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www.austrian.com

# Travel Daily AU

First with the news

Thu 11 Jan 10

Page 1

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

## Online Hotel Account Mgr, SYD

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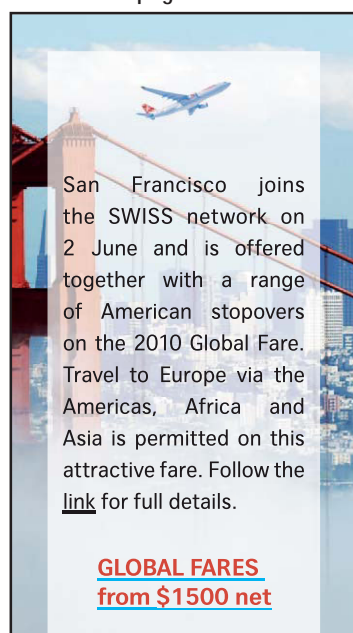
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## QH NT incentive

QANTAS Holidays has launched an agent incentive in which 11 lucky consultants from around Australia will win a spot on a four day Ayers Rock educational.

The trip will take place 15-18 Apr and includes return airfares, transfers, accom at Voyages Sails in the Desert, most meals and fabulous sightseeing.

Details on page 10.



San Francisco joins the SWISS network on 2 June and is offered together with a range of American stopovers on the 2010 Global Fare. Travel to Europe via the Americas, Africa and Asia is permitted on this attractive fare. Follow the [link](#) for full details.

**GLOBAL FARES**  
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## NEW 2010 FARES

swiss

Swiss  
International  
Air Lines



A STAR ALLIANCE MEMBER

## Sydney congress in Oct

AROUND 1,000 travel professionals from around the globe are expected to descend on Sydney this coming Oct when Australia hosts its third ever world congress for travel industry networking club Skål International.

Yesterday at the Sydney Skål Club agm details of the 71st annual congress were confirmed, with national president and congress committee chairman Russell Butler from Avis saying the event will provide an amazing opportunity for networking.

"We're looking forward to welcoming the world," he told *TD*.

Butler said the organisers were very grateful for the support they had received from both the state and federal governments.

A range of sponsorship packages are available for the event, which

will provide companies taking part with exposure to senior industry executives from around the globe.

For those keen to support the congress there are also "personal sponsorship" packages available, and the event is themed 'Linking the World down under'.

Butler said around 80% of those attending were expected to be from overseas, and urged members of the 21 Australian clubs to set the dates aside now.

As well as various functions including a gala dinner and the general assembly the congress will include business to business trade show sessions.

See [www.skalsydney2010.org](http://www.skalsydney2010.org).

## A Royal record

ROYAL Caribbean International says last month was its biggest ever in Australia since opening a local office in 2008.

Jan saw the highest volume of calls taken in a month, and new records set across all three brands - Royal Caribbean Cruises (with bookings three times that of Jan 2009), Celebrity Cruises and Azamara Club Cruises.

Commercial manager Adam Armstrong said there had been a strong response to the line's Earlybird savings promotion, while the line's local vessel *Rhapsody of the Seas* took more than two-thirds of the bookings.

MEANWHILE Royal Caribbean will hold a major media event next Thu 18 Feb, attended by NSW Minister for Ports and Waterways, Paul McLeay.

There's speculation the press conference will see the announcement of a year-round deployment in Australian waters for a Royal Caribbean vessel.

## Bumper issue today

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

- TMS Asia Pacific
- AA Appointments
- Qantas Holidays



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## JQ flying MEL-BNE

JETSTAR is looking to increase its operations from Melbourne Tullamarine, with the JQ offshoot loading a twice daily service to Brisbane in travel agent GDSS.

The new route is scheduled to take off from 01 Jul, and will see JQ go head-to-head with Qantas, Tiger Airways and Virgin.

JQ currently operates a twice daily Melb. Avalon-BNE service.



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

## CX off to Moscow

CATHAY Pacific has announced that it's applying to the relevant authorities for flights between Hong Kong and Moscow.

CX ceo Tony Tyler said Russia had been on the carrier's radar screen for some time.

"This planned addition to our network underlines Cathay Pacific's commitment to develop new markets, and our ongoing work to strengthen Hong Kong as one of the world's leading international aviation hubs," Tyler said, with plans for a thrice weekly two-class A340-300 service.

## Wotif doubles Webjet use

WOTIF.COM is the clear leader in Australian online travel agents, with more than twice as many people using it over the last year to make bookings as its nearest rival, Webjet.

The figures were revealed in a Roy Morgan report, which showed that 7.2% of Australians used Wotif at least once for a holiday or leisure trip during 2009.

The booking figure for Webjet was 3.5%, which was followed by Lastminute.com (owned by Wotif) at 2.8%.

Expedia was in fourth place at 1.1%, followed by Stella's Best Flights at 0.8% and Quickbeds at 0.5%, while Zuji and Wotif's Travel.com.au came in at 0.4%.

However in terms of brand awareness Webjet appears to have a much larger presence, with

17.2% of people reporting to have recently seen or heard of Webjet last year.

Wotif was recognised by 6.2% of people, followed by Lastminute at 3.9%, Travel.com.au at 2.6% and Expedia at 2.5%.

Roy Morgan director of Tourism, Jane Ianniello, said: "Although Webjet has a strong brand presence amongst consumers, they are primarily used as a flight booking website."

"They are struggling to wrest market share from Wotif.com for accommodation booking services," Ianniello said.

### Valentine winners

WE had a huge response to yesterday's Air Canada comp, in which the carrier is offering 5 double passes to the new movie *Valentine's Day*.

The five people to correctly advise the non-stop flight time between Sydney and Vancouver and the 50 day advance purchase Executive First fare were: Angela Arena of Jetset Hurstville; Jacqueline Nemaz of Flight Centre Narellan; Carolyne Evans of Low & James Travel Associates, Neutral Bay; Liz Lloyd of Qantas Business Travel in Brisbane; and Peter Tseng from CVFR Travel Group in Sydney.

### Hong Kong slips

AUSTRALIAN arrivals into Hong Kong last year were down 6.8% to just over 600,000.

The Hong Kong Tourism Board said the figures were affected by reductions in flight capacity, but the improving economy towards the end of the year saw growth in arrivals from Australia and NZ.

The average occupancy across Hong Kong last year was 78%, down 7 points on 2008.

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## Window Seat

AVIATION executives from around the world are keenly watching to see if Qantas ceo Alan Joyce will emulate his Air NZ counterpart, Rob Fyfe, by taking off his shirt in public.

We're not sure what the Australian equivalent of a Haka is, but Fyfe showed his elation at the carrier being named Airline of the Year by *Air Transport World* by stripping down to perform the NZ Maori dance on stage at the awards ceremony in Singapore.

Rob looks to have been working out too, with a fairly impressive six-pack now online at Travel Daily TV - see [www.traveldaily.com.au](http://www.traveldaily.com.au).

HOW about this for adventure tourism?

A safari park in China has chosen three lucky visitors who will live inside an enclosure with 48 tigers for three days.

The Qinling Wild Animal Safari in Xi'an said the project aims to celebrate the Year of the Tiger "and also raise awareness of the need to protect wildlife."

The trio of volunteers will live inside a 10 square metre cage within the enclosure and will document the big cat's activities for 72 hours.

A spokesman for the zoo said he'd received 667 applications from "brave people" wanting to take part in the stunt.

ROMANTIC druggies in Holland will be disappointed at the confiscation by Dutch customs authorities of 20,000 roses last weekend.

The move came after an estimated €1.3m worth of cocaine was found to be secreted in the cardboard boxes containing the flowers, which apparently originated in Colombia.

## CANADA & ALASKA NEW FOR TRAVEL2



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**A 5-star transit experience.**  
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## EY F companion fare

ETIHAD is promoting special first and business class companion fares on its flights from Australia to Europe as the perfect way to celebrate Valentine's Day.

Companion fares to Paris in Pearl Business Class lead in at \$6705pp, while Diamond First is priced from \$11575pp - more info [www.etihadairways.com](http://www.etihadairways.com).

## Qantas US waiver

QANTAS has issued a waiver for travel to the USA due to the adverse weather conditions in North America.

Those holding QF tickets for travel on or before tomorrow and who wish to make changes can defer travel, re-route, bypass the US or change destinations.

All changes must be made by tomorrow, with new travel dates prior to 12 Mar 2010 and the new flight must be in the same class of travel.

## Talking Turkey

TRANSGLOBAL Destinations is offering a 40% companion fare discount for its fully escorted 11-day Classics of Turkey tour.

The discount means the first person pays \$1288 while the companion pays \$769, with the discount valid for bookings by 31 Mar - details 1300 552 848.

## AA standby charge

AMERICAN Airlines has introduced a new US\$50 charge for a standby flight.

The carrier said that effective for tickets bought on or after 22 Feb only premium passengers, top level frequent flyers, military personnel and those on fully flexible economy class seats will be offered standby seats.

All other passengers wanting to switch flights on their day of travel will have to pay US\$50 to get a confirmed seat.

The carrier said it was hoping to eliminate the hordes of standby fliers hoping to get seats on many flights.

"On some flights we have over 100 people going standby...and their names must be manually entered into the computer system," said an AA spokesman.

## Seven new Skål members



YESTERDAY the Sydney club of Skål International inducted seven new members, bringing its total membership to in excess of 160.

The new chums are pictured above, from left: Janet Sayer, University of Western Sydney; Peter Thomas, World Business Travel; Tony Glynn, Rural Press; outgoing Sydney president Martin Mitchell; Monique Roos, US Commercial Service; Jayson Westbury, AFTA ceo; and Sanjay Umashankar, gm at Taj's Blue Hotel Sydney.

The lunch was also the club's annual general meeting, and elected Bob Lunnon, Starwood head of Global Sales for Asia Pacific as its 2010 president.

It's going to be a big year for Skål in Australia, with the 2010 World Congress to be held in Sydney 7-12 Oct (see p1 story), and the Sydney Club will also celebrate its 50th birthday.

There are now 21 Skål clubs across Australia with more than 1250 members.

More info [www.skall.org.au](http://www.skall.org.au).

## NEW 2010 SOUTH PACIFIC BROCHURE



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[qatarairways.com/au](http://qatarairways.com/au)

Economy Class fares starting from

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**Rome** AUD 1844.51

**Vienna** AUD 1857.01



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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).



MACAU GOVERNMENT TOURIST OFFICE

**Travel Daily**  
First with the news AU

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**Q4: Macau cuisine is a fusion of different flavours from around the world. Name 2 countries which have influenced Macau's cuisine .**

### BA debuts new First

BRITISH Airways has introduced its brand new First Class product on Boeing 777 services (*pictured below*) operating between London Heathrow-Chicago this week.

Key features of the cabin incl a 60% wider bed at the shoulders, a personal wardrobe, a 15" in-flight entertainment screen, leather bound writing table and a new 'intelligent' mattress for bedding.



### Jayavarman sailing

MEKONG river cruising has come of age with the launch in Dec of *The Jayavarman* boutique vessel and its full schedule of sailings between Vietnam and Cambodia.

The four deck luxury vessel is made up of two suites, 11 deluxe and 14 superior staterooms, each with a balcony, and visits ports incl Saigon, Cai Be, Chau Doc, Phnom Penh and Kampong Cham.

*The Jayavarman* sails an 8-day program between My Tho and Siem Reap, but can be broken into shorter sailings - a 5-day Phnom Penh to Siem Reap option; a 4-day Saigon to Phnom Penh cruise; and a 3-day Saigon to Chau Doc cruise - all of which operate in reverse.

For cruise prices send an email to [cruise@trailsofindochina.com](mailto:cruise@trailsofindochina.com).

### UA Pacific air deals

UNITED Airlines has discounted its economy class fares from SYD and MEL to Los Angeles and San Francisco, for travel between 01 Apr - 16 Jun, booked by 16 Feb.

Airfares lead in at \$799 plus taxes of \$304 (ex MEL) to LAX or \$974 to SFO plus taxes of \$323 (ex SYD).

### SOH going green

SYDNEY Opera House will be lit up green on 17 Mar as the city celebrates the 200 year anniversary of official St Patrick's Day celebrations in the country.

Tourism Ireland will also use the occasion to launch a nationwide St Pat's 'Mates Rates Campaign' to provide consumers with special deals around the country, through travel agents, via a microsite.

Other global icons, such as the London Eye and NY's Empire State Building will be coloured green too.

### Breakaway event

THE Breakaway Travel Franchise Group will hold its Frontliners Conference next week, bringing together all frontline selling staff from over 50 franchisee and affiliate offices for the first time.

Group director George Vella said the event was inline with Breakaway's focus for 2010 - to "constantly and professionally develop all front line staff."

"This kind of development is often forgotten by other large chains and should be the most important part," Vella said.

Themed 'Playing to win in 2010' the conference will feature AFTA's ceo Jayson Westbury, the Intl Cruise Council Australasia's Brett Jardine and TA Fastrack's Adrian Caruso as guest speakers.

Also confirmed as a keynote speaker is rugby league legend Mario 'The Falcon' Fenech.

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### Getaway tonight

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

- Kamchatka, Russia
- Adelaide Zoo's giant pandas
- Surfers Paradise, Qld
- Sydney Coastal Walk from Barrenjoey to the Royal NP
- RVing across the US southwest
- Whistler, Canada
- New Zealand's backpacker transportation, Naked Bus

### Asia X daily to HGH

AIRASIA X is bumping up capacity between Kuala Lumpur-Hangzhou (Shanghai) to daily from 28 Mar, due to increased demand and "encouraging load factors."

### Ryanair Kaunas hub

IRISH low cost carrier Ryanair has announced its launching a new hub in the city of Kaunas in the Republic of Lithuania.

FR says it will base two aircraft in Kaunas from May and operate services between the city and Barcelona, Berlin, Dusseldorf, Edinburgh, London Gatwick, Milan, Oslo, Paris and Tampere.

### PASSENGER SALES AGENT (RESERVATIONS/TICKETING) WORLD AVIATION SYSTEMS AIRCALIN



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Interested applicants should send their resume to Dilli via email ([dillic@worldaviation.com.au](mailto:dillic@worldaviation.com.au)) before Monday 22nd February 2010.

Only successful applicants will be contacted.

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Garuda Indonesia

\*Ex SYD/MEL for sale until 19 Feb 10, ex PER for sale until 26 Feb 10. Ex SYD/MEL travel from 08 Feb - 15 Nov 10 ex PER 08Feb - 15 Nov 10. Prices at 28 Jan 10 incl taxes & subject to currency fluctuations. Seasonal surcharges apply.



## SAT on TripAdvisor

SOUTH African Tourism has signed a pact with TripAdvisor that will see the popular industry review website feature travel info and tips on South Africa for users.

The campaign will promote SA through The Ultimate Experience hub, and will focus on three key themes - Adventure and Wildlife, Entertainment and Leisure, and Culture and Nature.

Reviews by travellers, photos, videos and other content are planned to appear on the site.

The move comes in the lead up to this year's World Cup with an aim to bolster South Africa's appeal as a destination that offers more than football, in markets incl the UK, USA and Australia.

## BW rejigs rewards

NEW Zealanders signed up with Best Western's global loyalty program, Best Western Rewards, can now burn points on items other than accommodation.

Recent changes now allow Kiwis to redeem their points on 14 items including DVD players, knife sets, cameras and champagne.

## Falls FF program

VICTORIA'S Falls Creek will launch a new loyalty program for regular skiers this season, which will offer guests discounted lift pass tickets and other products.

Guests can purchase an annual 'Snow Rewards' card for \$49 that can be used at Falls Creek and the properties sister resort, Hotham.

Other card benefits include a 10% saving on equipment rental, 20% off items bought at select retail outlets and reduced and reduced prices on ski or board tuning, lessons and free waxing - [falls creek.com.au/snowrewards](http://falls creek.com.au/snowrewards).

## SIN arrivals sling

AUSTRALIA has ranked in the top 5 visitor generating markets for Singapore during Dec 09, with 84,000 Aussies making a trip to the country.

Indonesia, Malaysia and China were the only nations to outshine Australia during the period.

Overall Singapore arrivals were 9.4% higher than Dec 08, however the number of visitors for the full year ending 31 Dec was down by 4.3% to 9.7 million people.

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- Weekly overview report
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### Essential Experience:

- Proven success as product co-ordinator/manager for a particular region
- Experience in developing product & brochure copy
- Experience dealing with multiple travel suppliers
- Good team player
- Experience with escorted tours

### Critical Competencies:

- Adaptability/flexibility
- Negotiation skills
- Good communication skills
- Organisational skills
- Attention to Detail
- Values & Ethics
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If you are interested in applying for this role, submit your resume to Kerry Rainey by close of business Wednesday 17<sup>th</sup> February. Email: [kerryn.rainey@tlholdings.com.au](mailto:kerryn.rainey@tlholdings.com.au)

## Cook's Cyclone Pat

THE island of Aitutaki in the Cook Islands appears to have taken the brunt force of Tropical Cyclone Pat this morning, according to early reports from the Pacific.

The Cook's Weather Service says the cyclone will miss Rarotonga.

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## 5 Hi-5s for South Australia



ABOVE: South Australia Tourism Commissions' key wholesaler and online product managers took part in an annual five day fam to South Australia last week.

The educational included visits to Adelaide Zoo where they saw the giant pandas, Wang Wang and Funi, sampled seafood delights on the Eyre Peninsula, popped into many of the vineyards in McLaren Vale and stepped foot onto the spectacular Lake Gairdner.

Pictured above on the salt lake, located in the Gawler Ranges, from left are: Danielle Pagano, Travelocity; Emma Giles, SATC;

Laura Newman, AOT-Travelpoint; Jasmine Lee, Blue Holidays; Susie McDermott, Flight Centre Hotels Ltd & Quickbeds and Saskia Moon, Wotif.com.

## Courtyard Scandi

MARRIOTT Int'l has opened its first Courtyard by Marriott branded property in Scandinavia.

The 278-room Courtyard Stockholm Kungsholmen, which is now the largest Courtyard by Marriott hotel in Europe, is located in Sweden's capital city and is offering opening rates of SEK 990 (AU\$150) per night.



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

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

## 'Gong' on the road

HERE'S Tourism Wollongong's brand new set of wheels - a colourful Hyundai Imax van filled with travel brochures and manned by visitor information staff, which can go "anywhere, any place, any time", according to chairman Matt Davidson.

The 'mobile arm' of the tourism body will be used to get wherever there are crowds - at lookouts, sporting events or at any of the city's 17 patrolled beaches.

Pictured below with the painted van are Tourism Wollongong's Britteny Mason, Jenna Backhouse and Kate Chapman, beside one of Wollongong's iconic lighthouses.



*Wollongong is rocking, so don't bother knocking - walk right in!*

## Events Authority

CORPORATE travel agency The Travel Authority is set for a busy year, with the launch of its third office and expansion into the business events market with a new The Events Authority operation.

The Qantas Platinum agency, which last year was named the best Corporate Multi-Location agency in the National Travel Industry Awards, has opened a new location in Newport on Sydney's northern beaches, led by Uschi Howard and Sue Barton.

MD Peter Hosper said the firm's ongoing success is due to its ability to "attract and retain talented individuals with a commitment to excellence and innovation."

## MH agent promo

MALAYSIA Airlines is giving agents a chance to win a Business Class roundtrip flight to KL, when booking direct MH135 KUL-BNE flights between 28 Mar-31 May.

Four Business Class seats are up for grabs, with four draws for 1 ticket taking place each fortnight between 10 Feb and 08 Apr.

Conditions apply and agents need to send their PNRs by email to [bnesales@malaysiaairlines.com](mailto:bnesales@malaysiaairlines.com) with "Fly Directly Home" in the subject field.



## TRAVEL TECHNOLOGY SPECIALIST/ MANAGER REQUIRED

Pinpoint Travel Group proudly operates Singapore Airlines Holidays, United Vacations, Freestyle Holidays and Rosie Holidays, and provides travel services to a number of high profile "closed-groups". Pinpoint Travel Group is part of Pinpoint Pty Ltd, an Australasian leader in marketing and loyalty. We are a dynamic, fast moving business. Staff turnover is low, and effort recognised.

Due to an expansion in our business and the increased demands for technology enhancements, we are seeking a Travel Technology Specialist/ Manager to join our team.

The successful applicant will have a flair for productivity improvement through the implementation of the right automation products and procedures. They will make recommendations about our travel automation architecture, build business requirements, work closely with internal and external support divisions (Pinpoint has large IT and Digital Services departments), manage projects to deliver working solutions and provide a point of contact for outages and ongoing maintenance requirements.

Experience with Calypso and Amadeus would be highly regarded but not essential.

Based in Balmain, Sydney, NSW.

For a full job description, please contact Alison Powers via email: [alison.powers@au.pinpoint.biz](mailto:alison.powers@au.pinpoint.biz)

Applications are due by Friday 19 February 2010

Please send a cover letter and resume with your application.



## 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 [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).

**BreakFree Noosa International Resort** has appointed **Jason Isbester** as the hotel's new General Manager. He was most recently the GM of BreakFree Maroolia Beach Resort.

**LAN Airlines** regional office for Asia Pacific has appointed **Johanna Raeder** as Marketing Manager, Australia, New Zealand & Asia. World Aviation's **Yendi Benitez** has been recruited as the Latin American airline's Marketing Executive for the Australasia and Asia zones. The additions come as LAN looks to ramp up opportunities for growth in the Asia-Pacific region.

**Bronwyn Bulpitt** has been named as **The Sebel Mandurah's** new General Manager. Bulpitt has nearly 20 years experience in the industry having worked with hotel groups including CDL Hotels Group, Heritage Hotel Group and Duxton Hotels.

**The Hongkong and Shanghai Hotels**, parent firm of The Peninsula Hotels, has appointed **Rainy Chan** as area Vice President for Hong Kong and Thailand and will remain as GM for The Peninsula Hong Kong. **Nicolas Beliard** has also been named as the new GM for The Peninsula Bangkok. Both roles are effective from 01 May.

**Bikash Randhawa** has taken up the role of Executive Assistant Manager for **Sea World Resort**.

**Singapore Airlines** has announced its made some changes to its senior management line-up. SIA Cargo president, **Goh Choon Phong** has been appointed as Executive Vice President (designate) for Marketing & the Sales Region. Goh takes over from the retiring **Huang Cheng Eng**. **Bey Soo Khian** moves into the new post of Senior Executive Vice President for marketing & corporate services where he'll be in charge of Marketing and the Sales Region. Bey will also now head up the Corporate Services Division, which was under the control of Senior Vice President **Teoh Hooi**, who will also be retiring in Mar.

**Stephen Lanfranco** has been appointed the new Canada, Alaska & USA Product Manager for **Adventure World**, replacing **Richard Davis** who parted ways with the company late last year. Previously Lanfranco has worked in similar roles for Value Tours and the Four Seasons Hotel Group.

**Tourism Queensland** has replaced its former role of Director Aviation and Economics with the newly created position of Director Business Attractions, to be headed by **Denise Deveney**. She will start in the role effective 01 Mar.



**Experienced staff needed**

**NOW!**

Business is booming and China Holidays needs staff to help us keep up with demand!

We currently have a vacancy for a

**Senior Consultant**

You must have the relevant experience, have a good eye for detail and love a challenge. Applicants experienced in selling travel to China, able to use Sabre and are ticketing trained will be highly regarded.

If you feel you are up to the challenge, love working within a positive team located in the Sydney CBD, then please forward your resume in confidence to [salesau@bookchinaonline.com](mailto:salesau@bookchinaonline.com).

A competitive salary and bonus scheme will be offered to the successful applicant.

[www.bookchinaonline.com](http://www.bookchinaonline.com)



# 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!

## ET crash sabotage?

ETHIOPIAN Airlines has said it has not ruled out the possibility of sabotage causing one of its jets to crash into the Mediterranean Sea off the coast of Lebanon last month (**TD** 27 Jan).

Officials have said details from the flight data are inconclusive until the cockpit voice recorder and Boeing 737-800s wreckage was retrieved.

Flight ET409 was carrying 82 pax and eight crew when it went down shortly after take off from Beirut, enroute to Addis Ababa.

## LCC for Vietnam

AIRASIA will launch a Vietnam based low cost carrier (LCC) to be named VietJet Air Asia, after acquiring a 30% equity stake in VietJet Air Joint Stock Company.

The new airline will compete directly with QF's Jetstar Pacific.

## Design Hotel adds

BOUTIQUE luxury hotel group Design Hotels has signed on four new US properties from the Standard Hotels collection.

Design's portfolio now incl the Standard Hollywood, The Standard Downtown LA, The Standard Spa Miami Beach and The Standard New York.

**Travel Daily**  
First with the news

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

## Aston agent rates

HAWAII'S Aston Hotels & Resorts is offering some fantastic new travel agent rates for bookings through until the end of the year.

Properties are scattered across the Hawaiian islands, including Oahu, Maui, Kauai and the Big Island, and rates vary between US\$79 and US\$99 per night.

Blackout dates and conditions apply - see [astonhotels.com](http://astonhotels.com) to book, using the code promo code of STARS.

## Central NSW lands extra tourism funds

NEW South Wales Minister for Tourism Jodi McKay has pledged an extra \$44,650 in funding for Central NSW tourism, provided through the govt's Travelling Experts Seminar Program.

The funds will be used to stage 16 business workshops in the region in a bid to showcase the area's visitor experiences.

**Travel Daily**  
First with the news

## Travel Daily is growing!

**Travel Daily**, now in its 16th year of operation, continues to grow as Australia's most popular travel trade publication, thanks to all of our loyal readers and advertisers.

We're looking for two people to join our friendly team during this exciting time of growth.

### Staff Writer - Part Time

We require the services of a part-time writer to work Mon to Fri from 8am-12pm.

The successful candidate will report to the Managing Editor and will need to be able to write concisely and logically and apply these skills to editing stories and news pieces.

You will use your excellent writing skills to assist in the preparation of special features and supplements across **Travel Daily's** publications.

### Admin/Marketing Assistant - Full Time

We require the services of a full-time Admin/Marketing Assistant to work Mon to Fri from 8am-4pm.

Reporting to the Marketing & Advertising Manager, the role includes administrative support, general marketing and promotions support, competition and events coordination and maintaining our social media networks.

The successful applicant will be an enthusiastic individual with excellent organisation and communication skills.

You will be highly organised, motivated and eager to learn, and enjoy working as part of a dynamic team.

The successful candidates for these two new positions will be offered a generous salary package and detailed and ongoing training.

The office is located in Epping NSW and is close to public transport.

**If your skills meet the above criteria, please send your resume with a covering letter to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) by Friday 12 February 2010.**

## Air navigation made easy



AN airline in South Africa has just taken delivery of this new Boeing 737-800, which answers all those questions about aviation that you always wanted to know but were too afraid to ask.

Kulula Air, which first took to the skies in 2001 as South Africa's first low fare airline, operates more than 300 flights a week across 15 routes in Africa.

The quirky livery on the new aircraft gives an instant guide to the location of all the key components, and is appropriately dubbed "flying 101".



# First Class Jobs

Launch your career with TMS!



## Executive Jobs - February 2010

### State Sales Manager – WA/NSW/SA

- **Well known brand**
- **Salary package around \$90k ++**
- **Management of a small team**

This well known travel related company is looking for a switched on State Sales Manager to drive sales within their team. The successful candidate will be responsible for building and implementing sales strategies within the retail travel sector and identifying new business opportunities, as well as develop existing relationships with key partners. You will be an 'ideas' person who is able to visualise and execute.

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

### 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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto:sallym@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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HELP LAND THAT DREAM ROLE!**



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QLD & NT: 07 3229 9600  
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# WIN a 4 day experience to Ayers Rock



Qantas Holidays are giving 11 lucky consultants the opportunity to WIN a spot on a 4 day educational to experience Ayers Rock.

## THE PRIZE:

- Return economy class airfares flying Qantas Airways from your nearest capital city to Ayers Rock from 15 – 18 April 2010
- Return transfers to and from Ayers Rock Airport to your accommodation
- 3 Nights accommodation at Voyages Sails in the Desert checking out 18 April 2010
- Uluru Base Tour and Sunset Drinks
- Dinner at Argnuli Grill located at Desert Gardens
- Lunch at Gecko's Cafe located at the Resorts Shopping Centre
- Voyages Sounds of Silence Dinner
- Sunrise and Kata Tjuta Tour
- Outback BBQ hosted by APT

## HOW TO WIN:

Be one of 11 consultants two from each of the following regions NSW, VIC, WA and one from each of the following regions QLD, NT, TAS, SA and ACT with the highest number of Northern Territory bookings.

Bookings must be Qantas Holidays packages that include a minimum of 3 nights accommodation and are booked and deposited between 8 February and 21 March 2010 for departures 8 February until 30 June 2010.



**TERMS & CONDITIONS:** Promotion is only open to residents of Australia who are employed as travel consultants for Australian licensed travel agencies (other than Qantas Holidays Limited and its related bodies corporate) that sell products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Winners must be able to travel on 15 – 18 April 2010.

Promotion ends 21 March 2010 at 23.59 (AEST). The winning travel consultants will be notified within 5 working days of the promotion ending.

For full terms and conditions or further details visit [www.qantasholidays.com.au/agents](http://www.qantasholidays.com.au/agents) or call 13 27 87