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**Travel Daily AU**

First with the news

**Tue 09 Feb 10** **Page 1**

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

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## Club Med incentive

CLUB MED has launched an agent competition to promote the sale of Club Med air packages to Phuket, in conjunction with V Australia and Pacific Blue.

The top three Australian revenue producers for Club Med Phuket 19 Jan-31 Mar will win an all inclusive holiday with return V Australia flights - details on p10.

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## An 'AFTA-party' - get it?

AFTA has announced further details of the arrangements for this year's National Travel Industry Awards, which will for the first time include an after-party following the gala dinner.

Singapore Airlines has been named as the exclusive sponsor of the event, which will be officially titled *The NTIA AFTA Party sponsored by Singapore Airlines*.

The party will be held in the Heritage Ballroom on level 6 of the Westin Sydney, and will be only open to NTIA AFTA Party ticket holders.

AFTA ceo Jayson Westbury said he was thrilled to have the backing of Singapore Airlines.

"We have wanted to do this for several years, and 2010 is going to be the first. With SQ's support we are able to make this dream a reality," he said.

Having the after-party means that a dance floor won't be needed in the Westin Grand Ballroom during the NTIA dinner - which means that more people will be able to attend the event which sells out every year.

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The AFTA Party will also provide a venue for nominees to celebrate or commiserate into the small hours after the awards.

Tickets for the AFTA Party will be available when the Gala Dinner tickets go on sale in the next few weeks.

Nominations for the prestigious awards will open later this month, with the National Travel Industry Awards to be held on Sat 10 Jul at the Sydney Westin hotel.

The full list of award categories, including the new 'Rookie of the Year' prizes, is now online at [www.afta.com.au](http://www.afta.com.au).

*Travel Daily* is proud to be a sponsor of the National Travel Industry Awards.

### TD footy tipping

LOOK out for the upcoming launch of the 2010 season of *Travel Daily's* wildly successful football tipping competition.

Once again we're running tipping comps for both AFL and NRL, so get ready to register in the coming weeks.

Suppliers are also being invited to support the competition; for more information contact [lisa.maroun@traveldaily.com.au](mailto:lisa.maroun@traveldaily.com.au).

### Another big issue

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

- TMS Asia Pacific
- AA Appointments
- Club Med

## Khalifa look out shut

THE world's tallest tower, the Burj Khalifa in Dubai, has closed its observation deck indefinitely due to electrical problems.

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The new SWISS fares are now available for sale in your GDS or as Net Fares. Non-seasonal and fully combinable across all available booking classes, they remain easy to quote and sell. Follow the links for full details.

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## NEW 2010 FARES



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**Travel Daily AU**  
First with the news

Tue 09 Feb 10 Page 2

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**الإتجاه**  
**ETIHAD**  
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## An early Allure

ROYAL Caribbean's next cruise ship, *Allure of the Seas*, is set to commence operation a week earlier than previously expected, with a maiden voyage departing 05 Dec 2010 instead of 12 Dec.

*Allure* is the sister ship to *Oasis of the Seas*, the world's biggest cruise ship which caused a sensation when it debuted in Nov in Fort Lauderdale, Florida.

Passengers already booked on the 12 Dec inaugural will be contacted and offered the chance to move their trip to the new date. More info 1300 754 500.

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## Travelzoo tops 400,000

TRAVEL "deals publisher" Travelzoo has passed the 400,000 subscriber mark in Australia, and ongoing growth is seeing it target 600,000 by the end of 2010.

Asia-Pacific gm Brad Gurrie told *TD* the milestone has been reached just over two years since the Australian operation was established, with January a particularly strong month which saw more than 60,000 added.

Travelzoo's main product is a weekly 'Top 20' email to subscribers each Wed which details travel deals on offer.

Suppliers can pay to have their specials listed, but there's a strict editorial policy in place, which sees Travelzoo staff evaluate each deal and ensures that it provides significant savings and is also generally available.

"We'll turn away revenue if the deal doesn't stack up," Gurrie said, with Travelzoo aiming to build a trusted brand relationship with its subscribers.

It's a model which has seen success in reaching consumers in a number of markets, with 18 million subscribers to Travelzoo sites around the world.

Travelzoo is gaining traction here too, with Gurrie revealing Hitwise web traffic data which confirms that Travelzoo was the top Australian travel site visited

as the result of an email campaign last week, outperforming Flight Centre in second place and Webjet which came in third.

Case studies detail significant incremental business generated for suppliers as the result of being in the Top 20, as well as major boosts to web traffic.

Gurrie said that with 400,000 subscribers more and more operators are interested in being part of Travelzoo, which is able to drive leads both directly to suppliers and to the trade.

### Custom built Gap

GAP Adventures is inviting travel agents to participate in a 'Create Your Own Adventure' competition in which entrants dream up their ultimate itinerary, in a promotion called 'Create Your Own Adventure'.

The entries will be judged by an online poll as well as by a panel of prestigious judges, with the winning entry to feature in the Gap Adventures worldwide brochure in 2011.

The grand prize will see the winner experience their once in a lifetime adventure with two friends and there are other prizes on offer, with a total prize pool worth more than \$40,000.

Enter via the special website at [www.createyourownadventure.com](http://www.createyourownadventure.com).



**Window Seat**

SPEAKING at a Samoa Tourism event last night (see p5), local representative Lorenzo McFarland expressed the sincere thanks of the Samoan people for the support given to the country after last September's tsunami.

He said there had been huge donations of food and clothing, but what was needed now was building material.

"Please don't send any more clothes," he said. "We have enough clothing for the whole population of Samoa for the next millennium."

McFarland also said the population of Samoa was 180,000 - "in fact there are more Samoans living in Mount Druitt and Campbelltown [in Sydney's western suburbs] than in Samoa."

"We don't want those people back," he quipped.

A NUMBER of quick-witted *TD* readers responded quickly to our story about the camel burgers on sale in Dubai, washed down with a camel milkshake (*TD* yesterday) by saying that the ideal accompaniment for such a meal would be a Camel cigarette.

TECHNOLOGY has saved yet another tourist, with a Greek man lost in New Zealand sending SMS messages to his family in Athens last weekend.

Marios Symeonidis became separated from a companion when visiting Mount Ruapehu, and became concerned when it started to get dark.

He sent text messages to Greece, where his family passed the information onto police in New Zealand via the Greek emergency services.

Rescue teams were dispatched, and managed to find Symeonidis safely the next morning.

HAPPY VALENTINE'S DAY

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# Travel Daily AU

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

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

**QATAR**  
AIRWAYS القطرية

## Rail Plus winner

CONGRATULATIONS to Michelle Pampanella of BCD Travel Sydney who was last week's winner in our exclusive Rail Plus competition.

Michelle's winning entry was "Treat yourself to a day's shopping for the latest Paris fashions combined with Eurostar's Leisure Select class - what could be better!"

See page seven for details of this week's rail image.

## Strategic WA debut

STRATEGIC Airlines has commenced operations in WA with the maiden flight of its third Airbus A320, which will initially operate three times per week between Perth and Derby.

The carrier's commercial chief, Damien Vasta, said the Perth A320 launch was a major milestone for the company, which is also planning to deploy a second A320 into Perth from next month.

Strategic has also confirmed plans for scheduled services between Perth and Bali, to commence as early as Jun, and tonight the carrier will host travel agents and wholesalers at a function to celebrate the launch.

Vasta also said Strategic was considering the introduction of non-stop services from the east coast of Australia to the Pilbara and Kimberley areas to cater for mining and resource companies wanting easier travel to Melbourne, Brisbane and Sydney.

"This is a pivotal time for Strategic as we are building a genuine Australian-owned airline that offers a full service to the charter and commercial travel markets," he said.

## Fiji aims for 270,000

TOURISM Fiji's regional director Australia Paresh Pant is hopeful of having 270,000 Aussies visit the Pacific Island nation in 2010, after recording an unprecedented six month growth period for the back half of 2010 (TD yesterday).

Pant said the launch of Jetstar flights between Sydney-Nadi late next month, along with the recent addition of V Australia on the route will greatly assist with achieving the objective.

The visitor arrival figure for the year ending 31 Dec was 232,680.

## TA: Australia shows its resilience

TOURISM Australia's new managing director said the nation has shown its resilience in 2009, defying the global financial crisis and the outbreak of swine flu, to "break even" on international tourist numbers (TD yesterday).

"Against the odds we saw good growth from a number of our major tourism source markets like the USA, Malaysia, Singapore, Taiwan, India and China," said Andrew McEvoy.

Significant declines in arrivals were recorded by the Japanese and Korean markets, mainly due

to local economic conditions.

He said that "practical plans" implemented in 2009 had lessened the impact of global events on travel to Australia "to a point", with ABS stats revealing that 12.4 million visitors landed on Australia shores during 2009.

McEvoy said Tourism Australia would continue its work with industry partners to bring int'l visitor numbers to growth in 2010.

## Fitzroy Island sold

QUEENSLAND'S Fitzroy Island has been sold by its receivers, Ferrier Hodgson, with the purchaser being Darwin-based property developer Gamble Group.

Previous owner the Hunt Group collapsed last Apr owing \$65m.

Gamble said it plans to reopen the resort by Easter.

## New AA blanket fee

AMERICAN Airlines has announced it will charge US\$8 for a pillow and blanket in economy class from 01 May.

The fee will apply to domestic trips as well as AA int'l routes to and from Canada, Mexico, Hawaii, Central America and the Caribbean.

The blue fleece blanket and inflatable neck pillow kits will also include a coupon for \$10 off a \$30 purchase at US homewares retailer Bed, Bath and Beyond.

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## Travel Industry Account Manager.

Virgin Blue Group has reshaped and revolutionised the Australian travel industry by doing things differently. We have a unique and innovative culture and encourage each and every team member to have a bit of fun at work.

Based in Melbourne, the Travel Industry Account Manager will be accountable for aggressively growing the Virgin Blue Group Account portfolio [Virgin Blue, Pacific Blue, Polynesian Blue & V Australia], through efficient targeting and conversion of high value retail, wholesale and group business customers.

To be successful in this role you will have a great sales track record, an established network of industry contacts and will be accustomed to negotiating contracts. On the road sales experience in a service industry, travel or FMCG field will be highly regarded and supported by a degree of 'product knowledge' of the airline/travel industry.

Click here to apply.

Applications close 22 February 2010.



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**QATAR**  
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## WIN BOX TICKETS TO SEE ROB THOMAS IN SYDNEY



The Macau Government Tourist Office has partnered with **Travel Daily** to give subscribers the chance to see some amazing entertainers perform live at Sydney's Acer Arena this year.

First off the rank is American rock recording artist and songwriter, **Rob Thomas**, who will be performing on Wednesday 17 February.

Eight lucky readers and their friend will enjoy gourmet refreshments in Macau Government Tourist Office's exclusive suite, whilst enjoying the Matchbox 20 star's concert.

So, for your chance to rock on with Rob Thomas, simply send in your answer to the five questions featured in **Travel Daily** every day this week to [robconcert@traveldaily.com.au](mailto:robconcert@traveldaily.com.au).

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MACAU GOVERNMENT TOURIST OFFICE



**Q2: What is the name of Macau's famous main square which features a wave pattern of mosaic tiles?**

### Tempo Egypt deal

TEMPO Holidays is taking 20% off the regular price of its six-day Flavours of Cairo & the Western Desert itinerary, for travel from 15 Apr-15 May, when booked before 26 Feb.

The discounted tour price is now \$944ppts - call 1300 362 844.

### Curry for Peregrine

PEREGRINE Adventures has thrown its support behind Melbourne's 'Vindaloo against Violence' initiative which aims to support the Indian community, with some of the team heading out each Thu to try the cuisine at one of the city's Indian eateries.



## TraveltheWorld Reservations Supervisor - Travel

Travel the World is an award winning Australian sales agent for a selection of the world's leading travel companies. We offer premium cruise and holiday experiences for the discerning traveller, and our products include Holland America Line, Carnival Cruise Lines, Tauck World Discovery, Chiva Som, and Windstar Cruises. Our organisational intent is to create and maintain "a benchmark of excellence".

Following an internal promotion, we are looking for a highly motivated and experienced Reservations Supervisor to join our Operations Department and Leadership Team.

The successful candidate will have strong strategic leadership skills to direct and lead our busy Retail and Wholesale Reservation operations across the full range of our products. We are looking for a passion for excellence in customer service, superior communication skills, organisational skills, attention to detail, and a mature can-do attitude.

You will possess relevant travel industry experience in a similar role, and will have managed a team. Operational knowledge of cruise products, pricing, air fares, Polar, and Amadeus will be highly regarded.

A competitive salary and conditions are on offer for the successful candidate, together with a great CBD location and a friendly team environment.

Please send your resume and cover letter to Sylvia Lestavel at [sylvial@traveltheworld.com.au](mailto:sylvial@traveltheworld.com.au) by cob 15 February 2010.

### OS Amadeus deal

AUSTRIAN Airlines has signed an agreement with Amadeus which will see the technology provider distribute OS's schedules, fares, seat availability and inventory from 01 Mar until 31 Dec 2014.



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

## Wyndham proves Universal



ABOVE: Wyndham Vacation Resorts Asia Pacific Dunsborough in Western Australia played host to 24 of the state's finalists in the 2010 Miss Universe WA competition last weekend.

The entrants were in the WA South West region for the next

round of heats.

"It is a wonderful opportunity for the South West to showcase the picturesque area as well as the local produce of this region," said Wyndham Vacation Resort & Spa Dunsborough area general manager Rolf Butcher.



### GLOBAL ACCOUNT MANAGER – CONSORTIA & BUSINESS TRAVEL MARKETS

Fairmont Raffles Hotels International is a leading global hotel company with over 90 hotels and resorts worldwide under the Fairmont, Raffles and Swissotel brands.

We are looking for an experienced and dynamic GLOBAL ACCOUNT MANAGER to be responsible for the Consortia and Business Travel markets. Reporting to the Director Global Sales Australia/New Zealand, the position is based in the Global Sales Office located within Swissotel Sydney.

#### Key responsibilities of the position include –

- Develop annual sales action plan including room night/revenue objectives for each market segment
- Prepare and execute a weekly sales activity plan
- Undertake sales calls, product presentations and telemarketing to maintain and secure further business
- Maintain accurate account profiles and up-to-date activities for each client
- Recommend and evaluate promotional activities and sales opportunities to support objectives
- Participate in industry tradeshows
- Prepare weekly and monthly sales reports as required
- Other duties and projects as required

Ideally you will have at least three to five years experience within the travel industry (global sales, hotel, airline, etc.) and possess excellent verbal and written communication skills. The position entails extensive interstate and overseas travel.

Delphi, Microsoft Word and Excel computer literacy required.

Applications should be forwarded by Friday 19 February to Gillian Seller, Director Global Sales Australia/New Zealand - [gillian.seller@frhi.com](mailto:gillian.seller@frhi.com)



## Fa'afetai from Samoa!



LAST night there was standing room only at a Samoa Tourism function in Sydney to update travel agents and wholesalers on developments in the South Pacific paradise since last September's devastating tsunami.

It was also an opportunity to express thanks for the support Samoa has received in recent months, with Samoa Tourism Authority representative Lorenzo McFarland saying "we can't thank the Australian public enough".

He said many resorts are already operating normally, while others are being rebuilt and are opening in stages.

Some properties, such as Coconuts Beach Resort, have 50% off deals to encourage visitors as they continue to rebuild, while

others such as Sinalei Resort will be fully open as of 01 Jul.

This week Samoa Tourism has launched an online campaign on the Yahoo!7 travel site, and Samoa is also once again getting global coverage with the US broadcast starting this Thu of the new *Survivor: Heroes vs Villains* reality show, which is the second *Survivor* series in Samoa.

Pictured above at last night's function are, from left: Lorenzo McFarland and Letti McFarland from Samoa Tourism, and Mereana Taruia, who represents Le Manumea Resort.

The Samoa Tourism roadshow moves to Brisbane tonight, then is in Adelaide on Wed and Melbourne on Thursday - RSVPs on [samoa@visitsamoa.com.au](mailto:samoa@visitsamoa.com.au).

## Marketing Victoria

VICTORIAN travel and tourism companies are being invited to promote their business as part of the Victorian government's intl trade missions and fairs, during Mar, Apr and May 2010.

Overseas trade missions include: North America Roadshow to the US and Canada in Mar, the North America new product workshop in the US in Mar, and the Oz Talk NZ fair being held in New Zealand.

For more info on the events see [www.export.vic.gov.au](http://www.export.vic.gov.au).

## Peru Consul no's

THE Smartraveller website is advising Peru-bound travellers to be aware that the Australian Consulate General has a new phone and fax number.

The new contact numbers are: phone: (+51 1) 205 4000 and fax are: (+51 1) 205 4012.

## AF to Baghdad

AIR France is reported to be looking at resuming commercial services between Paris-Baghdad, some 20 years after the route was axed by the French airline.

Iraqi Airways is also expected to introduce flights on the same route later this year.

The decision follows a recent announcement by Lufthansa which intends to add services from Frankfurt and Munich to Baghdad and Erbil in 2010 (*TD* 13 Jan).

MEANWHILE, Air Berlin launched flights between Erbil in Northern Iraq to Munich, Germany on Sat, with a twice weekly operation.



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

**\$1AUD = US86.3c**

THE Australian dollar has come under pressure over the last week, with currency traders concerned about high debt levels in Europe meaning they have a lower appetite for the A\$ which is perceived as a more risky currency than the US greenback.

However the Euro is also low against the US\$, meaning there's still excellent value for Aussie travellers to Europe and the UK, while oil prices have also fallen.

*Money market rates this morning:*

US	\$0.863
UK	£0.552
NZ	\$1.257
Euro	€0.631
Japan	¥76.8
Thailand	฿28.62
China	¥5.819
South Africa	R6.586
Canada	\$0.921
Crude oil	US\$71.89



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Continued growth has created an opportunity for a committed and service orientated individual to join the team at Wendy Wu Tours in the position of Reservations Consultant.

The successful applicant will have sound communication skills as well as the ability to sell effectively. Product knowledge in either China or Indochina is preferred but not essential. We are looking for a highly motivated and organised individual with an outgoing personality to work in this dynamic and friendly organisation.

This position would suit a person with minimum 12 months wholesale reservations or retail experience.

Interested applicants should send their resumes by email to [cv@wendywutours.com.au](mailto:cv@wendywutours.com.au).

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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](mailto:recruitment.au@hrgworldwide.com)

Applications close Friday 11<sup>th</sup> February

# AFTA UPDATE

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



*It never ceases to amaze me about how confused the consumer media is about travel insurance.*

*Over the past few weeks, I have received more enquires from consumer media about stories around travel insurance than I have had for anything else. Many of you are aware of the direct selling insurance companies' completely unfounded and misrepresented claims in relation to either the saving consumers can make by purchasing their travel insurance direct rather than via a travel agent, or worse still, the claims that a travel agent is "ripping them off". I have been very clear about this issue and I hope for more accurately reported stories to appear in coming weeks.*

*I have been forthright about the fact that like all things that are sold to the consumer, the seller or retailer makes a margin on the sale. Why else would you sell something? I have explained in detail that travel insurance is no different to any other commodity that a consumer purchases and that the false claims as to the level of savings that consumers can find when going direct for travel insurance are simply not true.*

*AFTA continues to have a formal complaint lodged with ASIC over one particular company's advertising activities and will continue to push for enforcements around this issue.*

*On a more positive note, we have added a new element to this year's National Travel Industry Awards (NTIA) with the announcement of an after party, or as we have called it, "Afta Party", which will take place at the conclusion of the NTIA presentations on the 10<sup>th</sup> July at the Westin Sydney.*

*I am really pleased to welcome Singapore Airlines as the sponsor of the NTIA Afta Party. Singapore Airlines has provided AFTA with the support to ensure that this new element to the NTIA will, in a very responsible way, provide the industry with a new way of celebrating the night's big wins.*

*Tickets for the NTIA Afta Party, sponsored by Singapore Airlines will be available at the same time as the Gala Dinner table bookings and the process will be outlined when ticket sales open at the end of February.*

*It is also very exciting that we have now confirmed all sponsorships for the NTIA and this will mean that the evening is set to once again be bigger and better than past years.*

For more details visit [www.afta.com.au](http://www.afta.com.au)



## A&K correction

ABERCROMBIE & Kent's 'Under African Skies' small group journey (TD Mon) is 11 nights and includes 5 nights in luxury mobile camps in Ngorongoro and the Serengeti.

## EY Hols Thai deals

ETIHAD Holidays has released a selection of holiday packages to Bangkok, Phuket, Pattaya and Koh Samui as part of a new cooperative pact with Tourism Thailand.

# Abercrombie & Kent

**Do you have what it takes to work with the best in Travel?**

Here is an exciting opportunity to join the Australasian Head Office of international travel company, Abercrombie & Kent, widely regarded as the leading luxury travel company in the world. Based in South Melbourne, this opportunity is for a sales person of the highest calibre.

We are seeking an Inbound Travel Specialist to commence immediately. This appointment is unique in that the successful candidate will be passionate about sales as well as passionate about travel. You will be responsible for predominantly tailor-made, independent itineraries but also some Group/Incentive projects. The role largely covers itinerary creation (bookings and quotes) in line with our clients' high expectations - requiring flair, creativity, flexibility, attention to detail, relationship building, contract negotiation and product research. A bi-lingual applicant will be looked upon favourably, in particular a Spanish speaker.

This rare opportunity is well suited to a self-motivated high achiever who enjoys working in a small team environment. Please email your CV to [anickells@abercrombiekent.com.au](mailto:anickells@abercrombiekent.com.au) by no later than Friday 12 February.

## QR to S America?

QATAR Airways is expected to formally announce the launch of Latin America services shortly, the carrier's first foray into South America.

QR has reportedly requested daily flights from its Doha base to Buenos Aires, operating via Sao Paulo.

CEO Akbar Al Baker last year confirmed Qatar Airways would be adding direct flights to Brazil and/or Argentina (TD 22 Jun).

## Mel Skal donation

MORE than \$35,000 will be handed over to the Alfred Burns Unit at the Feb luncheon of the Melbourne Skal International meeting, to be held Thu 18 Feb.

The money was raised by club members over the last year since the Black Saturday bushfires, and is in addition to amounts already passed onto the Healesville Sanctuary and the Red Cross.

The momentous lunch will be held at the Hotel Windsor - info [ianm@garudamelbourne.com.au](mailto:ianm@garudamelbourne.com.au).

## Beyond credits

BEYOND Travel is offering credits of up to \$400 for bookings on some of its escorted tours by 31 Mar, including trips in Russia and Croatia - 1300 363 554.

**Travel Daily**  
First with the news

Tue 09 Feb 10 Page 6

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

## Oli strikes Austral

HUNDREDS of tourists in Tahiti were evacuated to schools and hospitals on Fri as Tropical Cyclone Oli brushed past the south-east of the French Polynesia region.

The Austral islands (about 300kms south of the main islands - Tahiti, Moorea and Bora Bora) were hardest hit by mother nature, with many homes reported to have been destroyed by winds in excess of 200 kilometres per hour.

Tahiti Tourisme said yesterday that resorts and maritime and air traffic had since returned to normal operation.

## Webjet capacity up

WEBJET has confirmed an extension of web hosting contract with Macquarie Telecom, to offer extra bandwidth and capacity.

The company was responding to a *Financial Review* story which quoted ceo Richard Noon saying the previous arrangements meant IT systems couldn't keep up with demand created by email blasts.



## PRODUCT COORDINATOR

APT Group is seeking applications for the fulltime role of Product Coordinator. Reporting to the Deputy GM this role is responsible for:

- Assisting in the development of new products and itineraries
- Assisting with the brochure production process
- Assisting to maintain and managing web site content and monthly e newsletters
- Handling customer feedback and addressing any complaints
- Training staff (including sales and reservations) on products and itineraries
- Producing passenger information, briefing escort teams and coordinating tour feedback
- Reporting as required on brochure requests and e news subscriber
- System loading (products, customers)

### Competencies Required:

- Sound knowledge of Australian and NZ destinations (preference will be given to personal experience in the ANZ destinations)
- Solid computer skills
- Exposure to Brochure Production processes and web content management
- Preferably contact or exposure to a marketing function
- Excellent communication skills -especially oral communications and presentation skills
- Good organisational and administrative skills
- Be flexible and able to develop work processes in a new environment
- Be able to work autonomously and take responsibility for your own output yet contribute within a small team environment

Please send a cover letter and resume to:  
[employment@aptouring.com.au](mailto:employment@aptouring.com.au) by COB on Friday 12<sup>th</sup> February.



## Lounging around in PER



ABOVE: Virgin Blue hosted a cocktail party in its new lounge at Perth Airport last Thu night, with attendees enjoying the 500 square metre facility which has seating for over 120 guests.

DJ ceo Brett Godfrey said the lounge reflects the airline's ongoing focus on the Western Australian market, with the resources and corporate community showing significant continued support for the carrier.

The Perth facility is the sixth Virgin Blue 'The Lounge' in Australia and is located just after Perth's security screening.

Pictured *from left* helping to cut the cake are Fergus Parker,

Virgin Blue; Marcel Coutinho, Virgin Blue (but soon to be Westralia Airport Corporation); Brad Geatches, Westralia ceo; Vanessa Young, Tim Davern, Graham Duff and Jodi Boyce, all of Virgin Blue.

### QF Business push

QANTAS is ramping up the promotion of its domestic Business class product as business travel returns, this week launching a domestic 'Paper Planes' campaign.

The promo concentrates on QF's flexible business class fares, high frequency of service and on time performance, and will appear on TV, in print and online mediums.

## Business Development Manager Northern NSW

**Kirra Tours** is looking for someone with drive, high energy levels and an absolute commitment to customer service to work alongside our travel agent partners. This NSW based position is an exciting opportunity for a result driven sales professional to join our National Sales Team.

The successful applicant will be required to demonstrate:

- Passion, enthusiasm and a mature outlook
- An ability to develop and nurture profitable business relationships
- Excellent communication, presentation, interpersonal and time management skills
- Computer literacy
- Previous sales experience, preferably within the travel and tourism industry
- Knowledge or enthusiasm for New Zealand travel will be highly regarded

The remuneration package will include salary, open-ended performance incentive, mobile phone, laptop and vehicle allowance.

**Applications close 5pm Friday 19<sup>th</sup> February 2010.**

Applications, preferably in electronic format, should be directed in confidence to:

**hr@kirratours.com**

Only short listed candidates will be contacted. Taking the time, since 1968

**KIRRA TOURS**

## VN to Myanmar

VIETNAM Airlines has announced its first non-stop service to Myanmar, with a four times weekly Fokker 70 flight between Hanoi and Yangon to debut 02 Mar, operating each Sun, Tue, Thu and Sat.

**Travel Daily AU**  
First with the news  
Tue 09 Feb 10 Page 7  
EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## 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 sensational prizes during the months of January and February.

To enter this fabulous competition, subscribers will simply have to correctly identify what country the train featured below is from and come up with a creative caption to accompany this image.

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](mailto:railpluscomp@traveldaily.com.au).

Full terms and conditions available at [www.traveldaily.com.au](http://www.traveldaily.com.au).



\*Itinerary subject to change.

**rail plus**  
way to go!

## AR lifts AEP intl ops

AEROLINEAS Argentinas (AR) has added new direct flights from Aeroparque Jorge Newbery Airport (AEP) in Buenos Aires to Santiago, Rio de Janeiro, Sao Paulo and Asuncion, effective 14 Mar.

The move allows for a greater number and more convenient flight connections for pax travelling domestically within Argentina to AEP, and onwards to Paraguay, Brazil and Chile, as they will not need to change airports.

Previously, AR flights departed from Ezeiza Airport (EZE).

## Flowering in SE Asia

GOLDEN Tulip has continued its expansion in South East Asia, recently adding two new hotels.

Golden Tulip Resort Pattaya and Golden Tulip Erawan Hotel were signed on 03 Feb, to open in Mar.

## QuickMeet rewards

TRAVEL planners searching for venues to host an event using QuickMeet can now earn movie tickets and overnight accom for themselves under the just launched QuickRewards scheme.

Points are rewarded based on each meeting booked via the organiser (a 10 person event earns 100 QuickReward points), which can be accrued and then burnt on a range of hotel packages.

There are three tiers: Level 1, requires 100 points which can be exchanged for two movie tickets; Level 2, requires 300 points which can be used on a range of 4 - 4.5 star one-night accom stays; and Level 3, which requires 500 points and entitles the planner to a stay at The Retreat at Wisemans or Pullman at Sydney Olympic Park.

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

# New Careers cleared for take-off

Get on board with TMS today!



## Hot Jobs - February 2010

### Retail/Corporate Consultant - Hills District

- *Delightful office*
- *Drive to work*

Want to work closer to home? Look no further. Great team with great office looking for a new member of their growing team. Must have minimum 5 years consulting experience and knowledge of dealing with high yield retail & corporate business. Repeat clientele highly desired.

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

### Cruise Consultants – 3 positions available in Sydney

- *Shop front agency in the eastern suburbs*
- *Off street agency North Sydney*
- *Well known and respected wholesale office*

You can come from a cruise or a retail travel agency background. This is a great opportunity to work with either team and depending on where you live you could be walking to work!

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

### Reservations Consultant - Sydney CBD

- *Minimum 12 months experience*
- *Great incentives*

Join this young funky team and show off your exceptional customer service skills. Must have a 'can do' attitude.

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

### Domestic Consultant - North Sydney

- *Minimum 12 months experience*
- *Knowledge of any CRS*

Join this well known Corporate Management company. Must have good airfare and destination knowledge.

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

### Sales Executive – NSW/ACT

- *Award winning product*
- *Market leader*

Come join this Wholesaler who is a leader in their field as their NSW/ ACT Sales Executive. You will be responsible for visiting agents and updating them on the latest specials and product. You will be the face of this company and will actively promote their product at Trade Fairs and Consumer expo's & functions. Previous on road experience and a bubbly personality is a MUST.

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

### Corporate Consultant- Perth

- *Make the move to Corporate*
- *Leading TMC*

Fantastic opportunity to make your move into corporate, if you are an experienced retail consultant and want to start the New Year in a corporate environment – now is the time to move and quickly!

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

### Corporate Consultant - Northern Beaches

- *Minimum 2 years experience*
- *Parking available*

Great travel team in Northern Beaches. Salary dependant on experience.

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

### Retail consulting –Brisbane

- *Fun and social culture – enjoy famils, travel perks and incentives*
- *15mins from CBD*

Join this dynamic, supportive and award winning agency that thrives on delivering exceptional travel services for their clients. Realistic sales targets set in a thriving agency equates to exceptional commission opportunities for the right candidate. Don't wait, interviewing now.

Contact Anna Mayze T: 07 3262 8760 E: [anna@tmsap.com](mailto:anna@tmsap.com) or [apply online now!](#)

### Senior International Travel Consultant - Part time

- *Weekend work – Saturday and Sunday, 7am – 3pm*
- *Or casual afterhours - 2 to 3 nights per week from 11pm to 7am*

Diverse and unique travel enquiries – No shift will ever be the same! This is an exciting opportunity for someone who is looking for part time hours or weekend work. Interviewing now!

Contact Anna Mayze T: 07 3262 8760 E: [anna@tmsap.com](mailto:anna@tmsap.com) or [apply online now!](#)

### International Senior Consultant

- *Well established agency with loyal clientele*
- *Part time or Full time hours – your choice*

The client is an award winning travel agency with a loyal repeat clientele and lots of enquiry coming through the door, via email and over the phone! If you love retail travel, you'll love working here.

Contact Alex Sleba T: 07 3221 9916 E: [alex@tmsap.com](mailto:alex@tmsap.com) or [apply online now!](#)

### Airline Fares Consultant

- *Minimum 6 month contract*
- *Starting 1st of March*

This is an urgent AIRLINE contract exclusive to TMS which starts immediately so don't put off contacting me. You'll love this job, especially if you loves fares.

Contact Alex Sleba T: 07 3221 9916 E: [alex@tmsap.com](mailto:alex@tmsap.com) or [apply online now!](#)

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# AA APPOINTMENTS CAREER FAIR

1 - 28 FEB 2010



1 - 28 FEB 2010



**ALWAYS WONDERED WHO THE INDUSTRY'S  
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QLD & NT: 07 3229 9600  
[employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)**



# Win and Experience an all-inclusive holiday to Club Med Phuket!

Sell Club Med Air Packages to Phuket

with V Australia and Pacific Blue for your chance to win!



**Club Med** 

WHERE HAPPINESS MEANS THE WORLD



Club Med offers the world's most all-inclusive packages with accommodation, three sumptuous buffets a day and open bar and snacking service. Also included is a variety of sporting activities with expert tuition and evening entertainment.

V Australia now offers direct weekly flights from Australia to Phuket!

Club Med, V Australia and Pacific Blue are thrilled to offer this incentive where you can win the opportunity to visit Club Med Phuket.



## What do you need to do?

- Book **V Australia** or **Pacific Blue** to Club Med Phuket until 31<sup>st</sup> March 2010 for your chance to win!
- Your clients must travel between 19<sup>th</sup> January – 31<sup>st</sup> October 2010
- Be one of the top 3 sellers in revenue of Club Med Phuket between 19<sup>th</sup> January – 31<sup>st</sup> March 2010 to win.



## Your prize includes:

- 4 Nights for 2 in Twin Superior Accommodation at Club Med Phuket
- 2 Return international economy class tickets to Phuket on V Australia

## About Club Med Phuket:

Club Med Phuket is nestled in Kata Bay at the South West of the Island and offers guests all the charm and beauty of the ancient Kingdom of Siam - unspoilt and uncluttered beaches stretch as far as the eye can see beside the jade green sea, a stunning picture of tropical beauty. For the children, Club Med Phuket is a kids' haven with a 1000 sq. m. designated village within the resort designed especially for children. Kids can enjoy their own private play-space, swimming pools and join in group games and activities. It is *the* place for kids to make friends from all over the world and have endless fun.



**For enquiries about this incentive, please contact our Sales Coordinator:**  
**E-mail:** [AustraliaSalesCoordinator@clubmed.com](mailto:AustraliaSalesCoordinator@clubmed.com) / **Phone:** 02 9265 0533

Terms and Conditions: Clients need to be booked on Club Med air package with VA Australia (or Pacific Blue from PER) to be eligible. Bookings sales period 19<sup>th</sup> January to 31<sup>st</sup> March 2010. Bookings travel period 19<sup>th</sup> January to 31<sup>st</sup> October 2010. 3 Top selling agent win! VA prize = 3 top selling agent in total revenue wins 2 seats each on VA (incl. connecting if necessary) to Phuket. Club Med prize = 3 top selling agent in total revenue wins 4 FOC nights (for 2 persons) to all-inclusive Club Med Phuket. Taxes, local transfers and Club Med membership at additional costs. Travel to be in low season and outside of school holidays and must be travelled by 30<sup>th</sup> November 2010. Dates of travel must be approved by Club Med and Virgin Blue group. Winners will be advised in April 2010.