

JANUARY 2009

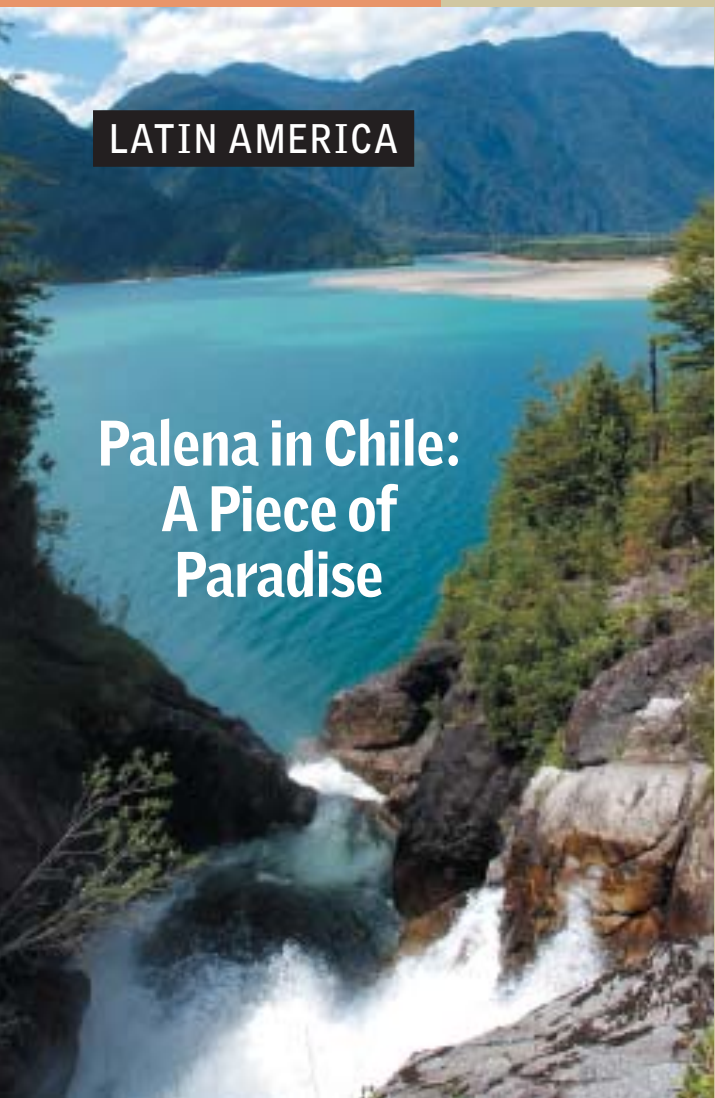
Travel World

The Magazine for Destination Travel Specialists

NEWS[®]

LATIN AMERICA

**Palena in Chile:
A Piece of
Paradise**



ASIA PACIFIC

**Goway Packages Australia's
Award-winning Tasmania**



NORTH AMERICA

**Alaska!
49th State Celebrates
50th Birthday**



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Uniquely Mexican
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Travel World NEWS[®]

The Magazine for Destination Travel Specialists

JANUARY 2009

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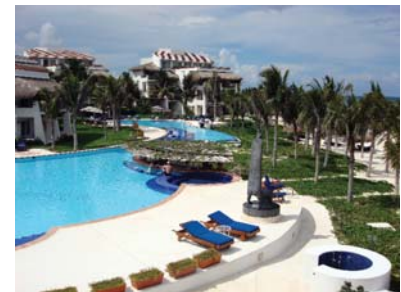
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ATTENDANCE UP AT WORLD TRAVEL MARKET 2008



World Travel Market's figures are showing a 12-percent increase in visitors in 2008, with total participants at an unprecedented 50,246, up four percent. Trade delegate attendance climbed to 26,498, compared to 23,722 in 2007. There was also a four-percent increase in exhibiting companies to 5,631.

"This was a phenomenal result, exceeding expectations," said Fiona Jeffery, chairman of World Travel Market. "It demonstrated that in these tough times for the industry, it is absolutely necessary for senior and middle management to come together, not only to conduct business and identify new contacts and markets, but also to discuss, debate and address the many challenges that lie ahead."

The Ministers' Summit, hosted by World Travel Market, brought together the largest number of tourism ministers anywhere in the world and examined how best to respond to the economic downturn without losing sight of priorities such as climate change and poverty reduction. "It's a measure of World Travel Market's role in helping to lead the international industry that it was once again chosen as the backdrop for such an important occasion", said Jeffery. "The outcome of these summit discussions will penetrate government thinking and policy for the tourism industry in years to come."

Some of the world's foremost economic brains came together for the prestigious WTM Global Economic Forum when senior management were helped with business planning for 2010 and 2011. Jean-Claude Baumgarten, President of World Travel and Tourism Council, issued a plea to governments: "Don't overcharge, overtax, surcharge. On the contrary, let this industry help you to restart your economies."

Outside of World Travel Market, World Responsible Tourism Day, November 12, was marked by worldwide press conferences, product launches, picnics, a community fair and even a charity run. "Its aim is a simple one," said Jeffery. "We want to encourage every travel company, operator, hotel and destination to take real action and show consumers that we not only care about the sustainability of Planet Earth but also the communities that are so often negatively affected by mass tourism. Making tourism responsible is one of the single biggest challenges that the industry faces today."

World Trade Market, www.wtmlondon.com

TAS TOURISM EXPERTS EXPLORE WAYS OF WORKING WITH AIRPORTS AND AIRLINES

Up to 100 world tourism and air service experts gathered in the Kuala Lumpur Convention Centre recently to attend TAS, The inaugural Tourism & Air Services Summit—a topical summit focusing on the three-way relationship between national tourism organizations, airlines and airports and their involvement in air service development.

Launched by Routes in collaboration with the Pacific Asia Travel Association (PATA) and sponsored by Tourism Malaysia, TAS is the first conference dedicated specifically to the vital link between air services and tourist development.

The successful summit was characterized by presentations and intense discussions evolving around such topics as 'Tourism destinations created by air services,' 'Destinations at greater risk from high oil prices' and 'What airlines want to know from tourism authorities.'

"The inaugural Annual Tourism & Air Services Summit could not have come at a better time, as we look to an uncertain future in our industry," said Janice Antonson, Chairman, PATA Board of Directors. "Bringing together the leaders of aviation and tourism at this critical time gives us the opportunity to share ideas and together form solutions to the issues we all face."

Introduced by Antonson and Peter Semone, Vice President of Tourism Development at RDG, speakers included: Jon Woolf, Principal Consultant, Airport Strategy and Marketing; Mohamed Sallauddin Mat Sah, General Manager Marketing, Malaysia Airports; Anita Mehra Houmayoun, Vice President Marketing and Corporate Communications, Dubai Airports; Professor Callum Thomas, Centre for Aviation and the Environment, Manchester Metropolitan University; John Grant, Managing Director, Airport Strategy and Marketing; and Shaun Monnery, Director of Astraesus.

The inaugural TAS event was co-located with Routes—The 14th World Route Development Forum. Routes is the world's largest gathering of airlines, airports and suppliers, and the annual assembly of airline destination planners as well.

TAS will be held annually, with the second summit planned to take place alongside Routes Regional Americas 2009 in Cancun, Mexico February 15–17.

The Route Development Group (RDG), www.routedevgroup.com

INDUSTRY EVENTS

EIBTM BREAKS ALL RECORDS FOR HOSTED BUYERS AND ATTENDANCE

Last year's EIBTM was confirmed by Paul Kennedy, MBE, Group Exhibition Director, Reed Travel Exhibitions Meetings and Incentive Events as the 'biggest ever.' Unaudited figures showed the event attracted a record number of hosted buyers—3,711, up 12 percent on the previous year; 51,000 pre-scheduled meetings were organized over the three-day event—up over 11,000, and total attendance is expected to



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top the 8,000 mark, a six-percent increase over 2007.

EIBTM is ABC-audited every year to guarantee that the number of visitors promoted is completely accurate and are unique attendees only.

Paul Kennedy commented: "The record figures show not only how resilient the meetings market is in challenging times but the reputation EIBTM has as the place to do business. It certainly seemed that more actual business was being transacted on the show floor than ever before."

The buzz around the show highlighted the enormous amount of business generated at the event.

Peter Bull, Saleslink Marketing Portugal, said "We had 290 pre-scheduled appointments in three days. We haven't stopped. On Wednesday we had 14 signed specific group enquiries."

Tereza Zarogianni, Eventit Greece, declared "It's been fantastic business—no recession here; at least not here at EIBTM."

Hosted Buyer Dicky Riel, General Manager A La Carte International, claimed it to be "the most fantastic EIBTM event so far. I am very positive and did all my appointments plus twenty more."

Suzan Tosunlar, Director of Brand Services, Swissotel commented: "A very good show, we received lots of good requests; it was far better than expected."

EIBTM 2009 will take place again in Barcelona, December 1–3.

EIBTM, www.eibtm.com;
 Reed Travel Exhibitions,
www.reedtravelexhibitions.com

DISCOVER AMERICA PAVILIONS MAJOR BUSINESS DRAW AT BRAZIL'S ABAV



Identifying Brazil as a rapidly growing market, the Travel Industry Association (TIA) has included ABAV, the leading travel and tourism event in Brazil, in its Discover America Pavilion Program. Discover America Pavilions, organized by B-FOR International, brand, position, and promote the United States in high-priority inbound markets as the world's premier travel destination. The first-ever Discover America Pavilion was presented to the Brazilian travel trade at ABAV 2008 in Rio de Janeiro, in October of last year. With over 40 U.S. exhibitors, the Discover America Pavilion became the largest international presence at ABAV, receiving much media and trade attention, with destinations like Florida, Las Vegas, New York and Texas reporting massive interest and positive business results. Other exhibitors included U.S. airlines, hotels, attractions, car and RV rental companies, shopping malls and tour operators.

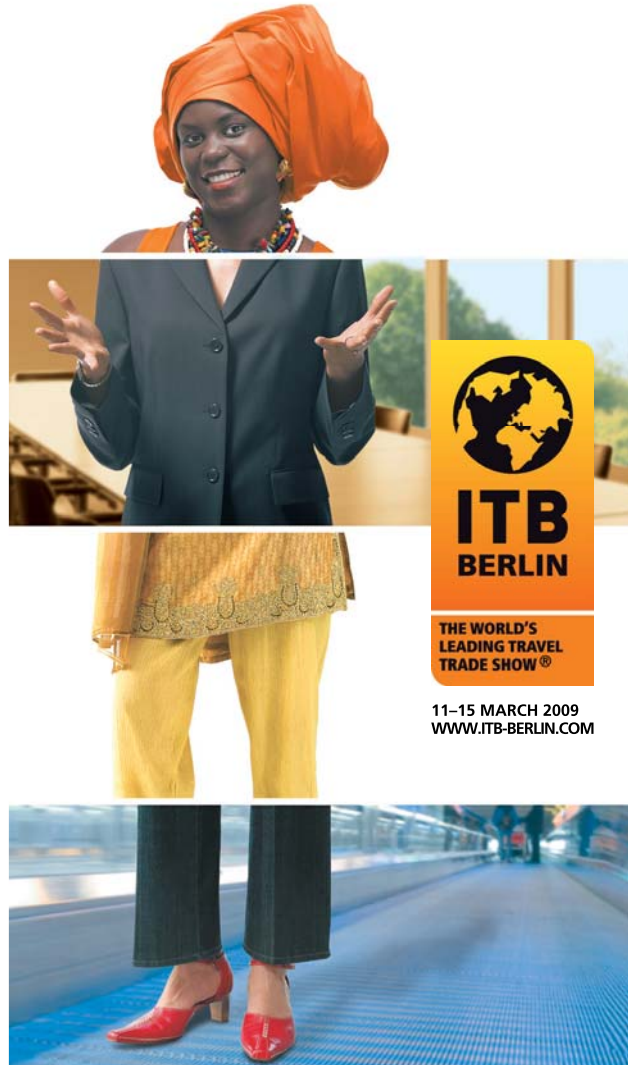
ABAV 2009 will take place in Rio de Janeiro October 21-23.
 Discover America Pavilion Program,
www.discoveramericapavilion.travel
 B-FOR International, bbieneck@exhibitpro.com, www.b-for.com

SPAFINDER TEAMS UP WITH THE INTERNATIONAL SPA SHOW—LONDON

Organizers of the International Spa Show in London for March announced a cooperative agreement with SpaFinder, the award-winning spa media, marketing and gifting company. The UK's premier event dedicated to spa industry and spa tourism will be held at one of the most established and prestigious London venues, Olympia National Hall, March 20–22, 2009.

International Spa Show—London Event Director Stanislava Blagoeva, welcoming the liaison, comments "SpaFinder is a very well-known and respected brand in the spa community and makes a perfect partner for us." SpaFinder promotes well-being experiences through vertical search, its new online magazine, SpaFinder Lifestyle, an annual spa directory, reservation technology and gift programs, and, like International Spa Show, aims to stimulate industry growth by connecting consumers and providers. International Spa Show, slava.blagoeva@eme-uk.com, www.spashow.co.uk; SpaFinder, www.spafinder.com

Where Global Business Happens.



ITB Berlin is the driving force in the global travel industry. This is where business transactions and developments valued at € 5 billion took place last year. The annual event attracts key players from all segments of the travel value chain.

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'POWER' SPEAKERS LINE UP FOR VACATION.COM'S 2009 CONFERENCE

Leading North America travel services marketing organization Vacation.com® will feature four "power" speakers at their 11th International Conference & Trade Show June 17-20, 2009, at Caesars Palace in Las Vegas.

Making their debut at the conference will be Mark McMullen, CTC, PLS1, Executive Vice President of The Integer Group with more than 29 years' advertising, sales and marketing experience, and Stuart Ellis-Myers, internationally-known speaker on communication leadership, sales and customer relationship management practices.

Crowd favorites Mike Marchev, a motivating business speaker and trainer who specializes in sales, marketing and customer service, and Nolan W. Burris, President and "Chief Vision-er" of Visionistics Enterprises, will be returning again for appearances.

"Last year at Conference we received a 97.6-percent approval rating from a record 1,400 attendees," said Lauraday Kelley, Vacation.com's vice president of Conference and Corporate Communications. "This year—with these exceptional speakers on-board—I expect both the rating and the attendance to rise. These four men will inspire our members to rethink and reconfigure their current sales approach."

The speakers will cover subjects including the principles of effective sales closing, the advantages of blogging and online social networking, turning rejection into revenue, and the importance of becoming a trusted travel advisor.

Each will present two sessions on June 19—"Super Conference Friday," action-packed with a supplier breakfast session, a session featuring a CEO panel moderated by Travel Weekly editor-in-chief Arnie Weissmann, the Power of the Partnership awards ceremony, entertainment and more.

"This is my 11th Conference with Vacation.com, and I've never seen a day filled with so many highly-anticipated events," confirms Kelley. "This Friday, the last full day at Conference, will be one for the ages."

The power sessions are part of an education schedule that includes more than 100 hours of classes and hands-on training, a new curriculum featuring a wide range of courses for agents at every skill level, enhanced Preferred Supplier and Destination sessions, and dedicated education tracks.

U.S. members receive one complimentary registration per agency as part of their annual membership fee. Members may register online for the conference and show.

Vacation.com is a subsidiary of Amadeus IT Group, SA, with headquarters in Alexandria, VA.

Vacation.com, 800-843-0733, vacation.com, www.agentnet.com

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CALENDAR OF EVENTS - 2009

DATE	EVENT	LOCATION	CONTACT
FEBRUARY			
5-8	HolidayWorld	Prague, Czech Republic	www.holidayworld.cz
6-8	NY Times Travel Show	New York City, NY	www.nytravelshow.com
14-15	Adventures in Travel Expo	Los Angeles, CA	www.adventureexpo.com
17-18	AIME	Melbourne, Australia	www.aime.com.au
19-20	US-Africa Seminar	Washington, DC	www.africatravelassociation.org
19-22	BIT 2009	Milan, Italy	www.bit.fieramilanoexpocts.it
21-22	Adventures in Travel Expo	Washington D.C.	www.adventureexpo.com
22-24	Jordan Travel Mart	Dead Sea, Jordan	www.jordantravelmart.com
26-Mar 1	IFT	Belgrade, Serbia	www.ift-belgrade.com
26-Mar 1	UTAZAS	Budapest, Hungary	www.utazas.hungexpo.hu
MARCH			
11-15	ITB	Berlin, Germany	www.itb-berlin.com
16-19	Seatrade	Miami Beach, FL	www.cruiseshipping.net
17	Moscow Intl. MICE Forum	Moscow, Russia	www.miceforum.ru
18-21	MITT	Moscow, Russia	www.mitt.ru/en/
19-22	Salon Mondial du Tourisme	Paris, France	www.mondialtourisme.com
19-22	TUR	Gothenburg, Sweden	www.tur.se
20-22	Adventure Travel Show	London, England	www.adventureshow.co.uk
20-22	International Spa Show 2009	London, England	www.spashow.co.uk
25-27	UITT	Kiev, Ukraine	www.uitt-kiev.com
27-29	Toronto's Ultimate Travel Show	Toronto, Canada	www.totravelshow.com
31-Apr 2	GIBTM 2009	Abu Dhabi, UAE	www.gibtm.com
APRIL			
15-16	Cultour	Dusseldorf, Germany	www.cultourfair.com
15-17	IT&CM	Shanghai, China	www.itcmchina.com
22-24	COTTM 2009	Beijing, China	www.cottm.com
23-25	SATTE OPEN WORLD	New Delhi, India	www.satte.org
24-26	Peru Travel Mart	Lima, Peru	www.perutravelmart.com.pe
26-29	Tianguis 2009	Acapulco, Mexico	www.tianguisturistico.com.mx
MAY			
5-8	ATM	Dubai, UAE	www.arabiantravelmarket.com
7-10	SITC	Barcelona, Spain	www.salotourisme.com
9-12	Indaba 2009	Durban, South Africa	www.indaba-southafrica.co.za/default.aspx
10-12	GTM 2009	Rostock, Germany	www.germany-travel-mart.de
13-15	Expotur 2009	San Jose, Costa Rica	www.expotur.travel
15-16	WTTC Global Economic Forum	Florianopolis, Brazil	www.globaltraveltourism.com
16-19	POW WOW 2009	Miami, FL	www.powwowonline.com
17-19	Global Spa Summit 2009	Interlaken, Switzerland	www.globalspasummit.com
18-19	EMIF 2009	Brussels, Belgium	www.emif.ru
19-22	RTD-3	Belize	www.icrtbelize.org
21	LATAM Show 2009	Miami, FL	www.latamshow.com
26-28	IMEX	Frankfurt, Germany	www.imex-frankfurt.com
JUNE			
11-14	ITE 2009	Hong Kong, China	www.itehk.com
15-16	City Break	Gothenburg, Sweden	www.citybreakexpo.com
15-18	Asia Luxury Travel Market	Shanghai, China	www.altm.com.cn/
SEPTEMBER			
8-10	CIBTM	Beijing, China	www.cibtm.travel
9-11	La Cumbre	San Juan, Puerto Rico	www.lacumbre.com
22-25	Top Resa	Paris, France	www.topresa.com
23-25	Travelmart Latin America	Pantagonia, Chile	www.itehk.com
29-Oct 1	The Motivation Show 2009	Chicago, IL	www.motivationshow.com

TO LIST YOUR EVENTS EMAIL: editor@travelworldnews.com • FOR ADDITIONAL EVENTS VISIT: www.travelworldnews.com/calendar

CARINO COLLECTION ADOPTS NEW IDENTITY WITH COMPANYWIDE NAME CHANGE



The CARINO Collection, a sales and customer information company dedicated to assisting independent luxury hotels, has announced a new company name, repositioning and brand identity and image. Effective January 1, 2009, The CARINO Collection will be known as CARINO Hotels & Resorts Worldwide, to reflect the global nature of the company.

The company will also have a new logo to more accurately represent its image, with a new look also for all marketing and advertising, including the website, directory and collateral materials. The new brand will be more in line with the upscale portfolio the company maintains.

"Due to the new business direction and internal growth at CARINO Hotels & Resorts Worldwide, we felt we needed a new "footprint" that more accurately defines not only our portfolio of hotels, but more importantly, the visual tone and functionality of our core business objectives," said Edward Socorro, Vice President, Advertising & Marketing for CARINO.

At the heart of the company's suite of services is SalesConnect 2.0TM, a web-based database of corporate, leisure and group account information.

CARINO Hotels & Resorts Worldwide, www.carinocollection.com

IGLTA AND NTA PARTNER TO INCREASE MEMBER BUSINESS AND BENEFITS

The International Gay & Lesbian Travel Association (IGLTA) and the National Tour Association have formed a cooperative agreement that will bring the two organizations together for a variety of marketing, education and research opportunities. Under the new agreement, IGLTA and NTA will collaborate on research initiatives that will benefit both associations and their memberships. Also built into the agreement are reciprocal visibility and educational opportunities at each association's annual convention.

"We are very excited to partner with an association like NTA that has a great reputation among the tour operator industry," said IGLTA Executive Director John Tanzella. "Tour operators are IGLTA's second largest membership category and we want to support their business. Partnering with NTA gives us an opportunity to reach out to this very important segment of the travel industry."

The agreement was announced at the 2008 NTA Annual Convention, which took place in November in Pittsburgh,

Pennsylvania. The NTA Annual Convention is the premier event for packaged travel professionals. Their annual five-day conference offers a mix of business appointments, professional development and networking events that is a one-stop-shop for buyers and sellers.

IGLTA's 26th Annual Convention will be held May 7-10, 2009, at the Hilton Toronto in downtown Toronto, Canada. Themed "Seek Chic," this year's conference will explore how technology can be used to increase outreach to gay, lesbian, bisexual and transgender travelers—a market that continues to grow despite worldwide economic tightening. The organization's 2008 conference in Las Vegas drew record attendance, bringing together nearly 500 travel industry professionals and media from 25 countries.

NTA (National Tour Association), www.NTAonline.com;
IGLTA (International Gay & Lesbian Travel Association), www.iglta.org/convention, www.iglta.org

AFFLUENT TRAVELER COLLECTION IS NEW MARKETING GROUP FOR LUXURY TRAVEL ADVISORS

The Affluent Traveler Collection has been launched by *The Affluent Traveler* to provide its travel agencies with the buying power, technology, training and marketing expertise to profit in the premium to luxury travel market. "The Affluent Traveler Collection is defining the high-end luxury segment," said Cheryl B. Weldon, CTC, Executive Vice President of The Affluent Traveler Collection. "We're offering upscale niche suppliers the largest return on investment because we're placing their premium and luxury travel products in front of the right target market."

Leading luxury suppliers have demonstrated their full support of the new organization. Jim Baer, Vice President of National Sales Accounts for Cunard Line, commented: "We are very excited to partner with The Affluent Traveler Collection and are confident of the rewarding benefits our agents will receive when they tap into the organization's cutting-edge resources and renowned expertise in the luxury travel market."

An award-winning coffee-table quality magazine, *The Affluent Traveler* is sold at Hudson News, Trofie, and Anderson News newsstands; national bookstores in the U.S. (Barnes & Noble, Border's Books, B. Dalton Booksellers, and Waldenbooks); and available in the first-class lounges of Delta, US Air, United and Continental.

Agencies enjoy additional benefits from the group's comprehensive program of consumer direct mail campaigns, an email marketing program, and worldwide advertising initiatives, which drive traffic to the website and business to the agencies. A leading database marketing tool supports agents to drill down and mine their customer databases for additional business. Whether luxury travelers choose to book their trips online or through their personal Affluent Traveler Collection agent, the commissions always go to the nearest Affluent Traveler Collection agency.

The Affluent Traveler Collection, 877-645-6351,
info@theaffluenttraveler.com, www.theaffluenttraveler.com

WTM CHAIR WINS 'SHINE WOMEN OF THE YEAR 2008' LEADERSHIP AWARD



FIONA JEFFERY

Fiona Jeffery, chairman of World Travel Market has won a prestigious UK award dedicated to women working in the travel industry: the SHINE Women of the Year 2008 Leadership Award.

Jeffery was recognized for her outstanding, approximately 20-year leadership of the World Travel Market. She was also praised for her development of the event into a world-class brand, as well as managing difficult decisions such as the controversial move to ExCeL London in 2002 and its response to 9/11, when much of the global industry was in trauma.

In addition, Jeffery has pioneered key international initiatives such as WTM World Responsible Tourism Day and the founding of water-aid charity Just a Drop ten years ago on behalf of the international travel industry.

The news came right after World Travel Market's announcement recently that it had seen its largest show, with increases of 12 percent in visitors and four-percent in participants.

Since their inception in 2004, the SHINE Awards have recognized the increasingly important role played by women in travel, tourism and hospitality by celebrating their success, professionalism and care.

"I was absolutely delighted to receive the award which is a tribute, not just to me, but the entire World Travel Market team", said Jeffery. "Together we have tried to make World Travel Market new, fresh and exciting every year, but always with the aim of pushing the barriers addressing and tackling industry issues while at the same time helping the industry to expand business opportunities and improve profitability."

Jeffery said she was especially pleased with the success of WTM World Responsible Tourism Day in association with the UNWTO, the first global day of action of its kind, now in its second year. Just a Drop, which has provided clean water to more than 900,000 children and families in 28 countries, attracts support and fundraising from travel companies and individuals worldwide.

World Travel Market, www.wtmlondon.com

LUXE WORLDWIDE HOTELS CHOOSES ED CONWAY OF SEDONA ROUGE HOTEL & SPA 2009 GENERAL MANAGER OF THE YEAR



ED CONWAY

Luxe Worldwide Hotels, a premier representation company whose impressive portfolio includes nearly 250 independently owned and operated hotels in the best locations around the globe, has selected Ed Conway of the Sedona Rouge Hotel & Spa as their 2009 General Manager of the Year. The announcement was made by Efreem Harkham, Luxe Worldwide Hotel's CEO and President at the recent Luxury Travel Expo in Las Vegas.

According to Mr. Harkham, "Ed Conway truly understands every aspect of what it takes to successfully run a luxury hotel. He not only continually strives to provide a level of service and accommodations that are top-notch and offers a unique guest experience, but Ed is also dedicated to sharing the many attributes of the Sedona Rouge Hotel & Spa with travel agents, leisure travelers and group planners through his proactive participation with Luxe Worldwide Hotels sales missions. He consistently communicates and shares ideas with Luxe and his hotel team, he is a PR advocate, a mover and shaker and this shows in the positive feedback we receive from his guests and corporate clients and our travel agents and marketing teams."

Mr. Conway, who has been with the Sedona Rouge Hotel & Spa since March 2004, through its construction and grand opening in June 2005, commented "I am honored and proud to have been selected among the many fine General Managers in the Luxe Hotels family. My success is due to the fine team I have at the hotel and committed owners who want us to be the best hotel in Sedona. We have enjoyed our long relationship with Luxe Worldwide Hotels and their team who have always been there to help us and open the door for us to meet all the best travel agencies and corporate clients."

Worldwide Hotels, 866-LUXE-411 (866-5893-411), www.luxehotels.com

LIBERTY TRAVEL SELECTS PERILLO TOURS AS PREFERRED TOUR PARTNER

Liberty Travel, one of the largest retail travel agencies in the U.S., has selected Perillo Tours, America's largest escorted tour operator to Italy, as its most recent preferred partner for escorted tours. Now clients of Liberty Travel's more than 200 U.S. retail locations will have direct access to all of Perillo's tour offerings including special deals exclusive to Liberty Travel.

"We couldn't be more excited to have been selected as Liberty Travel's most recent preferred partner for escorted tours," says Steve Perillo, the third generation owner of Perillo Tours. "Liberty Travel's 1,000-plus expert travel counselors offer specialized knowledge of destinations around the world and the fact that they now stand behind Perillo's tours really means something."

Liberty has branches in New York, New Jersey, Connecticut, Massachusetts, Maryland, Washington D.C., Virginia, Rhode Island, Illinois, New Hampshire, Pennsylvania, Delaware, Florida, and California.

Liberty Travel, www.libertytravel.com; Perillo Tours, www.PerilloTours.com

LEADING TRAVEL COMPANIES CONSERVATION FOUNDATION SUPPORTS WTTC'S TOURISM FOR TOMORROW AWARDS

The Leading Travel Companies Conservation Foundation has announced it will be a co-sponsor of the Tourism for Tomorrow Awards 2009 as part of its inaugural grant program, which aims to foster sustainability in the tourism industry. The Foundation's sponsorship will encourage best practice among tourism operators and help raise awareness of the environmental and cultural challenges faced by destinations and communities. The Tourism for Tomorrow Awards is an initiative of the World Travel & Tourism Council (WTTC) and rewards best practice in sustainable tourism across the world.

Susann Kruegel, WTTC's Manager of the Tourism for Tomorrow Awards, says "The Foundation's support of the Tourism for Tomorrow Awards is recognition that destinations and businesses are increasingly investing in the well-being of local people and are helping to safeguard the cultural and natural heritage of our planet. Through positive initiatives such as this, travel and tourism has the potential to improve quality of life, protect the environment and support cultural diversity."

Other projects announced in the first round of funding include sustainable tourism research and restoration in Venice, protecting Brazil's Atlantic Forest with Conservation International, and wildlife research camps in Northern Botswana. Two others are forthcoming, yet to be announced.

The Leading Travel Companies Conservation Foundation has committed to contributing a million dollars every year to projects around the world based on their ability to foster sustainable tourism, through the conservation and protection of the environment, wildlife and cultural heritage sites.

The Leading Travel Companies Conservation Foundation was established in 2008 to make a positive contribution to conservation and sustainability and is supported by Trafalgar Tours, Insight Vacations, Brendan Worldwide Vacations, Contiki Holidays and AAT Kings and Grand European Tours.

Leading Travel Companies Conservation Foundation, www.tlfc.com/foundation/;

World Travel & Tourism Council, www.wttc.org/

ABERCROMBIE & KENT WINS 'WORLD'S LEADING LUXURY TOUR OPERATOR' AWARD

Abercrombie & Kent was voted "World's Leading Luxury Tour Operator" by 167,000 travel professionals representing 200 different countries at the World Travel Awards' 'red carpet' event recently at the Beaches Turks & Caicos Resort Villages & Spa, Providenciales, Turks & Caicos. Winners were judged on their ability to understand visitor needs and expectations; maximize business performance; value personnel; undertake enterprising product expansion and development; foster innovation and creativity, as well as work together as a team externally and internally.

"With the dramatic changes sweeping the travel industry, it is an honor to be singled out for our uncompromising standards, high level of personal service and attention to detail," said Scott Wiseman, president of Abercrombie & Kent, Inc. "Travel agents recognize the difference that our 62 offices around the world make in guaranteeing the quality of their client experience; they appreciate the peace of mind that comes from having everything professionally prearranged and reserved, with an English-speaking guide meeting guests at each ship, train or plane."

Established in 1993 to acknowledge and celebrate excellence in the travel and tourism industry, the World Travel Awards represent one of the highest accolades a travel company can receive.

World Travel Awards, www.worldtravelawards.com

TRAVCOA TRAVELERS RAISE \$1.25 MILLION FOR DISABLED VETERANS

Thanks to some good-hearted Travcoa travelers, the luxury travel company was a part of an event that raised \$1.25 million for disabled veterans returning from battlefields in Iran and Afghanistan. Over 300 people attended the gala on November 9. Retired Maj. Gen. Gale S. Pollock gave the keynote address, and Vets Helping Today's Returning Heroes honored retired United States Air Force Col. George "Bud" Day with a Liberty Award. Vets Helping Today's Returning Heroes hosted the inaugural Your Gift for Life Celebrity Golf Classic and Gala in Palm Beach, Florida, last November. The charity organization was co-founded by Travcoa traveler Jerry Kramer; Mel Lechner, a traveler as well, serves as treasurer. Vets Helping Today's Returning Heroes provides professionally-trained service dogs to disabled veterans through its Gift for Life program.

At the event, the charity presented America's Vet Dogs with a check for \$1.25 million to fund the procurement and training of service dogs for veterans. Travcoa Vice President of Sales and Business Development, Perry Lungmus, auctioned a 12-day trip for two, "The Nile Revealed," to raise additional funds. "It was a great honor to talk to returning heroes at this event and to hear about a cause that our Travcoa travelers are so passionate about. It's rewarding to know that our company is reaching out to help in their efforts," Lungmus said.

Travcoa, 800-992-2005, www.travcoa.com; www.vetshelpingheroes.org

CHINA

Trumarketing is offering FAM opportunity for a seven-day/six-night cultural program at The Linden Centre retreat in China's pristine southwest province of Yunnan, February 23–March 1. Guests can participate in structured studies of the arts and history of Asia, as well as a host of other experiences, such as tea and wine appreciation, Asian religious practices, antique and artifact hunting and more. The price is \$599 ppdo, which includes luxury accommodations within the center; most meals, daily activities, cultural services; and domestic transportation upon arrival in Kunming.

International airfare isn't included. Space is extremely limited; agents must be valid IATAN cardholders to qualify.

Trumarketing, info@trumarketing.com

ISRAEL

Isramworld is planning a travel agents' educational FAM trip to Israel in February, their 28th Annual Seminar at the Source 2009. Trips offered will be from LAX on ELAL February 8–19, and from JFK on ELAL Feb 9–19. Agents will visit Jerusalem, the Dead Sea, Eilat, Tel Aviv, and Galilee; there's an optional full-day tour to Petra in Jordan (with lunch) priced at \$195 which includes visas and border fees. Prices for air and land, fully-escorted, are (LAX) \$1,795, and (JFK) \$1,525. Prices are per person sharing in twin room. Taxes of \$84 are additional. A fuel surcharge of \$332 (subject to change) is included in prices. The program includes roundtrip air on El Al Israel Airlines, deluxe hotels, comprehensive sightseeing throughout Israel, and many meals and spectacular evenings including a gala farewell dinner.

Isramworld, 800-843-9728, info@isram.com, www.isram.com

SOUTH INDIA AND KERALA

Exotic Journeys is offering a 14-day air-inclusive new deluxe FAM tour to South India and Kerala that includes international, airport transfers, accommodation in

deluxe and best available hotels with breakfast, city tours and excursions, backwaters cruising, entrance fees to monuments, English-speaking local guides, and inspection tours to other sponsoring hotels.

Agents will visit Chennai, Maha-balipuram, Pondicherry, Chidam-baram, Tanjore, Trichurapally, Madurai, Periyar National Park, Kumarakom, Kerala backwaters and Cochin. The trip is being offered in cooperation with Air India, with departure from New York, Newark or Chicago on April 2, 2009.

Prices are \$3,445 ppdo with business-class air, \$2,445 ppdo with economy-class air. Single supplement is \$990; price without international airfare is \$2,095; companions are eligible at the price of \$5,630 with business-class air and \$2,920 with economy-class air; Visa fee, airlines fuel surcharge and taxes not included.

Exotic Journeys, 800-554-6342, info@exoticjourneys.com, www.exoticjourneys.com

THAILAND

Abercrombie & Kent is offering a Thailand educational study tour for IATA-approved agents and an adult companion, June 3–12, 2009. Established rates are agent land \$1,355, companion \$1,455, internal air \$34 and single supplement \$340; with a minimum of 10 participants required. Travelers will see Southeast Asia's bustling capital, elegant resorts and colorful bazaars, and more.

Bangkok's Grand Palace and its most venerated symbol, the Emerald Buddha, will be a highlight. A private cruise will travel along Bangkok's Chao Phraya River for a look at the city's renowned canals and floating markets. Agents can meet members of the Karen Hill Tribe in Chiang Rai, tour Chiang Mai's Handicraft Village and participate in private mahout (elephant trainer) lessons. Confirmation is subject to approval and limited to one agent per agency. Cancellations subject to penalty; itineraries subject to change.


Abercrombie & Kent, gaporter@abercrombiekent.com, www.abercrombiekent.com

THAILAND

U Chiang Mai, the deluxe four-star hotel in the most culturally important city in the north of Thailand, offers special rates for travel trade employees to experience its "uniquely U" concept now until October 31, 2009, subject to availability.

Accommodations are approximately \$57 net per night for a superior room and \$86 for a deluxe room. Rates include a 10-percent service charge and applicable government taxes. Some hotel features are "Eat&Drink" serving no menu in a bistro cuisine setting for breakfast; lunch/dinner with open air bar area; Residents' Lounge and three spa treatment rooms in the past residence of the governor. Free bikes are provided for all guests, there's free Wi-Fi internet access and international and local calls at cost, plus other amenities selected online with the U Choose program. Travel trade ID is required upon check-in.

U Chiang Mai, reserve@uhotelsresorts.com, www.uhotelsresorts.com/chiang-mai/



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www.iatan.org/welcome/accreditation

DEILMANN CRUISES INTRODUCES CLASSICAL MUSIC SAILINGS ON THE ELBE AND DANUBE



Classical music aficionados can choose from three distinct music voyages—one aboard the deluxe *MV Dresden* sailing from Germany's Hamburg to Dresden on April 25, and two aboard the top-of-the-line *MV Mozart* on April 26 and October 4, roundtrip from Munich (Passau). In addition to hearing classical performances onboard, passengers can also purchase excursion packages that include five shore excursions and concert performances ashore for \$257 per person. The 106-passenger *MV Dresden's* classical music program is punctuated by performances in Dresden's Semper Opera House, with headliner Sophie Koch singing chansons from Hector Berlioz, Henri Duparc and Richard Strauss. The *MV Mozart*, with its 100 guests, features five classical musicians who serenade guests en route with pieces from the Baroque era, classic sonatas repertoires and harp music; live performances will take place in several of the itinerary's ports. Fares range from \$1,625 to \$4,500 ppdo.

As well as hearing Sophie Koch perform at the Semper Opera House, those guests who purchase the \$257 *MV Dresden* shore excursion package will also have the chance to take a behind-the-scene tour of the Semper Opera house on the banks of the Elbe River. There will be optional city tours in Tangermünde, Magdeburg, Meissen and Wittenberg. Guests will also visit Prague and its ancient Hradcany Castle. Fares range from \$1,625 to \$3,135 ppdo.

MV Mozart's two Danube itineraries feature sonata repertoires and piano and harp music by French Impressionists Ravel, Debussy and Jolivet. The cruise includes live musical performances in Budapest and Vienna, a tour of the Theatre of Vienna, the Stephansdom Cathedral, and Figaro House—where Mozart wrote "The Marriage of Figaro." Other stops include Dürnstein, Melk, the Benedictine Abbey, Greinburg Castle, and Bratislava with its Mirbach Palace. Fares range from \$2,000 to \$4,500 ppdo.

Peter Deilmann Cruises, 800-348-8287,
pdcmail@deilmann-cruises.com,
www.deilmann-cruises.com/theme, www.deilmann-cruises.com

KEMPINSKI HOTELS IN HAMBURG AND BERLIN SLATED FOR RENOVATION

Two legendary Kempinski flagship properties, the Hotel Atlantic Kempinski Hamburg and the Kempinski Hotel Bristol Berlin, will undergo renovations over the coming months.

The Hotel Atlantic Kempinski Hamburg, celebrating its centenary, will start extensive work on all the rooms, suites, corridors and lifts throughout its main building early this year, remaining open during the renovation by closing off half of the hotel at a time to ensure undisturbed guest stays. The renovation of the rooms is the second of a three-step renovation plan. The first was the restoration of the historical façade of the 'White Castle' at the shores of the Alster Lake. The last step will be the demolition and rebuilding of the annex added in the 1960s to accommodate airline crews. It's planned to increase the number of rooms from the current 252 to 350 elegantly appointed rooms and suites as well as twelve exclusive residences. Additionally, a spa and fitness area and underground parking will be added.

The Kempinski Hotel Bristol Berlin, historically the 'first' Kempinski Hotel, is currently undergoing a revamp of its 'tower.' The plans include a redesign of the guest rooms and corridors, the fitting of soundproof and insulation glazing as well as electrical and sanitary installations. The new six-bedroom flagship suite of the Kempinski Hotel Bristol Berlin will be designed by renowned Peter Rudolf and will have two reception rooms, a board meeting room and fully-equipped kitchen. The suite will be furnished with art deco masterpieces. During the last two years, the hotel opened 'Reinhard's im Kempinski' restaurant, with its terrace and classic Berlin coffeehouse flair. The overhaul of the hotel's conference facilities on the Bel Etage with four function rooms and the grand ballroom as well as the Gartensaal, an airy conservatory on the ground floor followed.

Kempinski Hotels, www.kempinski.com

JIVA HILL OFFERS FAMILY HOLIDAY SKI VACATION PACKAGE

Jiva Hill Park, the stylish resort located 10 minutes from the Geneva airport on the French/Swiss border, proposes a winter family ski vacation. Now through March 1, for \$695 per couple, their Family Ski Package includes two nights in a deluxe room, daily gourmet Jiva Hill breakfast and full-day ski passes for two days available on arrival (weather permitting). Children up to the age of six receive accommodation and breakfast for free; those seven to twelve are charged \$38 per child per day. An adjoining room with rollaway bed can be rented for 75 percent of the nightly rate: \$289. Prices should be confirmed; those listed are based on the exchange rate of the Euro to the US dollar in effect on November 17, 2008.

Surrounded by the Jura Mountains on one side and the Mont Blanc area of the Alps on the other. In addition, there's a range of other winter sports activities such as cross-country skiing, hiking with snowshoes, dog sledding and snowmobile riding.

Jiva Hill Park, www.jivahill.com

RADISSON SAS HOTELS ARRANGES SPECIAL OFFER FOR FEBRUARY 2009



February presents an excellent opportunity to meet and enjoy Maltese hospitality at the Radisson SAS Hotels. Radisson Baypoint has a room rate of approximately \$63 per person per night in twin/double superior room per night on BB basis and approximately \$99 in a superior room twin/double room for sole use per night on BB basis. At Radisson Golden Sands, the special rates are approximately \$69 per person per night in twin/double superior room per night on BB basis and approximately \$112 in a superior room twin/double room for sole use per night on BB basis.

Gratuities include a free main meeting room and break-out rooms (excluding converted bedrooms); lunch for approximately \$43 including beverage, non-alcoholic package; upgraded coffee break (includes juice and pastries); free WiFi internet in all guest rooms and public areas; a dedicated events team; and transportation to and from the airport. The offer is applicable to groups over 30 and subject to availability. A variety of conference and incentive packages are available to complement this offer.

Bookings should be made through Escape Malta; rates are commissionable at five percent.

Escape Malta Limited, andrew@escape.com.mt,
www.escape.com.mt

RITZ TOURS EXPANDS INTO EUROPE WITH SIX DELUXE, AFFORDABLE PROGRAMS

Ritz Tours is bringing its brand 'the best quality tours at the most affordable prices' to Europe for the first time with six deluxe escorted programs departing the U.S. and Canada in 2009.

"In the past decade, we have effectively grown our tour offerings beyond China to include Japan, Vietnam, Cambodia, Thailand, Malaysia and India so the next natural step in our development was to venture into Europe," said Evan Chan, managing director of Ritz Tours.

Europe programs for 2009 include: Europe Discovery, 12 days—London, Paris, Lucerne, Venice, Florence, Verona and Rome; priced from \$3,080; Italy Experience, 12 days—Rome, Venice, Siena, Florence, Pompeii, Assisi, San Marino, Capri, Sorrento and the Amalfi Coast; from \$2,980; Best of East Europe, 12 days—Germany, Czech Republic, Austria, Hungary, Croatia and Slovenia (Frankfurt, Wurzburg, Prague, Vienna, Budapest, Zagreb, Plitvice, Postojna, Ljubljana, Salzburg and Munich); from \$2,790. European River Cruises are: Blue Danube Discovery, 14 days—Budapest, Danube cruise to Nuremberg, Prague and Karlovy Vary; from \$3,499; Europe's Heartland Cruise, 14 days—Paris, cruise from Trier to Nuremberg (Moselle, Rhine and Danube Rivers), Prague and Luxembourg; from \$3,499; and Russian Waterways, 14 days—cruise from Moscow to St. Petersburg with visits to Golden Ring Cities of Uglich and Yaroslavl, and cruises along the Volga-Baltic waterways and through Lakes Onega and Ladoga; priced from \$3,799.

All prices listed are ppdo and include fuel surcharges, government taxes and fees. Departures are available between March and November 2009 but vary slightly according to itinerary.

Ritz Tours' three Europe escorted tours feature roundtrip airfare on American Airlines from JFK in New York; intra-Europe transportation; deluxe hotel accommodations; daily hotel buffet breakfast; sightseeing; meals and entertainment per the itinerary; admission into many local attractions; and the services of knowledgeable tour guides. The collection of European River Cruises programs includes roundtrip airfare from JFK; pre- or post-cruise hotel accommodations with daily buffet breakfast; cruise accommodations with AMA Waterways in outside stateroom; all meals during the cruise; unlimited red or white wine or juice/soda with every dinner onboard; bottled water in every cabin; cocktail reception, welcome dinner and captain's gala dinner; daily sightseeing; performances and classes onboard; free use of bicycles to explore on one's own when docked; and tour guides. Land- and cruise-only rates are available for the three tours in the European River Cruises portfolio. Recognizing that unforeseen circumstances sometimes require consumers to either cancel or interrupt vacations, Ritz provides Travel Protection Insurance at no additional cost to travelers who confirm reservations and make final payment at least 60 days prior to departure.

Ritz Tours, 800-900-2446, info@ritztours.com,
www.ritztours.com

NEW CONSTRUCTION MAINTAINS BERLIN'S LEADERSHIP IN THE MICE MARKET



Berlin's continuous growth is marked by a diversity of new hotels set to open in 2009. Among them is **andel's Hotel Berlin**, www.andelberlin.com, a four-star plus design hotel with 557 rooms. Flexible conference rooms extend over a total area of almost 41,000 square feet including an approximately 6,135-square-foot ballroom. With a wellness center and sky bar, **andel's Hotel Berlin** will be the fourth largest convention hotel in the city.

The **Spanish Silken Group**, www.hoteles-silken.com, is building its first four-star plus hotel in Germany on Lietzenburger Strasse. Opening in March 2009, it features 205 rooms including 42 suites, a large wellness area and an approximately 4,844-square-foot meeting and conference area.

The former police headquarters in Alexanderplatz, a listed building, is being converted by the Leonardo Group, into the **Leonardo Royal Hotel Berlin**, www.leonardo-hotels.com. It will have 345 guest rooms and meeting rooms for up to 300 and a nearly 1,292-square-foot VIP lounge for special occasions, and is scheduled to open in June 2009.

Not far from the station Zoologischer Garten near the famous Kurfuerstendamm will be the four-star plus **abba Berlin Hotel**, www.abbaberlinhotel.com. The 216-room hotel has a piano bar, sauna and conference area for up to 500. More information will be available from their website.

In the Berlin-Dahlem district, the **Seminaris Campus Hotel Berlin-Science & Conference Center**, www.seminaris.com, of the Free University was designed by famous architect Helmut Jahn. Its transparent façade creates a light-filled, delicate appearance. Inside the conference cube are flexible conference, seminar and meeting rooms. The convention hall will accommodate up to 600. Plans for the conference center include an on-site hotel with 185 rooms, a restaurant, fitness center and an underground garage. Its opening is scheduled for spring 2009.

In Berlin Mitte the **Soho House**, www.sohohouse.com, concept is being implemented for the first time in Germany. Planned for the former House of Unity at the foot of Prenzlauer Berg, the Soho House Berlin will open in autumn 2009. This listed building will have a luxurious wellness area, modern conference rooms and spacious hotel apartments.

Berlin Tourismus Marketing GmbH, www.meet-in-Berlin.com;
German Convention Bureau, www.germany-meetings.com

'WEEKEND WHIRL TOUR' OF ICELAND STRETCHES THE TRAVELER'S DOLLAR

Iceland is a phenomenal vacation value at this moment. With "The Weekend Whirl Tour" offered by Iceland Experience, \$219 buys three nights' accommodation in a standard twin room (based on double occupancy), daily breakfast, and airport transfers. It also includes admission and transfers to the famed thermally heated lake, the Blue Lagoon. From tapas to Thai specialties, dining consists of global cuisine, as well as traditional local and Scandinavian fare and matchless fresh seafood. Shopping choices range from fine art and folk crafts to stylish clothes and fashion accessories—all with the best exchange rate in recent memory.

Adventure tours are also at their most affordable in and around Reykjavik. There's horseback riding, cave exploring and snowmobiling on glaciers. Super-jeep safaris with a seafood-buffet lunch on ice are treats in this volcanic land of "Fire and Ice."

"The Weekend Whirl Tour," with daily departures year-round, is offered by Iceland Experience, a division of The Great Canadian Travel Company. The group has spent more than a quarter of a century traveling to Iceland and the North Atlantic, enabling a compilation of expertise and "insider" contacts for travel to Iceland, Greenland and the Faroe Islands.

Iceland Experience, 800-661-3830,
www.greatcanadiantravel.com

ICELANDAIR OFFERS TWO-FOR-ONE DEAL!

Icelandair has just released a special offer sure to amaze couples, best friends, twins, turtle doves and everything that comes in twos: Icelandair's Two-for-One deal! For just \$699 per person, two passengers can travel in style to Reykjavik aboard Icelandair's new Economy Comfort Class. Economy Comfort offers business-class amenities featuring new seats with increased legroom, a personal in-flight entertainment system and access to the business-class lounge (where available).

Flights to Scandinavia and other European destinations such as Amsterdam, Frankfurt, London or Paris are also on sale for \$999 per person for two Economy Comfort travelers. As always, passengers have the opportunity to stopover in Iceland to or from Europe for up to four nights at no additional airfare.

Those traveling solo still benefit by receiving the Two-for-One per-person price. Prices are exclusive of applicable taxes and official charges by destination of approximately \$100-190 per person, including a September 11th security fee.

This special offer is good for travel through March 2009. It's the perfect opportunity to experience Iceland's geysers, waterfalls, and surreal Northern Lights. Those who prefer the city life can stay in Reykjavik to enjoy its hip, trendy atmosphere. There has never been a better time to visit the Land of Fire and Ice, for in addition to these remarkable airfares, the dollar is at an all-time high against the Icelandic kronur, granting consumers more than twice the buying power compared to last year.

Icelandair, www.icelandair.us

TWO HOTEL GENERAL MANAGER APPOINTMENTS AT CORINTHIA BEACH RESORT IN MALTA



JONATHAN PACE



MOUNIR SAMI

Mounir Sami, previously General Manager of the Corinthia Bab Africa Hotel in Tripoli, Libya, has been appointed General Manager of the Corinthia Hotel St. George's Bay Malta and joins the hotel following an impressive lengthy career in senior hotel management.

Educated at the Swiss Hotel School and Cornell University in the U.S., Mounir is a Canadian citizen fluent in English, French, German and Arabic.

His career spans top executive appointments with Hilton International, the Al Baraka Group of Hotels, Marriott Hotels & Resorts, Ramada Hotels International and Commonwealth Holiday Inns of Canada.

He's held GM positions in Bahrain, Saudi Arabia, Egypt and Canada. Prior to joining CHI, Mounir was General Manager of the Ramses Hilton in Cairo.

Jonathan Pace, previously Deputy General Manager at the Corinthia Palace Hotel & Spa in Attard, has been appointed General Manager of the Marina Hotel at the Corinthia Beach Resort.

At 27, Jonathan is CHI Hotels & Resorts' youngest-ever hotel general manager.

He obtained his Higher National Diploma in Hospitality Studies from ITS Malta and following a year at the famous Gleneagles Hotel and stints at the Corinthia Hotel Prague and Corinthia Bab Africa Hotel in Tripoli, joined Corinthia Palace Hotel & Spa as Conference and Events Executive and later Food and Beverage Manager. Jonathan was promoted to Deputy General Manager where he shared responsibility for the hotel's overall operation.

Both report to Tony Potter, CHI Hotels & Resorts' Managing Director and CEO, who commented "I am delighted that CHI is continuing to make first-class management appointments across the globe such as these two general managers. In Mounir Sami, the Corinthia Hotel St. George's Bay will be operated by one of the industry's true veterans, who will be able to bring the appropriate management style and experience in order to maintain Corinthia Hotel's place as one of the leading five-star properties in the Mediterranean. In Jonathan Pace, we have a tremendous opportunity to develop a young and dynamic Maltese hotel professional to be one of Europe's leading general managers of the future."

CHI Hotels & Resorts (CHI), mbriffa@corinthia.com, corinthia.com

BUNK BEDS AND TEDDY BEARS WELCOME CHILDREN AT LONDON'S DRAYCOTT



Families staying at The Draycott, Chelsea's refined small hotel, will find a number of packages available that are ideal for families with children of all ages. For a deluxe double with adjoining bunkroom, prices start as low as \$443 per night with a minimum two-night stay.

To keep the children entertained, the Draycott makes a Play Station available for use with a number of games, a well-stocked CD and DVD library, teddy bears, and kids' gift-packs issued on arrival that contain assorted sweets, comic and coloring books. The hotel also provides babysitting services, mini bathrobes, luxurious cashmere blankets and special children's breakfasts.

The Draycott Suite, spanning an entire floor of the hotel, is a sumptuous two-bedroom suite (beds can be twinned as needed) that has two bathrooms, a guest cloakroom, sitting room and fully-equipped kitchen. One of the bedrooms is open-plan with views overlooking the private garden square.

Garden View Deluxe Doubles have an adjacent single room decorated in either a theatrical or nautical theme. Other Deluxe Doubles feature adjoining bunk bed rooms offering parents privacy while children are reassuringly close by. The rooms are spacious and beautifully decorated—each with its own fireplace, and a comfortable sitting area has a sofa and easy chair. Bedrooms are outfitted with either a king-size or twin beds and include AC, Wi-Fi, a private bar, as well as CD, DVD and satellite TV.

Adults and children love the garden square many rooms overlook—perfect for the little ones to run around in (wellies and hats provided). Guests can also enjoy their very own gourmet picnics made to order by the hotel. The Draycott offers complimentary afternoon tea with homemade biscuits at four, a glass of champagne at six, and hot chocolate before bedtime!

The rates cited are based on currency exchange as of December 5, 2008 and is subject to change. The offer is valid through April 11, 2009, subject to availability.

The Draycott, reservations@draycotthotel.com, www.draycotthotel.com

JEFFREY NAYLOR NAMED GM OF TETON SPRINGS LODGE & SPA



JEFFREY NAYLOR

Jeffrey A. Naylor, a hospitality industry executive with ten years of resort management experience in Idaho and Wyoming, has been named general manager of Teton Springs

Lodge & Spa.

Prior to accepting this position Naylor was sales manager at Grand Targhee Resort Alta where he had responsibility for corporate, incentive, association and meeting sales as well as working with international wholesalers, recreational and social groups, and web intermediaries.

In addition, he worked at the resort during winter seasons as an accountant from

1993 to 1998 during which time he also helped manage Teton Branch Farms in Teton Valley, a family farm.

Naylor began his hospitality career as a bellman at the Doubletree Hotel in San Diego before joining Bowest Mortgaging Service Corporation in La Jolla, California, where he was Manager of payment processing from 1989 to 1993. He holds a Bachelor of Arts degree from San Diego State University in Economics.

"We are delighted to welcome Jeff to our management team," said Stephen Price, of Spirit Dance Hospitality. "His experience at Grand Targhee and his intimate knowledge and passion for this magnificent part of the country will be invaluable in helping to achieve the goals of Teton Springs Lodge and Spa."

Teton Springs Lodge & Spa,
www.tetonspringslodge.com

HAPPY 50TH BIRTHDAY, ALASKA! 49TH STATE CELEBRATES STATEHOOD

When Alaskans found out the United States Senate passed the Statehood Act in June of 1958, sirens blared and crowds gathered and celebrated around bonfires.

The Anchorage Elks Club members unfurled a 40-by-60-foot flag marking a spontaneous, joyful celebration that kicked off six months of anticipation ahead of President Dwight D. Eisenhower's signature on the statehood proclamation January 3, 1959. Alaska is preparing to mark the 50th anniversary of the Declaration of Statehood with just as much fervor.

With events recognizing the anniversary scheduled throughout the year and taking place across the nation's largest state, 2009 makes a great year to travel to Alaska. Many tourism businesses are offering special anniversary deals that will reduce costs on experiences statewide, from flying around the tip of North America's highest peak, Mount McKinley, to cruising the waters of the Inside Passage.

Many Alaskans can think back over

the past 50 years and marvel at how the state has managed its natural resources, capitalized on its strategic location and preserved its Native culture.

But even as the state grows up, it will only take a scan of the crowds' exuberant ongoing celebrations to realize Alaska's pioneering spirit is still alive in today's generation.

Alaska Travel Industry Association (ATIA), alaskatia.org, travelalaska.com

VIRGIN AMERICA WINS BEST LOW-COST AIRLINE IN BUSINESS TRAVELER AWARDS

Virgin America today took the award for "Best Low Cost Airline in North America" among domestic carriers in Business Traveler Magazine's 2008 "Best in Business Travel" Survey.

"We're honored to be recognized as the top low-fare carrier choice by the most selective and experienced travelers," said Virgin America President and CEO David Cush. "Virgin America offers attractive fares and next generation amenities that appeal to today's business travelers. With in-flight internet fleetwide by Spring 2009, we're continuing to innovate and deliver a flight experience that keeps business travelers comfortable, entertained, and connected to their work and lives from 35,000 feet."

The Business Traveler "Best in Business Travel Awards" are based on a survey of four thousand randomly selected subscribers who were given open-ended questions about the overall quality and service provided by low cost carriers operating in North America. Business Traveler is the world's leading publication geared towards frequent business travelers.

Virgin America offers daily flights from SFO to LAX, SFO to JFK, SFO to SAN, SFO to IAD, SFO to LAS, SFO to SEA, LAX to JFK, LAX to IAD, LAX to SEA, JFK to LAS and as of Feb. 12, 2009—BOS to LAX and BOS to SFO.

Virgin America, www.virginamerica.com

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www.artaonline.com

VISIT DENVER NAMES JUSTIN BRESLER NEW VICE PRESIDENT OF MARKETING



JUSTIN BRESLER

VISIT DENVER, The Convention & Visitors Bureau, has appointed Justin Bresler as its new Vice President, Marketing and Business Development, responsible for overseeing marketing, public relations and communications, website performance, and membership/business development operations.

Bresler has over 14 years' marketing and sales experience, most recently as senior director of innovation, Weaver

Multimedia Group, where he worked with convention and visitor bureaus from destinations such as San Francisco, Las Vegas and Seattle.

His work with Weaver included visitor guide development, website implementation, marketing research and positioning, oversight of copy writing, and publications.

Previously, Bresler worked as National Marketing Manager for Dex Media, cultivating more than nine years of advertising agency and corporate marketing experience. He has a BA in political science and communications from the University of Michigan, and an MBA from the University of Denver, Daniels College of Business.

VISIT DENVER is a nonprofit trade association that contracts with the City of Denver to market Denver as a convention and leisure destination, increasing economic development in the city, creating jobs and generating taxes. Tourism is the second largest industry in Denver.

VISIT DENVER, 800-2DENVER (800-233-6837),
jelving@visitdenver.com, visitdenver.com

LVCVA CREATES NEW TOOL FOR LEISURE TRADE INDUSTRY TRAVEL PROFESSIONALS

The Las Vegas Convention and Visitors Authority (LVCVA) recently announced the launch of a new program to assist the leisure trade industry in selling Las Vegas.

Called The Vegas Insider a newsletter helps Las Vegas resorts disseminate their special rates, added values, booking incentives and familiarization trips to travel agents, wholesale travel partners and consortia providers.

The newsletter also includes timely information about the latest development news, new shows and attractions, product updates and information about planning group travel to Las Vegas.

"We pride ourselves on being a convenient, one-stop resource to help travel professionals promote and sell Las Vegas," said Art Jimenez, Senior Director of Leisure Sales for the LVCVA.

"The Vegas Insider is a valuable tool to keep Las Vegas top-of-mind and to continue to educate the travel trade about our ever-changing destination. We want to make sure they have timely in-

formation to take advantage of great deals and to utilize as many opportunities as possible," he continued.

The monthly newsletter will be distributed in a variety of ways. All travel agents who are Vegas Certified will receive The Vegas Insider as part of an email blast. The newsletter will also be included in a direct mailing to top-producing agents and incorporated into sales kits, at tradeshow and at various LVCVA presentations.

Las Vegas Convention and Visitors Authority, www.lvcva.com;
The Vegas Insider, 877-847-4858

NYCVP'S JOEL COHEN SAYS NEW YORK CITY HAS POSITIVE TRAVEL OUTLOOK FOR 2009



JOEL COHEN

"New York City will be a major destination for American travelers in 2009," claims Joel Cohen, Vice President of New York City Vacation Packages.

"Although vacation travel in general will be affected by the economic situation worldwide, many signs point to New York City as being very attractive as an alternative to other leisure travel markets."

"When I think about what a vacationer can do in New York City in four or five days, I know it will result in a vacation full of memories—much more so than lying on a beach," Cohen continued. "Seventy-five museums, 50 sightseeing tours, two skyscraper observation decks, the Statue of Liberty, Broadway performances, the world's largest store, harbor cruises, comedy clubs, TV and movie sites, nine professional major sports teams, horse-drawn carriage rides, famous restaurants—New York City really can be a perfect destination."

Cohen says that with the advice of a good travel agent, potential travelers can find real value.

Some tips to give a would-be New York City vacationer:

Take advantage of seasonal pricing. Hotel rooms are often more than 50 percent discounted during "low" seasons.

Plan a New York City trip well in advance, taking advantage of low rates by locking them in.

Look for "smart pricing" opportunities, such as weekend versus midweek rates and tour packages that include free meaningful features and dine-around plans.

And understand the importance of air and rail service. When other leisure destinations are experiencing severe cutbacks in air service, New York City is not.

And lastly, Cohen urges travel agents to align themselves with a good New York City tour operator like New York City Vacation Packages, that offers commissionable, customized vacation plans for agents and clients.

New York City Vacation Packages, 877-NYC-TRiP,
www.nyctrip.com

CONDÉ NAST TRAVELER READERS NAME WHISTLER NO. 1 IN NORTH AMERICA



Condé Nast Traveler magazine, the travel industry trendsetter, has awarded Canada's Whistler the top spot in its annual "Best Places to Ski & Stay in North America" reader survey in its December 2008 issue.

Condé Nast Traveler readers were asked to evaluate North American ski resorts they had visited in the past three years, rating each. Whistler received the top score on the combined criteria of Terrain and Conditions, Lifts and Lines, Local Ambience, Local Dining, and Après-Ski/Activities. The addition of the PEAK 2 PEAK Gondola this winter received special praise in *Condé Nast Traveler* for going head-to-head with Wyoming's Jackson Hole to be the "first to finish a fantastical mode of mountaintop transport" by linking Whistler and Blackcomb peaks together via one lift.

Whistler also placed five of its hotels in North America's top 25 ski hotels in the Condé Nast reader survey: Pan Pacific Whistler Village Centre, Four Seasons Resort & Spa, Hilton Whistler Resort & Spa, Westin Resort & Spa, and Fairmont Chateau Whistler.

And with the recent announcement in Australia of the Luxury Travel Awards, Whistler once again won the Gold List 2009 Award for Best Overseas Ski Resort and a Platinum Award for winning it five years in a row. Fairmont Chateau Whistler was named Best International Ski Hotel.

"These awards are great news for us as we move into a period of incredible energy and anticipation here at Whistler, the last full season before the 2010 Winter Games arrive," says Arlene Schieven, Vice President of Marketing for Tourism Whistler. "We have a unique set of tourism products and experiences, and it's gratifying when our visitors recognize the quality of the experiences we offer. And this year, along with the new PEAK 2 PEAK Gondola, our visitors can take in World Cup events showcasing our 2010 Winter Games venues."

One of the most popular promotions at Whistler right now is Third Night Free, a three-night/two-day package that includes hotel and lift tickets from \$235 per person.

Whistler, www.whistler.com

RENAISSANCE RESORT AT WORLD GOLF VILLAGE OFFERS "STAY AND PLAY PACKAGE"

The Renaissance Resort at World Golf Village, having just completed a \$10 million property-wide renovation, is offering a "Stay and Play Package." Available for stays through February 12, 2009, the package at the St. Augustine, Florida, resort provides accommodations in a newly-remodeled deluxe guest room, a round of golf on the resort's renowned King & Bear or popular Slammer & Squire championship course, daily breakfast in the resort's new restaurant 500 South, and range balls. For two golfers staying in the room, the rate starts at \$289 per room, per night, plus tax (reference code ZJ2). For one golfer and one non-golfer staying in the room, the rate starts at \$189 per room, per night, plus tax (code G4U). The package is available seven days a week, based on space availability, and is not available to groups of 10 or more rooms.

"For two people to play on these very popular courses, and to stay in a newly-remodeled room in our just-renovated resort, at this rate—it's quite a deal," said Mark Schwantner, General Manager of the Northeast Florida resort.

The impressive renovation includes the remodeling of all 301 guest rooms and suites, dramatic changes to the resort's lobby atrium and entry area, remodeling all guest room corridors, an expanded fitness center with new state-of-the-art equipment, remodeling of its billiard room, and enhancements to the meeting offerings and business center. The resort also remodeled its restaurant and bar, which opened in April 2008 as a new restaurant and bar called 500 South, An American Grill.

Guest rooms and suites now feature all new furniture, soft goods, window treatments, and lighting. Rooms also boast new flat-panel screen LCD HDTV televisions, and the signature Marriott JackPack, which provides complete connectivity to guests for laptops, MP3 players, digital cameras, and video game players. The rooms and suites have a contemporary design with an Asian feel—rich red bed coverings with crisp white linens, along with a complementary color scheme of warm neutral gold. In-room offerings also include high-speed Internet access, two telephones with data ports, a wet bar and refrigerator and in-room coffee.

The entry of the resort has beautiful new flooring, wood-wrapped columns, and accents of the Florida citrus colors, and leads to a dramatically remodeled 10-story atrium lobby, which now has a Colonial/Asian theme with new furniture, carpeting and foliage, as well as a colorful new seven-story modern hanging sculpture.

On-site offerings at The Renaissance Resort include a professional golf simulator, a sauna, pool, hot tub, tennis courts, and full-service concierge. It's an easy walk to The World Golf Hall of Fame's 18-hole putting course, the 132-yard Island Challenge Hole, an IMAX® Theater, and the Walk of Champions.

When visiting the resort, guests may explore beautiful St. Augustine, the nation's oldest city, founded in 1565.

The Renaissance Resort at World Golf Village, 888-740-7020, www.WorldGolfRenaissance.com