portfolio".

The group also operates the ski resorts of Pan Pacific Whistler Village Centre and Pan Pacific Whistler Mountainside in Canada.



### PASSENGER SALES AGENT

World Aviation Systems, the leading specialist airline General Sales Agent in Australia is seeking an experienced passenger sales agent for our Perth office.

The following skills and attributes are essential:

- Multi GDS experience.
- International fares and ticketing experience
- Excellent phone manner
- Commitment to customer service excellence
- Ability to problem solve & work under pressure
- Excellent verbal and written communication skills

Interested applicants should forward their resume, with a cover letter, by 20 April 2010 to :

[leigh.cathcart@worldaviation.com.au](mailto:leigh.cathcart@worldaviation.com.au)

Only successful applicants will be contacted.

Chief Minister's Department  
 Australian Capital Tourism  
 Events

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Senior Officer Grade C

Salary Range: \$81,772-\$88,168 (PN: 56008)

Australian Capital Tourism is seeking a candidate to undertake specific event related projects. This role will be responsible for the project management and delivery of several key activities including Floriade NightFest and the Autumn 2011 event development. The successful candidate will have extensive experience and track record in event project management, development and implementation.

Eligibility/Other Requirements: Tertiary qualifications in a related discipline and the ability to work flexible hours in the lead up and during events and undertake site management duties as required.

Note: This position is temporary asap to 30 April 2011.

Contact Officer: Simonne Shepherd (02) 6205 0012  
[simonne.shepherd@act.gov.au](mailto:simonne.shepherd@act.gov.au)

Applications Close: 29 April 2010

Selection documentation and mandatory application cover sheet may be downloaded from

<http://www.jobs.act.gov.au/>

Applications can be sent via email to: [jobs@act.gov.au](mailto:jobs@act.gov.au)

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## Getaway tonight

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

- Sigatoka River Cruise, Fiji
- Dungog Film Festival, NSW
- Tinbilly Backpackers, Brisbane
- Los Angeles, USA
- Hideaway Island, Vanuatu
- Bruny Island, Tasmania

There's also a story on Reunion in the Indian Ocean, showcasing the destination and promoting a special \$926 all inclusive airfare with Air Austral, on sale to 19 Apr.

## SilkAir/SIA c'share

SINGAPORE Airlines has added SilkAir's airline code of 'MI' to its services operating between Singapore- Bangalore and Chennai.

## AAT Tassie 2010/11

AAT Kings has today launched its 2010/11 Tasmania brochure that features a group of tours ranging in length from three to 12 days.

Newly introduced itineraries include a three-day King Island tour and three-day Flinders Island trip which start and end in Hobart.

See [www.aatkings.com.au](http://www.aatkings.com.au).

## EY numbers rise

ETIHAD Airways' revenue per passenger kilometre, passenger loads and seat factors have all risen in the first quarter of 2010, compared to the same time last year.

RPKs were up 22%, passenger numbers grew 11% and seat factors rose 2% to 75%.

CEO James Hogan said Asia-Pacific and Australian routes were faring quite well, with seat factors sitting around 80% in EY's Economy cabin.

## Adding some Club Med colour



ABOVE: This group of lucky agents recently visited Club Med Bali and Club Med Bintan Island, courtesy of Club Med and Singapore Airlines.

The active group enjoyed fitness classes, windsurfing, sailing and golfing lessons - as well as making the most of the all-inclusive dining, open bar and snacking available at the resorts.

Pictured at Bintan Island from left are Rose Taylor-Payne, Singapore Airlines; Teresa Araullo Reyes, TravelManagers; Lauryn Belleli, Sabra Travel; Pauline

Elias, Harvey World Travel North Ryde; Adam Ferraro, Club Med; Liza Rarm, American Express Platinum; Renee Sorras, Majestic Travel; Anna Nentcheva, Travelbookers; and Terry Wengdal, Jetset Rose Bay.

## Shoalhaven venue

THE Shoalhaven City Council in Nowra on the NSW south coast has given development consent for a project involving the construction of a proposed multi-purpose convention centre, including a 933 seat auditorium.



## Administration Manager

SkiJapan Travel is Australia's largest Japan Snow Holiday Specialist based in Brookvale on Sydney's Northern Beaches. We are seeking an experienced and motivated Administration Manager to join our team.

### Your duties & responsibilities will include:

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- Accounts Receivable
- Book Keeping
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- Payroll Tax
- Annual/Personal Leave Schedules
- Cash Flow Preparation & Budgeting
- Financial Reporting
- BAS Returns & Preparation of Documents for Lodgement
- General Office Duties & Assistance to GM as required

The position is very involved covering all aspects of administration, accounts and office management for the company.

The successful candidate will have a strong financial background and extensive experience and understanding of accounting principles and financial concepts along with previous experience in the travel industry.

A competitive salary package will be negotiated dependent on experience.

If you enjoy a challenge and believe you have got what it takes please send your application and resume to: [work@skijapan.com](mailto:work@skijapan.com)

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## Assistant Accountant

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Our continued growth means that we need to expand our Finance team and we're looking for a brilliant individual to join us.

We are seeking a proactive, self-motivated professional with strong commercial, analytical and financial skills. Travel Industry experience preferred with Tramad, MYOB and Excel experience an advantage. Your main responsibilities are to assist with the daily accounting processes for our Events business, AbsoluteEdge, and our Promotions business, Granted Worldwide. In this position you will be reporting to Melinda Brine, Finance Manager.

If you've got what it takes to be part of our team, and if you would like to have a voice in the way that your company is managed then please submit your application and covering letter in writing to Melinda Brine, Finance Manager at [careers@traveledge.com.au](mailto:careers@traveledge.com.au). Applications close on 23rd April, 2010.

[www.traveledge.com.au](http://www.traveledge.com.au)





## She doesn't look spoilt

**RIGHT:** Renee Clarke from Escape Travel Kotara will be spending up big after winning \$15,000 in cash in the Hamilton Island exclusive Flight Centre 'Spoilt Bratz' promotion.

The campaign has been running for six years, with travel consultants going into the running to win the major prize as well as daily prizes of 40,000 Preferred Rewards points with each Hamilton Island room night booked through participating wholesalers AOT and Infinity.

Renee is pictured with Angela Lockyer, National Sales Executive for Hamilton Island (left).

She's planning to spend her prize on travel - taking her family on holiday back to her husband's home country of Canada.



## Tiger launches sale

**TIGER Airways** is offering fares to Queensland from just \$19 one way including taxes as part of a sale launching today.

The 'Avoid the Chill and Fly For Next to Nil' bargains are for travel 20 Apr-30 Oct, and on sale until midnight next Wed 21 Apr.

Melbourne-Gold Coast fares start at \$48, while Melbourne-Darwin which debuts 18 Jun leads in at \$118 one way.

## SALES & MARKETING

## Business Development Executive

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They require an experienced and highly motivated individual to join their Business Development team in SA. You will possess an enthusiastic can-do attitude with proven customer service and sales skills.

You will be responsible for generating business within the MICE and Corporate markets. Your responsibilities will include assisting in the creation and implementation of sales strategies, following up on all leads, attending appropriate industry functions and generating reports on activity. You will also co-ordinate, host and attend familiarisations and site inspections to ensure all opportunities are maximised in these market segments. You will be a Business Development Executive within the MICE and Corporate arena, or you will be a high performing Sales Co-ordinator within this field looking to step-up.

Like to know more?

To submit your application, in strict confidence, please apply online using the appropriate link below. Alternatively, for a confidential discussion, please contact **Kay Backhouse** in our **Adelaide** office on **(08) 8223 8800**, quoting **Ref. No. 5B/11622**.

Your interest will be treated in the strictest of confidence.

[APPLY ONLINE](#)

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## New Fraser rules

**QUEENSLAND** authorities have announced the introduction of new road rules for Fraser Island.

Effective from this month, all hire 4WD vehicles must not carry more than eight occupants including the driver, and luggage must be safely secured inside the vehicle - not on the roof.

Heavy loads on the roof can affect vehicle stability and increase the chance of the car rolling, particularly on sand, the Qld transport department said.

And from 31 Dec the rules will be further tightened to ban side-facing seats in hire 4WDs used on Fraser Island.

All 4WDs must have a maximum total of eight either forward facing or rear-facing seats, and be fitted with seatbelts.

Private vehicles are exempt from the new requirements, but 4WD hire operators have been ordered to modify or replace non-complying vehicles.

Drivers breaking the rules risk a \$300 fine and the loss of 3 demerit points from their licence.

The speed limits have also been reduced on the island to 80km/h on beaches and 30km/h in townships and on inland tracks.

"Beach driving is dangerous and requires a high level of concentration," the department said, adding that the new laws "should help make it safer for tourists to visit Fraser Island".

## FR toilet blockage

**BOEING** is reportedly reluctant to accede to a request from Irish low-cost carrier Ryanair to install pay toilets on its aircraft.

Ryanair ceo Michael O'Leary floated the plan last year, saying that removing two of the three toilets on board and making people pay to use the remaining one could add six extra seats as well as encourage passengers to use airport toilets instead.

**Travel Daily**  
First with the news

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E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## BAG YOURSELF A HOLIDAY IN HAWAII!



To celebrate the generous two piece luggage allowance, **Hawaiian Airlines, Miramar Waikiki** and **Dakine Luggage** are giving you the chance to bag yourself a 7-day holiday in Hawaii, which includes two return Economy Class airfares from Sydney to Honolulu and a six night stay at the Miramar Waikiki Hotel in an Ocean View Room.

Congratulations to our third finalist - **Cassandra Lynch** from **AJ Travel**, who will receive her own two pieces of Dakine luggage and is now in the running for the major Hawaiian holiday prize.

There's only one question left to become the lucky fourth finalist, this is your last chance to be in the running!

Today it is just that easy to win:

**Unscramble the word jumble:**

**SINAHIANIWARLAIE**

**Hint!** What's the best way to get to Hawaii?

The first correct entry will win **two pieces of Dakine luggage**.

[CLICK HERE FOR TERMS & CONDITIONS](#)

Email your answers to:  
[hawaiicomp@traveldaily.com.au](mailto:hawaiicomp@traveldaily.com.au)



Hawaiian Airlines has been nominated by AFTA for Best Airline International -Online. Please vote online [www.afta.com.au/NTIANominationsVoting](http://www.afta.com.au/NTIANominationsVoting)

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## 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).

**Hilton Adelaide** has welcomed its new general manager, **Michael Schmitt**. He's been with Hilton for 11 years and moves to South Australia from the Hilton Shanghai where he was Director of Business Development.

**Ciaran Kelly** has been named as the new UK general manager for Flight Centre's FCM Travel Solutions. He moves from his previous role as business director for FCM in the EMEA region.

**Moneydirect** has appointed **Hans Olav Hagen** as its new ceo, replacing James Filsinger who has left the company after leading the Amadeus/Sabre joint venture since its launch in 2007.

**Anantara Hotels, Resorts and Spas** is pleased to announce the appointment of **Dietmar Koegerl** as General Manager of **Anantara Kihavah Villas Maldives**. He moves from his position as General Manager of the Sheraton Pattaya Resort, Thailand.

**Jessica Marbeck** has been appointed the new Business Development Manager at **Q Station**, in Sydney. She moved from NZ to take up the position after being employed with Heritage Hotel Management and Mitchell Corp for the last few years.

**James Bennett** has been appointed as the Chief Executive Officer of **Abu Dhabi Airports Company**. He brings a broad range of aviation business experience to his new role.

**Laura Unwin** has been appointed Food and Beverage Manager of **Rydges Tradewinds Cairns**. She has been with the hotel since 2008 working as Assistant Manager, Night Manager in reception, reservations and concierge.

**The Leading Hotels of the World** has announced the appointment of **Deniz Omurgonulsen** to the newly created position of Vice President of Membership, based in New York. He will be responsible for overall membership, including managing development of the worldwide portfolio, the company's quality initiative, and business performance of the 450 member hotels.

**Scott O'Neile** has taken up a new role as Executive Assistant Manager at the **Byron at Byron Resort and Spa**, moving on after two years with the Mantra Group at **SALT**. He's being replaced there by **David Schlottman**.

**The US Travel Association** has named **Choice Hotels International Inc** ceo **Stephen Joyce** as its national chairman, replacing **Caroline Beteta**, ceo of the California Travel and Tourism Commission who has been the USTA chair for the last two years.

**Carnival Corporation** chief operating officer **Howard Frank** has been named as the chairman of peak US cruise body, the **Cruise Lines International Association**. He replaces **Crystal Cruises** president **Greg Michel**.

### Dead heart alive

**TRAVEL Experiences & Magic (TEaM)** is offering a commissionable tour to explore the amazing regeneration of Australia's inland following the recent North Queensland flooding in Feb, with waters filling Lake Eyre for the first time in almost forty years.

The 3-day trip, priced at \$1799, departs every capital city on Mon, Tue, Wed, Fri and Sun and travels to Coober Pedy via Adelaide.

On day 2 travellers take a spectacular Wrightsair flight over the lake, and return home via ADL on day 3 - for more info call 1300 669 489 or [info@theteam.travel](mailto:info@theteam.travel).

### Ice Creamy Qantas

**QANTAS** has started serving US-made "super premium" Reed's Original Ginger Ice Cream on its domestic and international flights.

The Los Angeles-based manufacturer said the Qantas move "is a testament to both the excellence of their in-flight service and the quality of our products".

Reeds products are sold in more than 10,000 supermarkets across the USA, including six non-alcoholic Ginger Brew, Virgil's Root Beer and natural cola soft drink, the China Cola product line.

### AA check-in move

**AMERICAN Airlines** has expanded its systems to allow online flight check-in capability for passengers travelling internationally.

The system allows customers travelling both US domestically and now internationally to check in and print or email their boarding pass from anywhere in the world.

Online check-in is available two to 24 hours before international flights, and one to 24 hours before domestic flights, with customers able to use either their login in the AAdvantage loyalty scheme or their full name plus six character PNR.

### EK Beirut bargain

**EMIRATES** has released new special fares to Beirut and Damascus leading in at \$1764.

They're on sale from now until 06 May and are valid from Sydney on EK415 only, for travel dates 05-31 May with a minimum five day stay and children aged 2-11 charged 75% of the adult fare.

More info [ekagents.com/au](http://ekagents.com/au).

### AirAsia flat fare

**AIRASIA X** is offering return fares for flights between Melbourne and Kuala Lumpur on its new flat bed product (**TD 06 Apr**) for less than \$1500.

A story in *The Age* this week pointed out that this compares with prices for a business class seat on Malaysia Airlines on the same route of more than \$4000.

### Six Senses show

**SIX Senses Resorts and Spas** will this month launch an invitation-only Australian roadshow for travel agents.

The events will be held on 27 Apr in Sydney, 29 Apr in Melbourne and 03 May in Perth - details [kristen@sixsenses.com](mailto:kristen@sixsenses.com).

### Travelpoint is off and racing

**TRAVELPOINT** Holidays has today for the first time ever launched Melbourne Cup Carnival Holiday packages.

There are five different accommodation and hospitality options across Derby Day, Melbourne Cup Day, Oaks Day and Stakes Day.

Deals include the Riverside Enclosure Package with two night's Crown accom, transfers, admission to the Riverside Enclosure and a gourmet hamper on race day from \$913pp.

More info 1800 872 835.

## new opportunity!

Cover-More is Australia's largest Travel Insurance provider, providing assistance to Australian travellers all over the world. We are a global organisation that recognises individual and team efforts and believes in our products and our people.

We are looking for a highly motivated Business Development Manager to join the VIC/TAS team.

The successful candidate will possess:

- A proven track record in a sales environment, preferably in the travel industry
- Motivation to achieve both individual and team sales targets and objectives
- Effective negotiation skills
- Strong communication skills
- A passion to build relationships within the industry
- A positive, fun attitude

A competitive salary package, including a fully maintained company vehicle and generous bonus scheme will be offered to the successful candidate.

If you want to be part of a progressive organisation, please email your expression of interest to:

email: [felicity@covermore.com.au](mailto:felicity@covermore.com.au)

**Cover-More® Travel Insurance**



## Cheque out these winners!



LIZ Bentley of Travelscene Sorrento Beach in Victoria (above) and Nathan Hughes of Travel Action Bendigo (right) were the week 2 and week 3 winners of Qantas Holidays and Viva! Holidays' Trip loyalty scheme March Madness competition.

Both won 250,000 Trip bonus points - and these huge novelty cheques - with Bentley being a particularly lucky winner having only registered with the scheme two days before making the winning booking.

Hughes said he plans to redeem his bonus points for Qantas Holidays gift vouchers for a family weekend in Sydney.

Consultants can register for trip at [www.accumulate.com.au/trip](http://www.accumulate.com.au/trip).



## Citadines in Japan

ASCOTT has opened its second Citadines apartment property in Japan, with the 08 Mar debut of the new Citadines Kyoto Karasuma-Gojo - about a year after the first property, Citadines Tokyo Shinjuku opened.

## Coaching offer

TA FASTRACK is offering a free business coaching session, valued at \$395, to all travel agency business owners.

The offer is valid until the end of April - [www.tafastrack.com](http://www.tafastrack.com).

**Travel Daily AU**  
First with the news  
Thu 15 Apr 10 Page 7  
EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## WIN THE ULTIMATE SYDNEY WEEKEND



Fraser Suites Sydney is an award-winning all-suite luxury hotel located in Sydney's CBD, next to Darling Harbour - **Sydney's best kept secret!**

The sleek 42 level tower offers 201 luxurious studio, one and two bedroom deluxe suites & two spectacular duplex penthouse apartments.

Design elements throughout are infused with warmth and modern furnishings evoke a sense of Manhattan style.

Throughout the month of April, **Travel Daily** readers will have the chance to win The "Ultimate Sydney Weekend" at Fraser Suites Sydney, where you'll be able to live like a star for a weekend in an ultra luxurious two bedroom duplex penthouse.

This incredible prize for two people valued at over \$4000, courtesy of **Fraser Suites Sydney** includes:

- Two night's accommodation in a two duplex bedroom penthouse
- Breakfast daily for two people
- Complimentary Car Parking
- A bottle of Bollinger Champagne
- Handmade Belgian Chocolates
- SkyWalk pass for two people
- Late checkout to midday

See Fraser Suites Sydney at: [www.frasersuitessydney.com](http://www.frasersuitessydney.com)



To enter, please send in your best Sydney Secret.

This can be anything from a local restaurant, walk, art exhibition or place to grab the best coffee!  
Extra points for creativity will be awarded.

Dayl Workman of Fare Solutions has sent us the following entry:

"At Newington there's an Armory, interesting and full of history. On the wharf there's a cafe there, with great coffee and fine fair. A place to fire up the grill, chat with friends or eat your fill. On your bike and cycle round, so many treasures to be found. Exhibitions or Archery, a Segway tour for you and me. Mangroves hug the river's edge, and to this place birds do fledge. So grab your map, into the car, from the centre of town it is not far. Pack up the kids there's plenty to do, with heaps of parking too!"

Email your responses to: [secretcomp@traveldaily.com.au](mailto:secretcomp@traveldaily.com.au)

**CLICK HERE FOR TERMS & CONDITIONS**

## BA flags Africa push

THE merger between British Airways and Spanish flag carrier Iberia will give increased access to Africa from Europe and Latin America, according to BA ceo Willie Walsh.

Speaking in Nairobi overnight he said that new 787s set for 2012 delivery are earmarked for more African services, including Kenya.

Walsh said the Dreamliners were seen as "an excellent aircraft to serve the African market and to allow us to expand frequencies and look at new destinations in Africa".

## Rail incentive

INTERNATIONAL Rail is offering travellers making rail bookings exceeding \$600 bonus Lonely Planet Encounter Guides.

The incentives apply to the company's full range of rail product including destinations in Japan, the UK, Europe, US, Canada, Australia and NZ.

The Lonely Planet Encounter Guide is available for Amsterdam, Barcelona, London, Rome, Venice, Prague, Madrid, Berlin, Tokyo, Los Angeles, Las Vegas and New York.

More info 1300 387 245.



## Operations Supervisor Sydney

Ensure the efficient day-to-day running of AAT Kings Australian touring program.

Responsibilities:

- Oversee day to day operation
- Assist in the development of new product
- Oversee allocation of touring to tour directors
- Manage Quality Control and client feedback
- Assist in recruitment and training of new staff
- Manage budgets for on tour costs
- Oversee Famils

Applicants must have experience with coach operations & supervising staff. Experience with Australia & NZ product is preferable but not essential. Excellent written & verbal communication skills are essential along with the ability to motivate a team and work under pressure.

For more information and to apply, log onto our recruitment website: <http://recruitment.travelcorporation.com.au>



<http://recruitment.travelcorporation.com.au>



# TMS Will Put You Ahead Of The Rest!

Top Jobs To Achieve Career Success



## Thank You

for nominating our team in the 2010 NTIA awards

We need your continue support to help us reach the finals!

**VOTE FOR US TODAY | WWW.AFTA.COM.AU**

Voting opens now till 30 April, so don't delay!



## Executive Jobs - April 2010

### HR Manager, SYD

- **Leading Global Travel Company**
- **Salary to \$85K + bonus**
- **Sydney CBD**

Our client, a leading Global Travel provider is currently seeking a HR Manager to manage their HR functions across the Pacific. The main purpose of the role is to provide timely, effective and business aligned generalise HR consultancy for the team within the region, focusing on employee relations, recruitment, compensation and benefits, organisation development and training. You must keep abreast of legislative changes, deal well under pressure, performance manage staff, keep up to date on HR issues and much more.

Contact Sally Matheson or Sally Frape T: 02 9231 6444 E: [sallym@tmsap.com](mailto:sallym@tmsap.com) or [apply online now!](#)

### Business Development Manager, SYD

- **Eastern Suburbs travel office**
- **Looking for a hunter**
- **Salary neg. depending on experience**

You will be responsible for capturing new business and assisting in identifying new revenue opportunities. This position plays a key role in achieving annual revenue targets by generating sales leads, presenting to prospects, developing proposals and closing deals. This is a fantastic role for an experienced sales executive who is looking at joining a reputable Travel company. Excellent career opportunities along with a great remuneration package.

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

### Team Leader, SYD

- **Global Wholesaler**
- **Manage team of 7 Consultants and Coordinators**
- **Salary package \$65K +**

Our client, a leading Global Wholesaler is looking for a Team Leader to manage their Administration & Back Office area. The department is responsible for Client Documentation, Client Customer Relations and Accounts Receivable and Payable. To manage this team, you will need strong people management skills and experience, understanding of accounts receivable & payable (but you don't have to be from a finance background), strong customer service skills and experienced with an understanding of product, bulk data etc. This role will suit a manager who is looking for a role with variety. You must be able to multi-task and encourage your teams to do so as well.

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

### National Sales Executive, SYD or MEL

- **Leading Global Wholesaler specialising in Asia**
- **Salary \$60K +**
- **On the road and WORK FROM HOME**

Our client, a global wholesaler is looking for a National Sales Representative formally known as Director of Sales and Business Development. You will be proactively identifying and generating new sales as well as growing existing business in the Australian marketplace. Key responsibilities on the road developing relationships and business, develop and maintain in depth market profiles identifying opportunities, maximizing sales and business development opportunities targeting prospects and existing customers. This is a great role for someone to work from home, and be on the road. All travel expenses are paid for. If you have on the road sales experience in the travel industry and have a passion for Asia, call us now.

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

### Sales Manager New Zealand

- **Based in Auckland CBD**
- **On the road promoting youth hostels across New Zealand**
- **OTE approx. \$100K**

Our client, a leading backpacker operator is currently seeking a Sales Manager to be responsible for increasing business into their 8 hostel / bars across New Zealand. This is a new position reporting directly to the CEO who is based in Sydney. It is therefore an autonomous role. Main aim of the role is to fill the beds and bars across New Zealand to maximize revenue.

Contact Sally Matheson or Sally Frape T: 02 9231 6444 E: [sallym@tmsap.com](mailto:sallym@tmsap.com) or [apply online now!](#)

### Business Development Executive, Melbourne

- **Salary \$65K to \$75K + super + bonus (OTE \$120K +)**
- **On the road visiting travel agents**
- **Global travel supplier**

You will be responsible for capturing new business and assisting in identifying new revenue opportunities. This position plays a key role in achieving annual revenue targets by generating sales leads, presenting to prospects, developing proposals and closing deals. This is a fantastic role for an experienced sales executive who is looking at joining a reputable Global Travel product. This person needs to have a high degree of commercial acumen and highly developed, proven business development skills.

Contact Sally Matheson T: 02 9231 6444 E: [sallym@tmsap.com](mailto:sallym@tmsap.com) or [apply online now!](#)

### Sales Manager - CANBERRA

- **Corporate Business Development Role**
- **Global Travel Management Company**
- **Competitive Salary Package**

Our client, a Global Travel Management Company is expanding across the nation, and they are subsequently seeking to recruit an experienced Sales Manager to join their team in Canberra. The Sales Manager will focus on generating new opportunities for corporate travel offerings focusing on the mid market. They will be responsible for identifying opportunities and working with the client throughout the full sales/implementation cycle as appropriate. This is an ideal opportunity for a driven, sales focused individual to work within the dynamic and integrated culture of this leader in Corporate Travel, where you will have access to a broad support structure and subject matter experts who will enable your success.

Contact Sally Matheson or Sally Frape T: 02 9231 6444 E: [sallym@tmsap.com](mailto:sallym@tmsap.com) or [apply online now!](#)

### Operations Manager, SYD

- **Leading Corporate Travel Management**
- **Manage day to day office operations**
- **Team 50+ staff**

Our client, a leader in Corporate Travel is seeking an experienced Corporate Travel Operations Manager to manage the day to day operations fulfilling the customer service end of the business. They are looking for an energetic manager who can get involved in day to day management of approx. 50 consultants. You must have drive and ambition, you will sit on the management team, and be involved with the organisation at a strategic level. If you have at least 5 years people management / operations experience in a travel environment then this role is not to be missed.

Contact Sally Matheson or Sally Frape T: 02 9231 6444 E: [sallym@tmsap.com](mailto:sallym@tmsap.com) or [apply online now!](#)

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

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

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

### **CALLING ALL SPORTS NUTS**

**GROUPS CORPORATE CONSULTANT – 6 MONTH CONTRACT  
SYDNEY (EAST) - SALARY PACKAGE \$60K**

Looking for something a little different in your day to day consulting? Our client, an up-market boutique agency in Sydney requires a strong corporate consultant with previous groups experience to join their team on a 6 month contract that could lead to permanent employment for the right person. Work on a high profile sporting account and live your passion in the work place. Apply today as interviews are this week.

### **CORPORATE CONSULTANTS X 4**

**MULTI SKILLED CORPORATE CONSULTANTS**

**SYDNEY (CBD) – SALARY PACKAGES TO \$50-\$60 + SUPER**

Are you sick of being treated like a number? Want to feel like you are a valued member of the team? We have positions available for one of the most sought after Corporate travel companies in Sydney NOW! You will have at least 2 years corporate consulting, have used a CRS system and have exceptional airfare knowledge. If you want to finally be paid what you are worth, then send your resume today!

### **THIS COMPANY DOES NOT RECRUIT OFTEN**

**SENIOR TRAVEL CO-ORDINATOR (GROUPS FOCUS)**

**MELBOURNE (WEST) – SALARY PACKAGE \$55K +**

Our client is looking for a senior travel consultant with an abundance of skills who has the initiative and know how to be able to work self sufficiently on many group bookings. Looking for a new challenge - this role is sure to inspire those senior consultants who have lost their drive. With the opportunity to escort tours down the track you will have an exceptionally high level of fares and destination knowledge.

### **BITE INTO THESE TASTY TREATS!**

**CORPORATE TRAVEL CONSULTANTS x 3**

**PERTH (INNER) – SALARY PKG TO \$55k + DEP ON EXP**

Looking to join an organisation that has your interests at the top of their list? Look no further! This fabulous national travel management company is ready to recruit for 2 x domestic and 1 x international consultant. Working in a great team dynamic you will love this company and being part of a successful well known organisation which can show you the path to success. Don't wait, interviews taking place now.

### **NEWS FLASH – TOP COMPANY HIRING TODAY**

**DOMESTIC CORPORATE CONSULTANT**

**MELBOURNE – SALARY PKG TO \$48K (Dep on Exp)**

You could be working in an office which has elite clientele and views of Albert Park Lake! As a highly efficient domestic corporate travel consultant your skills will come from working in a boutique organisation and being able to handle a variety of accounts. You will have the confidence to deal with VIP level clients along with possessing native CRS skills. Be part of a company who has set themselves apart from the rest!

### **TICK ALL THE BOXES**

**RETAIL TRAVEL CONSULTANT**

**MELBOURNE (STH EAST) – SALARY PKG TO \$49K + Comm**

With a friendly team, supportive management, a strong repeat/referral client base and excellent salary package; this leading retail agency in Melbourne's south east certainly ticks all the boxes! If you are an experienced retail travel consultant with Galileo skills you are set to benefit from all of this and more! Saturday work required on a rotational basis. Do your travel career a favour – join this first class travel agency today!

### **LOVE THE BEACH LIFESTYLE!**

**DOMESTIC CONSULTANT**

**GOLD COAST – SALARY PACKAGE \$50K**

Work close to home and enjoy that beach lifestyle you love. Enjoy a great team environment in this stylish, boutique Gold Coast agency. Fantastic location, close to shops and restaurants you will enjoy all the benefits are being part of this successful, award winning agency. If you have exceptional customer service, great domestic knowledge and a passion for the excitement that business travel offers, this is for you! Minimum twelve months experience in a similar role is all that's required! Call NOW!

### **LUXURY ALL THE WAY**

**EUROPEAN SPECIALIST PART TIME**

**BRISBANE AFFLUENT SUBURB - SALARY PACKAGE TO \$45K**

Prefer the finer things in life? Looking for a work environment where the consultants work together as a team to service their clients? This is a great position with one of Brisbane's leading boutique agencies. Use your expert knowledge to book luxury holidays for the discerning traveler. You must have minimum 5 years selling comprehensive international travel. Part-time will be considered for the right consultant. This is a rare opportunity!

# Have your say & vote for Qantas Holidays

**Best Wholesaler  
Australian Product**

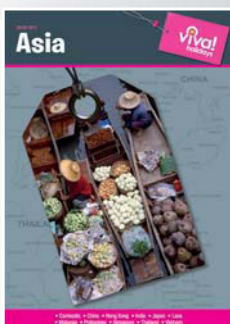
**Best Wholesaler  
International Product**

**Best Sales Executive  
Industry Supplier**  
Kim Knight and Saskia Van Dongen

**Vote online**  
**[www.afta.com.au](http://www.afta.com.au)**

## Reasons to vote for Qantas Holidays

- ✓ Expansion of Viva! Holidays product
- ✓ Trip
- ✓ Global Achievers Club
- ✓ Premium Agency Program
- ✓ Expanded Brochure Range
- ✓ Expanded Product Range including destinations
- ✓ Flexible Price Matching Policy
- ✓ Group Specialist department
- ✓ Adventure Specialist department
- ✓ Third annual survey of our travel agent customers showed satisfaction with Qantas Holidays brands increasing for the third consecutive year



**Make your vote count at this years 2010 AFTA National Travel Industry Awards for Excellence. [www.afta.com.au](http://www.afta.com.au)**



**Holidays**





# Serving Travel Agents Since 1973



1973

Did you know that Creative Holidays started in 1973 as a wholesaler specialising in 'stopovers'.



1980

During the 1980's, Creative Holidays was an industry leader and considered the experts on travel to the USA.

1991

Qantas became a major shareholder in Creative Holidays in 1987, and in 1991 Creative was welcomed into the Travel Corporation fold.



2005

In 2005, Creative Holidays won it's first International Wholesaler of the Year award and became a Hall of Fame member in 2007.



WINNER 2005, 2006, 2007, 2008 & 2009  
NATIONAL TRAVEL INDUSTRY AWARDS FOR EXCELLENCE  
BEST WHOLESALER - INTERNATIONAL

HALL OF FAME 2007  
NATIONAL TRAVEL INDUSTRY AWARDS FOR EXCELLENCE

TODAY

Creative Holidays is the largest independent wholesaler in Australia and continues it's unwavering commitment to travel agents.



Vote  
for Creative in  
the 2010  
NTIA awards

