

inPlace
RECRUITMENT

Call 1300 inPlace
Or Sydney (02) 9278 5100

Loyalty & Retention Executive

- ▶ Modern Sydney offices. \$50K + super.
- ▶ CRM & Database analysis & reporting.
- ▶ Online marketing & coordination of member campaigns & promotions. ▶ **Apply Today!**

call or email: ben@inplacerecruitment.com.au
www.inplacerecruitment.com.au

Travel Daily AU
First with the news

Thu 04 Feb 10 Page 2

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

الإتجاه ETIHAD
AIRWAYS

Click for Etihad Interactive Tour

Don't Miss The Boat



Get your clients to discover the stunningly beautiful west coast of Canada & Alaska with Cruise West small ship cruises.

Clients can save up to \$180 per person if they book and deposit by 19 Feb 2010. Pay in full by the same date and save an additional \$180 per person!

Value Add-On: Onboard credit of US\$100pp for 7 nights or longer and US\$50pp for 4 night cruises.

For details contact
Natural Focus Safaris on
1300 363 302 or
email info@awsnfs.com
www.nfs.travel

CruiseWest
NATURAL FOCUS SAFARIS

LC NO. 30248

Tiger to expand fleet 74%

TIGER Airways has advanced the delivery of four more aircraft following "strong operating numbers in the last quarter."

The deal was sealed at the Singapore Air Show, with the four extra planes in addition to the five aircraft which are already the subject of accelerated delivery schedules (TD 13 Jan).

Tiger currently has 18 planes across Australia and Singapore, with another to arrive this month, and the fleet will grow to 33

aircraft by Mar 2012 with a total of 15 deliveries.

CEO Tony Davis said the move would help the carrier "take on the growth opportunities awaiting us in Asia and Australasia."

MEANWHILE it's understood that Tiger is set to announce new flights to Melbourne Avalon airport later this month.

The *Herald Sun* speculates that the deal would see Tiger significantly cut costs by progressively moving all of its Victorian operations and flights to Avalon over the course of 2010.

DJ Mardi-Gras flight

VIRGIN Blue is dedicating flight number DJ857 on 25 Feb between MEL-SYD as a Mardi-Gras themed flight for The Sydney Gay and Lesbian Mardi Gras on Sat 27 Feb.

The flight will feature DJ's own drag queen, Ms Marion De-Pilot and entertainment by the crew from 'Leave it to Diva'.

Virgin Blue ce Brett Godfrey said "we thought it was a great opportunity to quiff our beehives, break out the sequins and kick off the party early by getting into the spirit of Mardi Gras 'Priscilla' style on the journey there."

Tickets for the 'Up, Up and a Gay' service are priced from \$199.

DJ has also announced it will have its own float in the main parade down Sydney's Oxford St.

JAL aims to up fares

JAPAN Airlines has requested a revision of IATA int'l PEX airfares between Tokyo-Sydney, seeking to increase levels by around 7%.

JAL also wants to discontinue PEX fares between Tokyo-London.

Gap Goose tours

GAP Adventures has forged a pact with clothing manufacturer Canada Goose to create a range of adventure tours to the Arctic and Antarctic regions.

The Canada Goose Adventure Tours travel to Canada, Norway, Sweden and Argentina at the moment, and participants are able to take home their very own Canada Goose jacket.

"This cutting edge partnership offers...the chance to step into the cold and experience the best in sustainable, authentic tourism in ways they could only have once imagined," said Gap Adventures' boss Bruce Poon Tip.

Yoga, Pepper & Salt

PEPPERS Salt Resort & Spa is holding a yoga weekend hosted by YOGA TV's Kris McIntyre, priced from \$474ppts between 12-14 Mar.

Accom, six yoga classes, a Golden Door Spa treatment, meals and more are included - for more details phone (02) 6670 5027.

Window Seat

THIS is one of the reasons that you're not allowed to smoke on board a plane.

An Indonesian man has sworn to kick the habit, after he lost six teeth when a cigarette exploded in his mouth.

33-year-old Andi Susanto said that he didn't notice anything unusual about the cigarette before he lit up, and although still a mystery the manufacturer had offered him an out-of-court settlement of any claims.

"They will pay all the medical expenses," he muttered through his bandaged lips.

IF you decide on a ski holiday in Austria, make sure you keep your credit card handy.

A German tourist who hurt himself skiing near Innsbruck this month has complained about being asked to swipe his card in the ambulance before paramedics would treat him.

"During the ambulance ride, the crew started pushing buttons and then they said 'Sorry, but we have to charge you 230 euros now,'" the holidaymaker said.

"They were very embarrassed."

Health officials in Austria defended the move, saying it was often hard to track down payment from foreign tourists, with most ambulances fitted with a machine to take credit card payments on the spot.

HOW about this for a destination wedding?

A Singaporean couple have celebrated their love of travel by getting married on board the inaugural Jetstar Asia flight from Singapore to Shantou (TD Tue).

Reports don't mention whether they joined the Mile High Club by starting their honeymoon straight away.

A NEW Name in Travel

OMNICHIE
Holidays

Unique Places. Universal Choices.

Omnichie Holidays, formerly known as:

Norfolk & Pacific HOLIDAYS

Click Now for your chance to WIN a Pacific Holiday!

Ph: 1800 111 653 www.omnichieholidays.com res@omnichieholidays.com

CANADA & ALASKA NEW FOR TRAVEL2

2 TRAVEL2 CANADA & ALASKA

BROCHURE OUT NOW
featuring Hotels, Cruising, Sightseeing, Rail, Car Hire, Unique Experiences and coach tours across Canada and Alaska.

TRAVEL2
Book 24/7 via Calypsonet or call 1300 361 221
Brochures available at Tifs

THAI'S NEW YEAR SALE

Until 21 Feb '10

THAILAND from \$669

INDIA from \$959

EUROPE from \$1318

Hurry! Seats are limited.
Taxes to be added to all fares.

www.thaiairways.com.au



Travel Daily AU

First with the news

Thu 04 Feb 10

Page 3

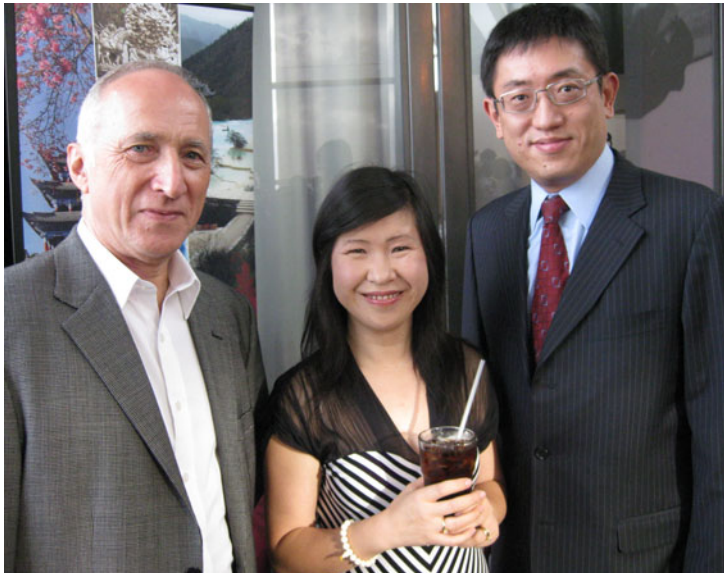
EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

A 5-star transit experience.

Premium Terminal in Doha for First & Business Class passengers

QATAR AIRWAYS
الخطوط القطرية

This is what she looks like!



WENDY Wu has been visiting Australia this week to announce the debut of her new operation in the US, and the picture above is evidence for all those consultants curious about whether she's a real person and what she looks like (*TD* yesterday).

She's pictured above at a function at the Blu Horizon bar in the Shangri-La Hotel on Tue

evening, with Wendy Wu Tours general manager Alan Alcock (left) and Dane Cheng, general manager south west Pacific for Cathay Pacific.

Take a good look, because Wendy will be very busy for the next few months, moving from her current London location to head up the new office in New York herself.

Platinum Travel Corporation is looking for an experienced, motivated, full-time Leisure Consultant to service the needs of our primarily Corporate-Leisure clientele.

Ideally the successful applicant will have a minimum of 3 years experience in leisure travel, excellent customer service and communication skills.

We offer you:

- A modern, vibrant office in Surrey Hills
- Mon-Fri trading only
- A team of friendly and supportive professionals

Please forward your CV to recruitment@ptc.travel



NT Malaysia link

THE Northern Territory govt is hoping to further strengthen its tourism links with Asia in meetings in Malaysia this week.

Tourism minister Malamdirri McCarthy flew to Kuala Lumpur yesterday, with the aim of encouraging Malaysia Airlines to consider re-establishing direct flights with the Territory.

"Singapore and Malaysia are major gateways to Australia and the Territory Government maintains an active investment in these markets," McCarthy said.

"We want to make it easier for international visitors to come here and to do so we need to explore all possible opportunities."

McCarthy will also meet with the Malaysian tourism minister, Dato Seri Dr Ng, to discuss further strengthening tourism links.

More US scanners

AS many as 500 airports across the USA will be fitted with the new full-body imaging machines, according to a budget submission from President Obama.

The budget request includes about US\$215m for counter terrorism programs covering 500 extra machines, doubling the number already set to be deployed during 2010.

Other measures include more US air marshals on international flights, US\$374m for checked baggage explosive screening systems and even US\$71m more for airport dog patrols.

Korean LGW buy

THE National Pension Service of South Korea has announced the purchase of a 12% stake of London Gatwick Airport.

The fund will pay US\$176.3m for the holding, with Gatwick sold last Oct by BAA for US\$2.72b.

Getaway returns

CHANNEL Nine's dedicated travel program *Getaway* returns to TV screens for the 2010 season at 7.30pm tonight - but the stories are all repeats from earlier shows, featuring:

- Mt Pilatus Kulm, Switzerland
- London on a budget
- Singapore, Bangkok, Taipei
- Hollywood, Oktoberfest
- Bali, Tokyo and Mexico City

NEW 2010 SOUTH PACIFIC BROCHURE



Now over 94 pages featuring Fiji, Vanuatu, Cook Islands, Samoa, Tonga, Niue, New Caledonia, Tahiti & Norfolk Island all in one brochure.

Call Tifs to receive all your Adventure World brochures

CONTACT ADVENTURE WORLD:

1300 363 055

info@adventureworld.com.au

www.adventureworld.com.au

Adventure World

Trusted travel with the destination experts

Super value fares, from Melbourne to the world.

Price inclusive of airfare plus all associated taxes/surcharges and correct as at 15th Jan 2010 • Fares valid till 12th Feb 2010 for Economy Class departing from Melbourne • Seats are subject to availability at the time of booking • Maximum stay is 6 months. Amendments and cancellation fees apply • All flight via Doha Date of travel 18th Jan to 24th Feb 2010 and 1st April to 31st May 2010-note: seasonal surcharges apply • For full terms and conditions or for more information contact Qatar Airways Reservations on 1300 340 600 or your local travel agent.

qatarairways.com/au

Economy Class fares starting from

Athens	AUD 1804.71	Munich	AUD 1853.71
Beirut	AUD 1708.81	Paris	AUD 1887.91
Frankfurt	AUD 1865.81	Rome	AUD 1844.51
Istanbul	AUD 1754.41	Vienna	AUD 1857.01
London	AUD 1952.31		
Manchester	AUD 1932.71		
Milan	AUD 1844.51		

QATAR AIRWAYS
الخطوط القطرية

Name the sharks and WIN!



Daydream Island Resort and Spa is celebrating the safe birth of three shark pups in their amazing Living Reef, one of the world's largest man-made living coral reef lagoons.

Mum, Bonnie, a blacktip reef shark, and the three young sharks are doing well, but they each need a name, so Daydream Island has called on *Travel Daily* readers to help!

For your chance to win a three night accommodation prize for a family of four, including buffet breakfast daily,

return transfers from the mainland or Great Barrier Reef Airport on HTI, private fish feeding session in the Living Reef, free Stingray Splash, and a \$50 food and beverage voucher, submit your three names by 5.30pm Sunday 28 February 2010.

Email your entries to namethesharks@traveldaily.com.au.

Please include your name and contact details.

The lucky winner will be announced in the *TD* issue on Mon 08 Mar 10.

Terms and conditions apply - see Daydream Island website.



BA, IB pact nears

SPANISH flag carrier Iberia is set to sign the memorandum of understanding for its merger with British Airways (revealed by *TD* on 13 Nov) this month, according to Spanish newspaper *Cinco Dias*.

A meeting of 90 top executives last week reportedly proposed either 12 or 25 Feb for the deal, which would see the merged carriers become the world's third biggest airline by revenue.

The publication also cited plans by Iberia to grow its long-haul operation by 10 percent over the next two years.

Amadeus concurs

AMADEUS has entered into a deal with US expense management specialist Concur which will see Amadeus e-Travel Management bookings fully integrate into Concur Expense.

Concur also offers a Cliqbook Travel corporate self-booking tool and this will see the first integration of Amadeus' core distribution technology into a third party product.

The deal was announced at a Concur conference in Florida, with the solution planned for delivery sometime this year.

AM dropping flights

AEROMEXICO has withdrawn seat inventory on flights on routes from Mexico City to Toronto and Montreal in Canada from late Mar, and to New Orleans in the USA, from late Feb, according to travel agent GDSS.

Just shut up and fly the plane!

THE captain of a Continental Airlines flight, operated by Colgan Air, which crashed near Buffalo last Feb has been criticised by the US National Transportation Safety Board for talking too much in the lead up to the plane's accident.

An NTSB board member said captain Marvin Reslow was having a "continuous and one-sided" chat with his female first officer in the minutes leading up to the 12 Feb incident.

"It was as if the flight was just a means for the captain to conduct a conversation with his young first officer," Robert Sumwalt said.

Forty-nine people on board the Bombardier Dash 8 Q400 and one person on the ground were killed in the accident.

Investigators say the crash was avoidable as the aircraft had no mechanical issues, and adverse

weather conditions had not impacted on the handling of the plane.

The safety board also cited an error by the first officer, Rebecca Shaw, when she had incorrectly entered the landing speed, which lead to the turboprop's anti-stall system engaging as the plane prepared to land.

Reslow reacted to the stalling aircraft by pulling back on the controls, instead of pushing forward, causing it to lose lift and plummet to the ground.

Investigator Sunwalt says that the minutes lost from excessive chatter could have been used by Reslow to calculate the first officer's error and override the problem.

ATSB chairman Deborah Hersman said "what this investigation reveals is a picture of complacency resulting in catastrophe."



Reservations Agents

- Friendly and professional environment
- Global Leader in Hospitality and Parks & Resorts

Delaware North Companies Australia (DNCA), a global leader in the hospitality industry, now boasts an impressive portfolio of Parks and Resorts including: Lizard Island Resort, Heron Island Resort, Wilson Island Resort, El Questro Wilderness Park & Homestead and Kings Canyon Resort

Key responsibilities include:

- Management of telephone guest enquiries / strong conversion focus / ability to generate repeat business
- Developed knowledge of property group and product, capacity to convey accurate information to guests in a prompt and professional fashion
- Computer-savvy and experienced in reservations systems (Opera preferred), successful candidate will possess high level attention to detail

We're looking for someone who's energetic, highly motivated and proactive, with confidentiality & professionalism and a tough, mature approach. If you've got all this and a passion for tourism, then we need you to email Jeff Rowland - National Recruitment Manager - at jrowland@dncinc.com

Applications close February 10, 2010

The Jetset Travelworld Group

Business Development Executive

- 1 role NSW (Sydney Based)
- ASX listed company

The Jetset Travelworld Group, which consists of Qantas Holidays, QBT and Jetset Travelworld Ltd (Retail Network), operates as one of Australia's largest integrated travel businesses, providing wholesale, retail and specialised business travel products and services across Australia.

The Retail business markets and operates Jetset and Travelworld, two of the most trusted, well respected and recognizes Travel brands, along with Affiliated Agents within the retail travel network.

We are looking for a highly motivated senior travel industry professional to join our State Team in New South Wales as a Business Development Executive for the retail arm of the Group.

You will be responsible for:

- supporting a network of member travel centres ensuring they are cohesive, motivated and are working toward the achievement of shared outcomes;
- developing and increasing sales and support for all Airline, Leisure and Approved Partners within the network;
- developing the network through the recruitment of new locations and reporting on all network growth opportunities to assist in increasing the number of locations within the territory;
- implementing and monitoring the network program initiatives with clear goals of delivering value to our locations.

To be successful in this role you will display:

- experience in sales, marketing and relationship management;
- strong sales experience;
- strong customer service skills;
- demonstrated business development skills
- effective negotiation skills;
- sound communications and conflict resolution skills;
- competency in Microsoft Word and Excel.

Applications is confidence to :

Karen Conlon State Manager NSW/ACT - kconlon@jtg.com.au.
Closes: Monday 8 February, 2010

Britz adds to fleet

ADVENTURE-seekers have a new off-road vehicle to select from when touring, with Britz adding the Toyota Challenger 4WD.

The V8 Toyota Troop Carrier can accommodate two adults and comes with integrated slide-out barbecue unit and sink, a wrap around awning and pop-top roof.

It also comes equipped with a fridge, cooking utensils, crockery, cutlery, linen, sleeping gear and a solar handheld shower.

Weekly rates for the Challenger 4WD lead in at around \$1,078 (plus insurance and any options extras - baby booster seats, camping chairs, etc), based on collection from Melbourne during Apr.

The vehicle is available to book now for travel after 01 Apr - visit www.britz.com.au for more info.

Valentine Rewards

AGENTS can now exchange their accrued World Rewards points on a selection of romance gifts in time for Valentine's Day.

Options include a dozen red roses (4,500 points), Max Brenner Romantic Chocolate Dinner Set (3,000 points) and Event Cinema/Hoyts movie passes (800+ points).

The range are available for only a limited time - for more info see www.worldrewards.com.au.

21 weeks of tips

DRIVEAWAY Holidays this week concludes its 21 weeks of useful tips and hints aimed at educating consultants who are booking car leasing and rentals for clients.

The suggestions have been run as DriveAway celebrates "21 Years of Experience" in the industry.

Other details which have been provided include information on tolls, insurance options and what to look for when collecting and returning a vehicle.

All the tips can now be download from the Travel Agent section at www.driveway.com.au.

Another jewel in the Crown



ABOVE: Victorian tourism minister Tim Holding (right) and Crown CEO David Courtney jointly opened the Crown Conference Centre in Melbourne yesterday.

The purpose-built hotel convention facility is adjacent to the Crown Promenade Hotel and the Crown Entertainment Complex in Southbank, and has facilities to accommodate 840 delegates.

The Crown Conference Centre offers 20 concurrent rooms and is close to the Melbourne Convention and Exhibition Centre, with Holding saying the development was a "significant tourism asset for Melbourne."

"Melbourne has the greatest share of the lucrative business events industry in Australia and we are now ranked alongside some of the world's top convention cities including Beijing, Singapore and Dubai," he said.

Three hats for the Dorchester

THE restaurant named after famous chef Alain Ducasse at London's Dorchester Hotel has been awarded three Michelin Stars, becoming one of only two London eateries with the prestigious rating.

Imaginatively titled 'Alain Ducasse at The Dorchester', the restaurant offers "a unique combination of exquisite contemporary French Cuisine, bespoke friendly service and a modern design - and there's a 'Lunch Hour' menu costing just £45 for three courses, including a generous two glasses of wine."

The Dorchester Collection is represented in Australia by regional sales director Parris Fotias, who can be contacted on pfotias@dorchestercollection.com.

Travelport

Partner Marketing Sales Representative

Travelport is a global travel services company which operates major travel brands including Galileo, one of the leading Global Distribution Systems (GDS) in Australia.

We are seeking a passionate, pro active, Partner Marketing Sales Representative who has experience in travel technology, with excellent communication and relationship building skills.

Based anywhere in Australia, you will be an important member of the Partner Marketing team operating in a dynamic, challenging but exciting environment. You will be expected to explore new ideas, challenge the status quo, listen to customers and deliver the solutions they need and value. You will have a strong sales and advertising background with the ability to help grow Travelport's advertising and promotional product sales business.

Key Responsibilities for this role include selling, as required, Travelport's various advertising and promotional products/services to existing and new customers within an assigned territory or customer group to achieve sales goals. The person is also expected to create relevant, targeted advertising campaigns to present and sell the company's products and value proposition to potential customers to close the sale successfully.

The ideal candidate will already be a successful sales person looking for their next challenge. They will have a solid track record for achieving, and often over achieving their sales goals, preferably with a working knowledge of online or advertising sales, in particular as it relates to travel. He/she will be comfortable cold calling and proactively approaching existing and new customers to uncover and understand their advertising/promotional needs to create and sell the ideal campaign that delivers results.

So, if you wish to work for a company that has been awarded "Best GDS" Asia Pacific and voted #11 in the Top Technology Innovators by InfoWeek500, then please send in your application addressing the job criteria to Kaiser Khater, Human Resources Manager at kaiser.khater@travelport.com.

This is a full time position offering an attractive remuneration package of Base + Super + Sales Incentive Plan.

Please send all applications by close of business 10 February 2010.

HRG

HRG Australia - A leading global travel management company currently has several opportunities for the right people in the following roles:

Business Development Managers - (Sydney & Brisbane)

We are looking for experienced, driven and focused Business Development Managers based in Brisbane and Sydney.

To be successful you will have; current travel management experience, strong industry relationships, thorough knowledge of sales principles, a proven track record and a genuine desire to succeed. You will also have excellent communication, organisational and presentation skills. If you are self motivated and have proven sales success then this is the role for you.

Strategic Client Manager - (Sydney or Melbourne)

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

If you believe you're suitable for any of these roles and would like to join HRG Australia please send through your CV to: recruitment.au@hrgworldwide.com

Applications close Friday 11th February

EMTA seminars

THE Eastern Mediterranean Tourism Association is inviting the travel industry to attend its upcoming series of product updates, which will take place over the next month across the country.

The first seminar is in Adelaide next Tue, with further events in Perth on 10 Feb, Canberra 16 Feb, Melbourne 17 Feb, Gold Coast 23 Feb, Brisbane 24 Feb, Parramatta 09 Mar and Sydney on 10 Mar 2010.

Presenters will include Globus Cosmos, Tempo Holidays, Adventure World, CHAT Tours, Sun Island Tours, Timeless Tours, Peregrine and Geckos, Insight, Made Easy Tours, On The Go Tours, International Destinations, Inside Holidays, Greece and Mediterranean Travel Centre and Royal Jordanian Airlines.

Prizes on offer for attendees - more details www.emta.org.au.

Packer denies sale of Macau stake

MACAU-based gambling operator Melco Crown Entertainment has downplayed suggestions that Australian billionaire James Packer may sell his stake in the business to Las Vegas giant Harrah's.

Packer owns 33.5% of the company which operates the City of Dreams casino and hotel complex and the "six star" Altira Macau casino hotel in Macau, with Melco ceo Lawrence Ho saying a report by an analyst that Harrah's was interested in the Packer stake was "total nonsense."

UA one-way rewards

UNITED Airlines has announced a change to its frequent flyer program in which it will for the first time offer redemptions for one-way sectors for half the number of points required for a return trip.

The move matches a similar initiative from American Airlines last May, while other changes to the UA scheme will also allow a "Miles & Money" option where customers can redeem a combination of points and cash to book an award ticket.



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.

Louise Longman has been appointed as the public relations consultant for **Delaware North**, through her new business Longman Communications. She'll represent Delaware's Parks & Resorts operation in Australia which includes El Questro Wilderness Park, Kings Canyon Resort and Heron, Wilson and Lizard Islands. Longman was previously public relations manager for Voyages.

Matthew Hill has been named as the new resident manager of **Conrad Bali**. He was most recently the executive assistant manager at the Radisson Resort Fiji Denarau Island.

Stella Wholesale, representing Travel2, Travelscene Holidays, Newmans Holidays, Ski Express, talpacific Holidays and Rail Tickets has appointed **Nathan Milner** as sales exec NSW north, replacing Anastazia Uglov, who is on maternity leave. And replacing Darren Smith is **Lauren Stuchbury**, sales exec QLD north, who has been promoted from the talpacific reservations team.

Narelle Welsh has joined **Broome & The Kimberley Holidays** as their sales development manager for VIC/TAS/SA. Narelle was previously with Cable Beach Club Resort & Spa.

Cover-More Travel Insurance has appointed **Felicity La Terra** as the new state sales manager for VIC/TAS. She joins the company after many years with the Travel Corporation, most recently with AAT Kings. Also new to Cover-More's Victorian team is part-time BDM **Kate James**, who will be servicing the company's agency customers based in the northern suburbs of Melbourne.

Toga Hospitality has appointed **Jackie Hill** as the group's new communications manager.

Ryldges Hotels and Resorts has announced the appointment of **Mike Smith** as the general of **Ryldges Plaza Cairns**. Smith has spent the past seven years in NZ managing hotels including the Hotel SO, Christchurch, the Mackenzie Country Inn and Mount Cook Hotel.

InterContinental Bali Resort has appointed **Phil Riley** as general manager and regional general manager IHG Indonesia. Riley has over 30 years of hospitality management experience, and was most recently the GM at the InterContinental Asiana Saigon along with being IHG's regional general manager Vietnam.

Robert Miletic has been named as the new Director of Sales & Marketing for **InterContinental Sydney**. Miletic has spent the last two years as a member of the pre-opening team for the InterContinental Melbourne, The Rialto and has also held roles with Hyatt and at the Amora Jamison Hotel in Sydney.

Daydream Island has promoted **Jenny Brown** to the role of Reservations Sales Manager, to head up the island's relocated reservations department in Brisbane (*TD* yesterday).

Darren Shaw has been named as the General Manager of **Outrigger Laguna Phuket Resort & Villas**, moving from his previous role as gm of TheOutrigger on the Lagoon in Fiji.

Starwood Hotels and Resorts has appointed **Matthew Jung** to the newly created role of marketing director for the W brand in the Asia-Pacific. The move comes with the W Koh Samui, W Bali Seminyak and W Guangzhou set to open this year.

Base Tourism Group has appointed **Ben Schultz** as general manager of its property on Magnetic Island, while **Renee Kiwi** is the new gm of Base Taupo.

Scott McConnell has been named as the National Sales Manager for **Hayman Island**. He'll be based in the Hayman office in Sydney, moving from his previous role at Crown Melbourne.

Cliff Atkinson has been appointed as the General Manager of **Mandarin Oriental, San Francisco**. He returns to his home city after several years at the Gramercy Park Hotel in New York.

Travelport

Regional Product Manager - Manager, Product Specialists

Travelport is a global travel services company which operates major travel brands including Galileo, one of the leading Global Distribution Systems (GDS) in Australia.

We are seeking a passionate, pro active, Regional Product Specialist Manager who has experience in travel technology, with excellent communication and relationship building skills.

Based in Sydney, you will be an important member of the Product Specialist team operating in a dynamic, challenging but exciting environment. You will be expected to explore new ideas, challenge the status quo, listen to customers and deliver the solutions they need and value. You will have a strong product management background along with refined leadership skills as this role has product and people responsibility for the entire APAC region.

Key Responsibilities include managing the regional product specialist team, collating the regional requirements to ensure product viability, regional product deployment and assisting APAC markets to increase user adoption rates.

The successful candidate must have 5 years experience in managing a team, the ability to work effectively with individuals at all levels within the organization and experience in a global company environment within the travel industry having progressively taken on increasing levels of responsibility for a portfolio of products.

So, if you wish to work for a company that has been awarded "Best GDS" Asia Pacific and voted #11 in the Top Technology Innovators by InfoWeek500, then please send in your application addressing the job criteria to Kaisser Khater, Human Resources Manager at kaisser.khater@travelport.com.

This is a full time position offering an attractive remuneration package of Base + Super + Bonus.

Please send all applications by close of business 10 February 2010.

BA adds reviews

BRITISH Airways has expanded the destination information offering on its ba.com website, with the addition of TripAdvisor hotel ratings, attraction and activity guides and traveller reviews.

WIN A TRIP TO EUROPE

To celebrate the start of the New Year, Rail Plus is giving **Travel Daily** agent readers the opportunity to win some awesome prizes during the months of January and February.

To enter this great competition, subscribers will this week have to simply correctly identify the name of the train pictured to the right, and come up with a creative caption to accompany this photo.

There will be a major prize awarded at the end of the competition period of a place on the 2010 Rail Plus European familiarisation being held from 28 Apr to 08 May 2010, visiting Northern Italy, Switzerland, France and the UK* - for the best caption overall!

A weekly prize of a Eurail Select Pass for 5 days in 3 countries will also be up for grabs for the cleverest caption received each week, as decided by the Rail Plus judging panel.

So put on those thinking caps and email your caption and contact details to railpluscomp@traveldaily.com.au.

Full terms and conditions available at www.traveldaily.com.au.

*Itinerary subject to change.



rail plus
way to go!

IHG targets Hilton loyalty scheme

INTERCONTINENTAL Hotels Group has launched a loyalty war with rival Hilton, with a plan to give out more than 400 million points to members of its Priority Club scheme in a so-called "luckiest loser" promotion.

Last month Hilton's HHonors program increased the number of points needed to earn a free night by about 20%, which effectively devalued the existing points in member's accounts.

The IHG promotion will give the member with the highest Hilton HHonors points balance a whopping 2 million Priority Club points - enough for about 80 free nights at InterContinental hotels.

A further 20,000 members will also share in IHG bonus points to

help compensate them for the Hilton points loss.

IHG's research has found that up to 60% of its customers overlap with Hilton, and cited a "large reservoir of anger" from HHonors members over the devaluation.

US recovery strong

THINGS appear to be turning up in the beleaguered US travel market, which augurs well for the global industry.

Speaking at an event in New York this week the US head of Insight Vacations, Marc Kazlauskas, said sales were already up 35-40% on last year as bookings surge from pent-up demand from baby boomers who didn't travel last year.

Voila! Premium Voyageur

AIR France unveiled its new Premium Voyageur seating to trade partners and corporate clients at a function at the Shangri-La Hotel in Singapore on Tue.

The new premium economy cabin features 28 seats designed for AF, with a fixed shell guaranteeing passengers 40% more space, privacy and lots of leg room.

AF claims to be the "first airline in the world to offer so much leg room" in a premium economy cabin as well as being the first European carrier to have fixed shell seats.

Premium Voyageur is available on Air France's international long-haul network, operated by 777, A340 and A330 aircraft.

Targeting the SME market as



well as families wanting more comfort, Premium Voyageur offers the same meal service as in economy but with priority check-in, a 30kg baggage allowance, amenity kit and noise-reducing headphones.

AF KLM gm Singapore, Indonesia, Australia and NZ Paul Rombeek is pictured above trying out Premium Voyageur with a guest during the launch.

Travelport

Business Development Executive - Melbourne

Travelport is a global travel services company which operates major travel brands including Galileo, one of the leading Global Distribution Systems (GDS) in Australia.

We are seeking a passionate, proactive, Business Development Executive who has experience in travel technology, with excellent communication and relationship building skills.

Based in Melbourne, you will be an important member of the National Sales team operating in a dynamic, challenging but exciting environment. You will be expected to explore new ideas, challenge the status quo, listen to customers and deliver the solutions they need and value. You will have a strong "hunter" attitude with the ability to generate leads and have the maturity to build sound business relationships with key decision makers to close the deal. As a "hunter" you will need to be resourceful and strategic in your approach, have the ability to be persistent and persuasive and create value around a total solutions offering that outlines the key benefits to your opportunities.

Key responsibilities for this role include cultivating a pipeline of prospects and suspects, achieving agreed sales targets, managing the sales provisioning and contributing to the overall profitability of Travelport. You will need negotiation skills, a high degree of commercial business acumen with a proven history of success in a new business channel where you will have cultivated lasting customer relationships. An understanding of the retail travel market (leisure and corporate) and knowledge of, or the capability to rapidly acquire knowledge of Travelport products and services, including the Galileo GDS is required.

So, if you wish to work for a company that has been awarded "Best GDS" Asia Pacific and voted #11 in the Top Technology Innovators by InfoWeek500, then please send in your application addressing the job criteria to Kaiser Khater, Human Resources Manager at kaiser.khater@travelport.com

This is a full time position offering an attractive remuneration package of Base + Super + Sales Incentive Plan.

Please send all applications by close of business 10 February 2010.

Hire High Flyers To Put Your Business On Top!

Well Qualified Candidates With Industry Experience



Executive Jobs - February 2010

Air Product Manager - Sydney

- **Salary range 70-80K**
- **Fabulous opportunity for airfare/ticketing gurus with operational experience**
- **Start as soon as possible**

This is a rare and exciting opportunity to work with a well established and successful travel wholesaler. Reporting directly to the General Manager and playing a key role in the management team developing and achieving ongoing as well as future strategy of the company. Duties will include managing ongoing relationships with airline partners as well as increase annual turnover by contracting new business.

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

Finance Manager - SYD

- **Full responsibility of managing the finance and administration of the business**
- **Financial management and budget forecasting**
- **Be a part of a happy long established team**

Are you a proven Finance Manager with Admin experience from the travel industry? Reporting directly to the General Manager, you will be responsible for overseeing the full financial function of the business as well as providing commercial advice, input on financial trends and the travel market. The most exciting part of this role is the hands-on aspect and the opportunity to contribute directly to the strategic direction of the company! Must have previous financial experience in travel industry.

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

Online Media Sales

- **International Travel Company**
- **Sydney CBD based role**
- **Need online sales experience**

You will have a solid track record for achieving sales goals, preferably with a working knowledge of online or advertising sales, in particular as it relates to travel. You will also be comfortable with cold calling and proactively approaching existing and new customers. A great opportunity to join this international travel company, who offers excellent employment opportunities. They know how to promote from within.

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

Business Development Manager, BNE

- **Highly respected Travel Management Company**
- **Base from \$80k (neg) + Super + Bonus**
- **Rare opportunity !!!!!**

Our client, a leader in Corporate Travel Management is currently seeking a corporate Business Development Manager. In return you will be rewarded with one of the highest sales salaries in the industry. Our client requires drive, enthusiasm and commitment to succeed as well as thrive on the challenge of a sales environment, using well developed selling techniques to open doors. You must also have outstanding communication skills and be equally capable of delivering a consultative sales approach.

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

Strategic Account Manager

- **Exceptional TMC**
- **Sydney OR Melbourne Based**
- **100K + super**

As the most senior of Corporate Travel Account Managers, you will be responsible for strategically managing a very valuable account. If you have direct experience managing the big guys (20 million +) and are confident with and have had exposure to IT and Online booking systems, I want to hear from you. You MUST come from a TMC, be highly impressionable and uber confident!

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

Sales Manager- Auckland

- **Well known and respected Cruise Company**
- **On road 4 out of 5 days**
- **Generous Salary**

Your days on the road will include training agents, promoting the product and managing tradeshows. As the representative of this global company, you will enjoy working autonomously on the road, assisted by inside sales support. Cruise industry knowledge is ideal but not essential. Demonstrated experience in developing sales across the leisure travel network is essential, together with a well established group of contacts. A generous salary plus car allowance will be offered for the perfect candidate.

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

Business Development Executive – Melbourne

- **Global travel supplier**
- **On the road visiting travel agents**
- **Salary up to 70K + super + bonus**

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 company. Excellent career opportunities along with a great remuneration package.

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

Corporate Sales

- **2 roles one Sydney and one in Melbourne**
- **Highly respected TMC**
- **Salary negotiable based on proven sales + super + bonus**

Our client, a leader in corporate travel management is currently seeking 'the chief' of BDMs in the business. In return you will be rewarded with one of the highest sales salaries in the industry. If you have proven sales success within the corporate market, this will be your next career move... Maybe you are currently working as a BDM for another TMC and have glanced this way. Take it a step further and let's have a confidential chat about this role as your sensational sales and relationship building skills will be highly recognized when negotiating your new position with this innovative global company.

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

Quality recruitment for the travel and hospitality industries in Asia Pacific



Awarded
Best Practice
Accreditation
2010

T +61 2 9231 6444

E nswjobs@tmsap.com

W tmsap.com



BNE

MEL

PER

SYD

BKK

HKG

SHA

SIN

Partners in

DXB

UK

USA

AA APPOINTMENTS CAREER FAIR

1 - 28 FEB 2010



1 - 28 FEB 2010



**ALWAYS WONDERED WHO THE INDUSTRY'S
BEST EMPLOYERS
ARE IN TERMS OF BEST STAFF BENEFITS,
IN-HOUSE TRAINING & DEVELOPMENT
AND CAREER PROGRESSION?**



**MAKE AN APPOINTMENT TO HAVE A
FREE, ONE-ON-ONE CAREER ASSESSMENT
WHERE YOU WILL RECEIVE PROFESSIONAL:**

- ❖ Guidance on career progression & development
- ❖ Hints on CV writing
- ❖ Tips on interview techniques
- ❖ Information on the industry's best employers
- ❖ Information on current job vacancies



**THIS IS YOUR CHANCE TO GAIN
THE VALUABLE TOOLS YOU NEED TO
HELP LAND THAT DREAM ROLE!**



**CONTACT OUR OFFICES OR
EMAIL YOUR DETAILS:**
NSW & ACT: 02 9231 6377
apply@aaappointments.com.au
VIC & WA & SA: 03 9670 2577
recruit@aaappointments.com.au
QLD & NT: 07 3229 9600
employment@aaappointments.com.au



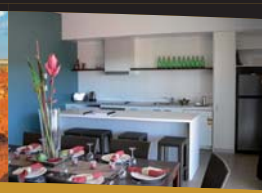
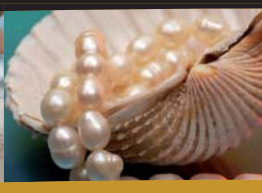
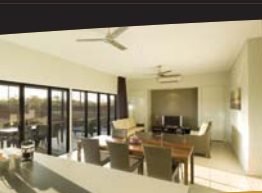
GETAWAY DEALS

BROOME SANCTUARY RESORT

Cable Beach Western Australia



Superbly located just a short walk to the pristine sands of Cable Beach, the perfect base to enjoy & explore Broome.



Broome Sanctuary Resort features Pindan Restaurant and Bar, guest lounge, Argyle Conference Room and Sorbet Day Spa. Guests have the choice of Studio, 1 and 2 Bedroom Apartments and 3 Bedroom Villas. For the ultimate indulgence we recommend our 3 Bedroom Sanctuary Villas, each equipped with its own private pool.

ROOM TYPE

SEASON	STUDIO	1 BED APT	2 BED APT	3 BED VILLA	3 BED SANC VILLA	BONUS OFFERS	
LOW 01 Feb - 31 March 2010	\$199	\$235	\$285	\$405	\$455	FREE 5th Night, FREE airport transfers, FREE late checkout, FREE Foxtel, FREE* studio upgrade to 1 bedroom	FEB/MAR
SHOULDER 1-Apr-2010 – 31-May-2010 & 1-Oct-2010 – 30-Nov-2010	\$275	\$330	\$399	\$505	\$560	FREE 5th Night, FREE airport transfers, FREE late checkout, FREE Foxtel and 15% off Pindan Restaurant	APR/MAY
HIGH 1-Jun-2010 – 30-Sep-2010	\$340	\$405	\$495	\$675	\$795	2 for 1 camel rides, FREE return airport transfers & 15% off Pindan Bar & Restaurant.	JUN/SEPT

*Terms & Conditions - Subject to availability on arrival. Prices are current at the time of printing.

Freecall: 1800 15 33 77 www.broomesanctuaryresort.com.au

Phone: (+61 8) 9192 8088 Fax: (+61 8) 9192 8288 Email: res@broomesanctuaryresort.com.au

1 Lullfitz Drive, Cable Beach Broome WA 6726

Rewards on Q with Consolidated Travel



Simply sell Qantas in the month of February and be rewarded!
The top 3 sellers will win the following:

First Prize: 2 Business Class tickets to Los Angeles on the A380

Second Prize: 2 Premium Economy Class tickets to Singapore

Third Prize: 2 Economy Class tickets to Hong Kong

But it doesn't end there... You can also earn yourself some shopping vouchers...

\$50 voucher awarded per ticket in Business/First Class*

\$40 voucher awarded per ticket in Premium Economy Class*

\$25 voucher awarded per ticket in Economy Class*

Conditions:

- Valid for tickets issued by Consolidated Travel or via Quikticket on the Consolidated Travel IATA between 1 - 28 Feb 10 on QF International itineraries ex Australia plated to QF (081) ticket stock.
- This promotion is valid to all full time consultants in Australia.
- Infant, Child, Group Sales, Cancelled or Refunded tickets are not eligible.
- Consolidated Travel and Qantas reserve the right to alter or withdraw the promotion at any time.
- Winners will be advised and prizes will be distributed after completion of the promotion.
- Prize winning tickets include taxes.
- * Vouchers are capped.

To receive your vouchers, please complete the below & fax OR email to the Consolidated Travel Sales Team no later than Friday 5 Mar 10

Agency Name: _____ Consultant: _____

Ticket Numbers: _____

Claim Date: _____



Melbourne
Telephone: 03 9251 5044
Facsimile: 03 9663 2095

Sydney
Telephone: 02 9394 1402
Facsimile: 02 9247 7907

Brisbane
Telephone: 07 3334 2000
Facsimile: 07 3221 3771

Adelaide
Telephone: 08 8203 8001
Facsimile: 08 8231 1220

Perth
Telephone: 08 9442 6000
Facsimile: 08 9481 0590

ABN 60 004 692 791