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Travel Daily

First with the news

Thursday 3rd March 2011

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GBTA to Brisbane

THE newly renamed Global Business Travel Association will shift its Australia/NZ conference for 2011 from Sydney to Brisbane, as part of flood recovery efforts.

The conference will be held at the Mercure Brisbane 23-25 Oct.

Insurance firms compared

COVER-MORE Travel Insurance is hailing the release of a new comparison table by the Financial Ombudsman Service (FOS), which aims to "name and shame" poor performers by highlighting dispute rates and settlement times for travel insurance claims.

There's been a 6% rise in new disputes this year, and for major travel insurance providers selling via agents, Cover-More was the least likely to have a problem.

Cover-More saw a dispute rate of 3.04 per 100,000 - about 40% better than the next best performer, ETI/Mondial (under the CHI and AussieTravelCover policies).

Further behind was QBE with a

rate of 7.5 disputes per 100,000 - over twice that of Cover-More - while Lloyds/Suresave had a very high 18.85/100,000 dispute rate.

But all of the agent policies performed much better than those sold direct to consumers by CGU, with a dispute rate of 80.9, meaning CGU clients were over 25 times more likely to have a disputed claim than Cover-More.

Cover-More chief Kerrie Fussell said that "how policies respond when customers need them most" was vital for agents, with the result being "in line with our focus on customer service".

New role for Richards

FORMER Creative Holidays bdm Steve Richards has been named as the sales manager for The Travel Corporation's new Inspiring Journeys brand (**TD** 21 Feb).

More appointments on page 7.

No year-round RCC deployments

ROYAL Caribbean Cruises has no plans to deploy any of its vessels year-round in Australia, md Gavin Smith confirmed yesterday.

Speaking at the *Celebrity Solstice* announcement, he said "it's difficult to build an economic argument for a winter deployment, because by moving our ships around we're able to get summer yields all year round".

He also said that the local office would like a vessel from the boutique Azamara brand to visit Australia, but this isn't on the cards at this stage.

"What really stimulates interest is when people experience the physical product," he said.

TAUCK **NEW ORLEANS: BAYOUS & THE BIG EASY**



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SQ 777-300s to Aus

SINGAPORE Airlines is set to phase in newly reconfigured 777-300 aircraft on various routes, with SIN-MEL debuting on 16 Apr replacing a 747-400, and SIN-SYD from 01 Jun, replacing a 777-200.

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Eight pages of news

Travel Daily today has eight pages of news and photos, a front full page for Singapore Tourism Board, plus full pages from: (**click**)

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DJ signs celebrity chef

VIRGIN Blue today announced a new collaboration with celebrity chef Luke Mangan, who will create a "new designer menu" for the carrier's flights.

The move will see DJ compete for the waistlines of business travellers with QF's longstanding arrangement in conjunction with Rockpool's Neil Perry.

Mangan is a busy boy in travel, with his Salt Grill also featuring on board P&O Australia vessels.

TTC launches new brand

INDUSTRY giant The Travel Corporation last night announced the debut of a new Australian domestic operator called Inspiring Journeys (**TD** breaking news).

The company is a new entity with its own travel agent licence, as well as a dedicated sales force, new vehicles and res staff, and will be headed up by AAT Kings md Tammy Marshall.

As with other Travel Corporation companies, Inspiring Journeys will be preferred with major agency groups including Flight Centre and Jetset Travelworld Group, with Marshall saying it will focus on the Escape Travel, Travel Associates and Travelscene Amex agent brands.

But the company will also sell direct to consumers, with a 1800 number and an invitation to "make a booking" on the inspiringjourneys.com.au website.

Marshall told **TD** that the company will ensure that travel agent margins are protected, with the trade "absolutely integral partners in launching this brand".

"We'll be working to ensure we have strong agent relationships

throughout Australia," she added, with Inspiring Journeys offering 15 itineraries in WA, NT, Tas, SA and Queensland ranging from 3-20 days in length.

Group sizes will be 16-20 pax and hallmarks of the trips will include a range of unique experiences, local food and handpicked accommodation.

The Travel Corporation confirmed that it holds the trade mark for the Inspiring Journeys name, which is also used by Abercrombie & Kent as the tagline for its main brochure.

Inspiring Journeys product is available for booking from today.

Penang iTunes promo

THE Hard Rock Hotel in Penang has launched a 'Sound of Your Stay' complimentary music program, which gives guests the ability to download a free 15-song playlist from Apple's iTunes online music store.

Hard Rock has chosen the music to "represent the vibe and genre" of its properties, with the tracks also aiming to remind guests of their stay in the properties.

TNSW adds bookings

TOURISM NSW has added a new feature on its visitnsw.com and sydney.com websites which allow NSW tourism operators to have their products booked online and in real time.

The NSW Connect system links with the Tourism Exchange Australia (TXA) network, and will see a 'Book' button, calendar and pricing information added to the TNSW website entries of participating operators.

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Nice work if you can get it

THE fifth annual Australian travel industry salary survey conducted by recruitment firm TMS Asia-Pacific has revealed that a NSW-based travel industry ceo in the corporate sector earned a whopping \$4.35 million last year.

The study saw about 800 people from across the industry respond to an invitation to take part, with the \$82,000 median salary of about 360 NSW participants distorted by the exceptional ceo income.

Two out of five respondents didn't receive any pay rise last year, a figure which was better than in 2009 when about half the industry saw no increase.

TMS ceo Andrew Chan said the improvement was an indication of increasing business confidence.

About 60% of respondents also cited career progression as 'important' or 'very important' - a warning to employers because about the same number of

employees rated their prospects of advancement in their current job as 'fair', 'poor' or 'none'.

Chan said there also appeared to be a return to the pre-GFC 'war for talent,' with the availability of jobs beginning to outstrip the supply of appropriate candidates.

Salaries for senior consultants ranged from \$15,000 to \$280,000 with a median rate of \$40,000.

Westin Fiji refurb

STARWOOD Hotels & Resorts will begin phase 1 of a 3 stage FJ\$5million facelift of The Westin Denarau Island Resort & Spa in Fiji later this month.

By 28 Nov, the project will see 96 of the properties 273 guest rooms upgraded, with the remaining rooms estimated to be completed by 2013.

The resort will continue to operate as normal during the refurbishment and will cause minimal disruption to guests.

IATA gets gloomy

THE International Air Transport Association has slashed its global outlook for the aviation industry in the light of soaring fuel prices.

In Dec IATA estimated that airlines across the world would make US\$9.1 billion in profits, with the new estimate of \$8.6 billion close to half the \$16 billion earned by the industry in 2010.

IATA has raised its estimate of the average oil price in 2011 to \$96 per barrel, which will boost the industry fuel bill by \$10 billion to \$166 billion in total.

The association has also revised its passenger demand growth forecast upwards to 5.6% (was 5.2%) and its cargo growth forecast to 6.1% (from 5.5%).

New Air NZ director

AIR New Zealand has today announced that Jan Dawson will join its board effective 01 Apr.

Dawson is currently the chair and ceo of the NZ operations of global accounting firm KPMG.



Window Seat

BUNNIK out and proud.

Bunnik Tours md, Dennis Bunnik, was surprised as to how busy the hotel foyer of the Amora Jamison Hotel was yesterday upon his arrival in Sydney to speak at the EMTA agent event last night.

He told **TD** that he was assisted to the check-in desk by his recently appointed (and outrageously flamboyant) national sales mgr, Craig Owens.

"Why's the hotel so busy?", Dennis asked the lady assisting him at the front desk.

She looked up at Craig and then down and Dennis, replying "It's Mardi Gras weekend!".

Dennis, happily married with a wife and children walked off red-faced as Craig escorted him to his room, obviously pleased to play along to the staff member's suspicions.

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New CX J Class SYD roll out



ABOVE: Cathay Pacific Airways inaugurated services to Sydney yesterday using its brand new Airbus A330-300 (delivered just days ago), equipped with CX's latest Business Class offering.

Sydney was chosen by the Hong Kong-based carrier as the first destination to feature the new product (**TD** 08 Dec), which is being used initially on CX101 ex HKG, and CX100 ex SYD.

The upgraded Business seat is vastly different from the older model, moving away from the cubicle-like booth seat configured 1-1-1, to provide pax with more space, storage units (side cabinet & shoe locker) and a longer bed.

The new 1-2-1 configuration sees centre seats angled towards each other, ideal for companions travelling together, while window seats now face the window.

CX gm Southwest Pacific, Dane

Cheng told **TD** on the aircraft he was extremely excited about the new Business Class offering, and that feedback from pax on the inaugural was "very positive."

"We're very confident the product will be very successful," Cheng said.

Cathay is installing the new seats on 20 long-haul A330-300s and 30 Boeing 777-300ERs over the next two years.

A demo version of the new seat will be on display at Sydney Int'l Airport later this month.

Pictured above on the aircraft, from left are Richiko Orlachs, CX marketing comm. mgr, Australia; Dane Cheng; and Sabrina Lau, CX assistant to the GM.

Travel Daily TV filmed an exclusive video of the product, see youtube.com/traveldaily.

There's also a gallery of images at facebook.com/traveldaily.

SA tourism up 15.1%

SOUTH Africa's tourist arrival figures in 2010 saw the greatest rise of any other region in the world, compared to 2009, based on figures from the United Nations Tourism Organisation.

South African Tourism said the country had an increase of 15.1% in 2010, to over 8 million people.

Minister for Tourism, Marthinus van Schalkwyk was delighted with the strong growth figure, that saw South Africa beat the Middle East (13.9%), Asia and the Pacific (12.6%), the Americas (7.7%), Africa (6.4%) and Europe (3.2%).

The World Cup was a factor in the boost of the rise with 309,000 tourists arriving in the country specifically for the event, 4% of the total arrivals for 2010.

APT building a school

APT, in partnership with ODA Orphanage and The Rotary Club of Atherton in Queensland, is building a school near Siem Reap, Cambodia, through direct and indirect funding.

APT tour/cruises to Siem Reap will visit the orphanage.

Globetrotter charity

WESTERN Force rugby player David Pocock's charity (**TD** yest) is named Eighty Twenty Vision - see www.eightytwentyvision.org.

Egyptian momentum

TOUR operators are continuing to announce the resumption of Egypt tours, with The Travel Corporation brands Trafalgar, Insight, Contiki and Uniworld River Cruises today confirming they will recommence operations in Egypt effective 01 Apr.

Travel Corporation ceo John Weeks told **TD** the issue has been complicated by the fact that the US government is still advising citizens not to travel to Egypt, but the brands had been in contact with their respective ground handlers and would return to the popular destination in the light of DFAT downgrading its advice.

Abercrombie & Kent today also confirmed an Apr resumption of Egypt operations, while Bunnik Tours will also return (see p6).

Fairmont Riyadh

FAIRMONT Hotels & Resorts will notch up another property to its portfolio, after signing a deal with Business Gate to open a new property in Saudi Arabia.

The 287-room Fairmont Riyadh will open late next year.

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Perth & Sydney locations



Tauck partners with US storyteller

TAUCK has partnered with US leading travel storyteller, Ken Burns, to offer a series of tailored tours in America this year.

In Sydney this week, director of global sales, Angela Caes told **TD** the niche touring company was excited about the launch of the new program, which has been developed with the widely acclaimed documentary film director and producer.

Three tailored tours are being offered, including a 10-day 'Spirit of the Desert' trip which operates about 20 departures between May-Oct from Grand Junction to Las Vegas, and visits six national parks in the US Southwest.

Among the NPs visited are Zion, Bryce and the Grand Canyon.

Burns offer his own "unique perspective" to the trips, Caes said, providing clients with a story that invokes them with the parks and landscapes they visit, rather than just sightseeing.

The tours aim to give clients a greater appreciation of the area and create long lasting memories, Caes said.

Guests on the trip will also be able to watch exclusive to Tauck 'experience videos' produced by Burns onboard vehicles while on the road, which provide different perspectives about the places that are to be visited.

Other Ken Burns tours include a four-night Tauck Jazz Event in

New Orleans, that showcase the music and Creole cuisine of the region, and includes a private performance by Grammy Award winning singer, Ellis Marsalis.

The Jazz event is being held between 05-09 Oct and participants are immersed in the culture, staying at the Ritz Carlton in New Orleans' French Quarter.

Burns himself will attend the Jazz event.

He will also be a keynote speaker on The Tauck Civil War Event in May which looks in great depth at one of the USA's most historic events, in Washington DC.

MEANWHILE, Caes told **TD** the Australian market is showing signs of "robust growth", fueled by the positive exchange rate which is now at parity with the US Dollar.

Other new Tauck products in 2011 include exclusive charters of the *ms Treasure* for a European River Cruising program.

Caes also said Tauck's two-year old 'Culturious' product continues to expand its offering, with four new itineraries being added this year, in France, Italy and South Africa/Namibia.

The Tauck executive told **TD** that the Asia/Australia region would be considered as future destinations for the program "in the next couple of years."

Tauck is represented in Australia by Travel the World.

A&K zebra walking

ABERCROMBIE and Kent is offering \$2600 off its six night walking safaris at the Sanctuary Zebra Plains in Zambia, now priced from \$5380 per couple.

HWT Kings explore WA's SW



AAT Kings hosted a two day conference for Harvey World Travel late last month.

The Western Australian Managers (above) were lucky

enough to experience a bit of the south west coast.

Pictured above from left are: Clare Robertson, David van der Meer, Nick Missikos, Judy Gurney, Kimberly Bentley, Karen Way, Keeley Morehead, Annette Porter, Florence Vave-Bennett, Jacquie Dean, Graham Guelfi, Shane Edwards, Colin Rourke, Katrina Katich, Michael Beros, Janet Missikos, Julie Wheelhouse, Kelley Matson, Kim Suter, Angie Jerdee, Chris Thistlethwaite, James Brodie, David Rivers and Matt Sapsed.

Gympie Rattler back

QUEENSLAND'S Valley Rattler rail service has returned to its regular train schedule following Jan's major floods.

The service, which operates through the Mary Valley is one of the Sunshine Coast's Top 5 tourist attractions.

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For more information, or to apply for this role please visit the HRG Australia website at www.hrgworldwide.com/au.

Applications close Wednesday 9 March 2011

Tucan Russia comp

TUCAN Travel is offering 10% off tours of Eastern Europe and Russia for Mar/Apr bookings, with the top selling agent winning a flight inclusive trip to Russia.

WIN A 'RANGO' FAMILY PASS



Travel Daily has teamed up with Best Western and Paramount Pictures this week and is giving 5 lucky readers the chance to win a family movie pass (two adults & two children) to see *Rango*, valued at \$58.

Johnny Depp is Rango – a lonely chameleon on a journey to the Mojave desert and the town of Dirt. Only at the movies March 10.

For your chance to win one of five family passes, simply be the first person to send through a correct answer to the daily question below to:

rangocomp@traveldaily.com.au
What is the name of the town Rango finds himself in?

Hint! Visit Rango.com.au

Congratulations to yesterday's lucky winner, Ange Middleton from Virgin Blue.

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Trafalgar sales up 20%

TRAFALGAR has reported a 20% year-on-year rise in sales for its First Class and CostSaver Regional Europe holidays for the first two months of the year.

The tour operator said France, Spain, Morocco and Portugal itineraries are up 30% on 2010, while Regional tours have been boosted by 200% due its 'Take Off to Europe' air/land deals.

Ramada comp winner

CONGRATS to Anthony Hunter of TAA Travel Service for being named as the winner of a trip for two Vanuatu, courtesy of Ramada Resort Breakas Beach and Air Vanuatu, as featured exclusively in *Travel Daily* last week.

Hunter answered each question correctly and was chosen for his creative poem to the question, 'What are you thinking about when sitting by the pool of the Ramada Resort Breakas Beach Vanuatu'.

His winning response was:
*Ramada is awesome,
Ramada is cool,
Love sipping cocktails next to this pool.
Got here safely,
In style too,
All because I flew,
Air Vanuatu!!".*

Transaero to LAX

RUSSIAN carrier Transaero is seeking permission to commence twice-weekly services between Moscow and Los Angeles using triple-class Boeing 747 or 777 aircraft, from as early as Jul.

Transaero, which once operated services to Sydney via Hong Kong, already has rights to fly into the US gateways of New York City and Miami, from Moscow Domodedovo Int'l Airport.

Bunnik Tours returns to Egypt

AUSTRALIAN operator Bunnik Tours says it's ready to return to Egypt after weeks of political unrest in the country which led the company to postponing all itineraries in their program.

Speaking to *Travel Daily* in Sydney yesterday, Adelaide-based md Dennis Bunnik said Bunnik's Egypt tours will recommence on 15 Mar, following reassurance from local operators and the re-opening of tourist attractions.

"Egypt is in our heart and we're not going to abandon it", said Dennis Bunnik.

The company relies heavily on support from its local Egyptian "family-like" operators that look after their 120 group departures each year, and says these operators are keen for tourists to return.

As Bunnik Tours heads towards the end of the high season for travel into the region, it says its upcoming tours are 80% full.

Passengers booked on tours to Egypt are being reassured by the company that it is safe to return, whilst Bunnik Tours founder, Marion Bunnik will also travel with the first group to Egypt,



posting regular blogs on the company's website.

Dennis Bunnik is one of the guest speakers at this year's Eastern Mediterranean Tourism Association roadshows currently being held in Melbourne, Sydney, the Sunshine Coast and Brisbane, reporting on his recent visit to Egypt to assist his own clients and other Aussie travellers (*TD* 31 Jan).

"I think Egypt will bounce back strong, so it's a big opportunity for the travel industry to get behind the destination", he said.

Dennis is pictured above (right) with recently appointed national sales manager, Craig Owens.

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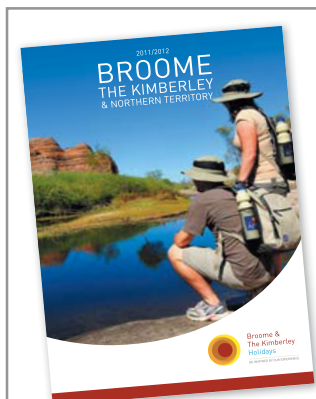
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KUMUKA is offering an 11 day 'Fancy Famil' to China to its top 10 Tailor Made consultants. To qualify agents need to sell AU\$50k from 01 Feb-31 Jan 2012.

Mirvac launches loyalty push

MIRVAC Hotels & Resorts has announced a new "experience-based rewards program" in conjunction with its fellow Global Hotel Alliance member brands. The unique GHA Discovery scheme covers the group's 12 brands and almost 300 properties globally, and allows members to "turn a business trip or weekend getaway into a one-of-a-kind adventure".

Activities are based on guest membership levels, and range from a private Aboriginal Art tour in Sydney right through to a helicopter tour over the Los Angeles skyline or a private cruise along the Potomac in a former Presidential yacht.

Mirvac ceo Stephen Burt said the program "will allow our guests to receive enhanced service and recognition, and provide peace of mind by helping them select accommodation that meets the service standards they are accustomed to receiving with Mirvac, while also enjoying unique access to incredible local experiences".

GHA members currently include Anantara, Doyle, First, Kempinski, Leela, Marco Polo, Omni, Pan

Pacific, Parkroyal, Shaza and Tivoli hotels in addition to Mirvac, with guests able to book reservations across the group at gha.com.

Guests achieve either Gold (1-9 nights), Platinum (10-29 nights) or Black (30 or more nights) membership levels, with a Local Experience customised to each category on offer when they meet the stay criteria.

Each membership level also offers bonuses such as upgrades, complimentary newspapers, internet access and early or late check-in.

More info at ghadiscovery.com.

SYD rail cut push

SYDNEY Airport is urging the NSW state government to remove the "station access fees" for the SYD domestic and international train stations, after Premier Kristina Keneally - facing an imminent election - lowered the costs for other stations on the same line (which happen to be in her electorate).

The outrageous fees mean arriving passengers are slugged about \$12 extra for a one way rail fare from the city to the airport.



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.

Cox and Kings Australia has announced the appointment of **Jana Doebbert** as its new marketing coordinator for Tempo Holidays. **Sash Petrovski** will hold the same role for Bentours.

Glenn Barrington has accepted the position of Sales Manager, NSW and ACT for **Busabout, Haggis and Shamrock**. Barrington's role will include developing relationships with travel partners as well as sales calls, and product training.

Garuda Indonesia has appointed **Ibu Fairus Safira** as its new Airport Manager in Perth. Fairus' most recent role was a Station Operations Manager at Cengkareng International Airport.

Zina Zhang has taken up the role of PR Manager at **Travelport** in the Asia-Pacific region. She was formerly with Double Edge PR.

DriveAway Holidays has welcomed **Sandra Fleming** to the role of Pricing and Product Manager. Fleming has held senior roles within Flight Centre Ltd including National Expos Coordinator, Product Manager, Training Manager and Air Product Manager.

Mark Jensen has returned to **Lizard Island** to take up the position of Executive Chef. Jensen plans to adopt menus that offer the best contemporary Australian cuisine available.

Westgate Ports announced this week that **Anthony Comino** will take up the position of Sales and Marketing Manager.

Vilma Romedatti has taken up a new position as WA Leisure Sales Manager for **Strategic Airlines**.

Lauren Penfold has accepted an Auckland-based role with **Tourism New Zealand** as a Senior Media Advisor within the international PR team. She moves from her current role with the Australian office of the Abu Dhabi Tourism Authority in Sydney.

AirAsia X has announced the appointment of former Malaysian Minister for International Trade and Industry **Y.B. Tan Sri Rafidah Aziz** as its new non-executive independent chairman.

AM US route increase

AEROMEXICO is looking to expand services into the US, with the carrier filing with US authorities for five new routes.

AM wants to begin flights between Guadalajara and Fresno, Sacramento and San Francisco, & from Moreila to San Francisco and Chicago, effective 01 Apr.

VA fuel surcharge

V AUSTRALIA's fuel surcharge increase of \$30 on flights to Los Angeles to \$115 per sector, which was announced mid last month (**TD 17 Feb**), was made a week before ceo John Borghetti said surcharges would not be raised again anytime soon, contrary to other erroneous reports.



Network Support Coordinator – Sydney

Harvey World Travel (HWT) is one of the longest established retail travel agency groups in Australia celebrating its 60th birthday in 2011. We operate a national franchise network of close to 300 agencies across Australia coupled with representation in New Zealand and South Africa.

We currently have an exciting opportunity available to join our Franchise Support team in the corporate North Sydney office. In this position you will be responsible for providing senior administrative support to our franchisees and the HWT management team.

To be successful in this position you will need excellent communication skills, an eye for detail and be team player. You must have previous administration experience and excellent skills in the Microsoft Office Suite.

To apply for this position and learn more about HWT career path opportunities, send your CV to careers@stellatravel.com.au



Retail Travel Consultant

Jetset Horsham is looking for an experienced retail leisure/corporate consultant to join our team.

- Modern spacious offices
- Relaxed living in a growing regional centre in Western Victoria
- Strong repeat clientele
- Well established agency with strong focus on customer service

Contact Anne Taylor, Managing Director by email – anne@jetsethorsham.com.au

Industry backs Grantham



ABOVE: Grantham in the Lockyer Valley has had \$20,000 raised for the flood affected community after a charity golf day was arranged at the Carbrook Golf Club near Brisbane.

An idea by Travel the World's Sharon Hando became a reality when a committee including Danny Roche, Jetset Travelworld; Kim Tomlinson, Travelscene American Express; and Peter Balmer, Australian Pacific Tours formed, and got the support of the travel industry.

144 players and 18 sponsored holes became the hottest event on the calendar last week with

Venture Europe boost

VENTURE Holidays has added small coach touring in France and apartment accom in London and Paris in its just released 68-page Europe 2011-2012 brochure.

major prize winner, Kelly McDonald winning two return tickets to London on Korean Air.

Pictured is Peter Balmer (right) with the days winning team.

QH agent incentive

QANTAS Holidays and South Australia Tourism Commission is offering one lucky travel agent the chance to win an indulgent South Australia holiday for two.

To enter, agents need to book and deposit any SA package from 01-31 Mar worth a minimum of \$500, for travel between 01 Apr - 30 Jun 2011.

Jetset Travel

Know the world we know

Jetset Dingley Village & Wedding Destinations

We are looking for a highly experienced full time travel consultant with an interest in destination weddings.

- Minimum 3 years in the travel industry
- Galileo & Crosscheck preferred
- Passion for destination wedding travel

Please apply via our Seek Advertisement:

<http://www.seek.com.au/Job/full-time-travel-consultant/in/melbourne-bayside-south-eastern-suburbs/19174616>

PH: 03 9551 8955 E: karan@jetsetdingley.com

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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WIN A TRIP FOR TWO TO TAHITI

GET A BUNGALOW

She lost her key...

Marni Whittington of Jetset Rose Bay NSW sent in the following entry yesterday:

Title: *Island of Love*

Tagline: *Falling coconuts couldn't keep him from her*

...he had a suite solution

Le MERIDIEN

Tahiti Travel Connection & Travel Daily are giving travel consultant readers the chance to win a trip of a lifetime to Tahiti & Bora Bora! On this 7 night trip you will be staying at the gorgeous and newly-renovated Le Meridien resorts.

To enter, you need to come up with a title and tag line for this imaginary Tahiti-based romance novel. Keep it short and snappy (see our example above) and the most creative entry will win this dream holiday.

Email your entries to: tahiticomp@traveldaily.com.au

Click here for competition terms & conditions.



Choice Europe growth

CHOICE Hotels International says it opened 40 new properties in Europe in 2010, with its biggest growth in France with 25 new hotels introduced.

16 Comfort, eight Quality and one Clarion hotel joined the network in France, along with additions in Italy, Germany, Norway and the Czech Republic.

Star Flyer to UK

STAR Clippers will operate the 170-pax square rigger tall ship, *Star Flyer*, from the UK for the first time ever in 2012.

The vessel will sail the cruise line's first season to the Baltic sea, visiting Oslo, Stockholm and Copenhagen.

SAA ups Kenya route

SOUTH African Airways has begun using Airbus A340-200 and A340-300 jets between Johannesburg and Nairobi Kenya, increasing the route by an extra 584 seats per week.

The route was previously serviced by Airbus A319s and Boeing 737-800 aircraft.

Kids Adventure pass

NSW primary school children are being offered free entry to 71 venues across Sydney and Regional NSW with the Kids Adventure Passport.

It's valid through until 26 Apr at both city and regional galleries, museums and attractions.

See kidspassport.nsw.gov.au.

Find a role that actually fits you...

Get a new job with TMS



Hot Jobs (Australia) - February 2011

Sydney - 02 9231 6444 - nswjobs@tmsap.com
Melbourne - 03 9602 1809 - vicjobs@tmsap.com
Brisbane - 07 3221 9916 - qldjobs@tmsap.com

Adelaide & Perth - 02 9231 6444 - sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions - 02 9231 6444 - sally@tmsap.com

Temp or Contract Executive - Alex and Sharon - Sally Frape

JOB OF THE WEEK!



Sales Executive WA

- Are you currently in a Sales Rep role within travel industry?
- Do you have retail travel background?

Our client is a global travel technology company looking for a talented sales professional to join their growing team in Western Australia.

You will have solid experience in retail travel industry in a Sales Representative role and knowledge of Amadeus.

You will be highly proactive, dynamic and motivated. In return, our client offers career opportunities, great salary and other benefits.

Contact Anna Wachowiak T: 02 9231 6444
E: annaw@tmsap.com or [apply online now!](#)



BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN

Support Services Executive - Sydney

- Travel Technology Company
- Make the switch from consulting

Our client, a Global Travel Technology Company is seeking a Support Services Executive. You will be responsible for the resolution of customer application support queries via help desk calls and email. You will provide daily support and assistance to customers in Australia. The objective is to achieve a high level of customer service while finding fault resolutions within established processes and procedures. This is a great opportunity for somebody wanting to work within travel technology. It would suit a travel consultant / wholesale reservations consultant who is looking at entering the world of Travel Technology, or somebody working in a similar role.

Contact Stacy Balderston T: 03 96021809 E: stacy@tmsap.com

Partnerships and Media Sales Manager. SYD

- Global Travel Technology Company
- Based in their Sydney office
- Report into to Media Sales Director

Our client, a Global leader in Travel Technology is currently looking for a Partnership and Media Sales Manager. You will represent and sell media and advertising products to the Australia market. You will be proactively prospecting and qualifying existing and potential new advertising accounts. Pitch for new partnerships and the creative, execution and review of campaigns aimed at growing transactions and media sales. To be successful in this role you will need at least 3 to 5 yrs relevant experience in online advertising sales. You will have exposure to online marketing plans and campaigns from conception to delivery. You will have a strong sales advertising sales track record. This is a fantastic opportunity for an experienced online advertising sales professional, looking for a rewarding and challenging career with this leader in travel technology.

Contact Sally Frape T: 02 9231 6444 E: sally@tmsap.com

Retail Travel Consultant - Perth

- No more face to face consulting
- Solid base + commission + super

This successful and well established online travel company is looking for experienced International travel consultants who can contribute to their growth. To be considered for the role you must have experience in Retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. This role in a fast paced call centre environment will earn you a solid retainer with unlimited earning potential.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or [apply online now!](#)

Business Development Executive- Sydney

- A genuine market leader
- Get on board and take your career to the next level!

This is a role responsible for generating sales for this highly acclaimed travel company. You will have the ability to establish and maintain relationships with customers across multiple channels and you will be responsible for identifying new customers. This position plays a key role in achieving annual revenue targets by generating sales leads, developing proposals and closing deals. If you have a background in business development in travel technology or corporate travel this is the role for you.

Contact Stacy Balderston T: 03 96021809 E: stacy@tmsap.com or [apply online now!](#)



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THE ONLY TEAM YOU NEED, FOR THE BEST EXECUTIVE ROLES IN TRAVEL

LEAD THIS ORGANISATION IN TO THE FUTURE MANAGING DIRECTOR – INSPIRE AND DELIVER SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with passion for the travel industry, strong negotiation & relationship skills and the ability to be an energetic & inspirational leader. Your background will include executive level marketing & sales management inclusive of experience in the digital world.

STEP UP TO THE PLATE WITH A GROWING BRAND GENERAL MANAGER INTERNATIONAL PRODUCT MELBOURNE – EXECUTIVE SALARY PACKAGE NEGOTIABLE

Move to Melbourne and be part of the Executive Team of this large travel operator. You will have a high level commercial acumen and have had extensive dealings with international product development, profitability, cost & margin control and competitor analysis with a proven track record of sustaining and delivering profits while managing your team. Join a company that is experiencing exciting growth.

RIDE THE WAVE OF GROWTH, EARN THE REWARDS CORPORATE SALES MANAGER SYDNEY / PERTH – SALARY PACKAGES OTE \$100K ++

Work on the cutting edge of corporate travel and join a global company that is expanding. If you can build rapport, articulate your sales methods and ability to close the sale, and you're motivated by joining a company that will reward & recognize you for your achievements, this position will put you on the front line of travel technology and in the front seat to reap the rewards from growth. A brilliant salary package is available.

ACCOUNT MANAGERS - IT'S TIME TO PARTY CORPORATE ACCOUNT MANAGERS SYDNEY/BRISBANE/MELBOURNE – TOP SALARY PACKAGES

If you're a senior corporate Account Manager with expertise and confidence in managing high profile, high volume accounts whilst leading a team, you really should consider making a move. You must be tech-savvy and have advanced numerical skills with the ability to consolidate complex data into clear information to the clients. Currently there are several roles available so be quick to have a choice.

THE VITAL INGREDIENT IS YOU! HEAD OF ACCOUNT MANAGEMENT MELB or SYD – SAL PKG COMMENSERATE WITH EXPERIENCE

With your knowledge of account management this is your chance to prove why you have what it takes to step up into a senior leadership role. Overseeing the national account management team your role will be responsible for both leadership and the management of top tier clients. Your strategic ability to find solutions and deliver support will be evident in your extensive CRM exposure.

ON THE ROAD WITH A FLARE FOR THE UNUSUAL SALES & PROMOTIONS EXECUTIVE SYDNEY – SALARY PACKAGE TO \$55K + car + phone/laptop

Do you have the ability to work autonomously, manage a call pattern on the road, speak confidently in front of groups of people, and build relationships? This is genuinely a role that is very different from your normal Travel Sales role – we are looking for someone with sales experience plus first hand travel experience in North America & China. Some education/teaching experience would be highly regarded.

REDUCE YOUR HOURS – PART TIME BUSINESS DEVELOPMENT – LEISURE SALES PERTH (PART TIME) - SALARY PKG PRO RATA

Love being on the road but not keen on the full time hours again? This sales role gives you the flexibility of working 3 days a week on the road allowing you time to pursue your other interests. You will have a great personality, be on the ball in terms of building relationships and understanding how to increase sales in your area. This role will include weekend work as required which will be paid additional.

MOVE NORTH TO MANAGE A KEY ACCOUNT SENIOR CORPORATE ACCOUNT MANAGER BRISBANE – SALARY PACKAGE HIGHLY NEGOTIABLE

Step into this meaty role managing a large key account with your strong skills in client relations, analysis, negotiation and service delivery. You will be experienced in high level relationship management to ensure retention and future growth from within. This super role comes with a senior level salary for your expertise which will need to include TMC account management of large market clients.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

Kathryn Heberton
VIC, SA, WA
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



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Your Invitation

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**ATTEND THE
EVENT FOR YOUR
CHANCE TO
WIN
A HOLIDAY IN
SWITZERLAND**



The Opportunity to taste *Swiss Wine, Chocolate and Cheese* plus the chance to WIN loads of prizes including 'A Holiday in Switzerland', and pick up some goodies!

CLICK HERE TO RSVP

March 21	Sydney (Mercure)
March 22	Perth (Mercure)
March 24	Melbourne (Mercure)

*All events are from 6pm to 9pm. (except Sydney which starts at 6.30pm)

Presenting Partners



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