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Wed 08 Dec 10

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



#### SQ A380 resumes

SINGAPORE Airlines this morning announced that from Fri it will recommence A380 flights between Sydney and Singapore (*TD* breaking news) on SQ231/222.

The carrier operated the A380 twice daily to Sydney and once a day to Melbourne before the problems emerged with the Trent 900 engines, and SQ said it was continuing its ongoing inspection regime to ensure the fleet's safety.



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## **New CX J Class to SYD**

SYDNEY is set to be the launch destination for Cathay Pacific Airways' brand new Business Class product, which was unveiled to the public for the first time in Hong Kong last night.

The HK\$1 billion overhaul of CX's Business product hopes to cash in on the lucrative premium traveller market, and aims to help the carrier compete with the likes of Emirates, Singapore Airlines and US airlines.

The reconfigured cabin is being added to a fleet of new long-haul Airbus A330-300 aircraft and Boeing 777-300ERs first, and will be retro-fitted to other existing aircraft over the next two years.

Speaking at its debut, incoming CX ceo John Slosar (who has been across the development of the product since its inception two years ago), said the first aircraft to be equipped with the new cabin has been designated to operate on some flights to Sydney.

Other Aussie cities are also on the rollout schedule of the A330s during 2011/2012, along with ports in India and the Middle East.

The 777s are earmarked for North America and Europe.

56 aircraft in total are on the receiving end of the upgrade, with the first flight to launch in Mar 2011, a month after CX takes delivery of the debut jet.

Configured in a 1-2-1 layout, the cocoon-style seats have been designed to provide "both privacy and openess", and convert to a 180 degree 82" long bed with special 'knee pockets' and a fold out cushion for more rump space.

Other innovations include personal storage compartments, a fixed desk, iPod connectivity, and a seat-width increase of up 2.5" on the current 'Magellan' Business class product - see pages 5, 6 & 7 for details and images.

Cathay's current lie-flat J Class product was introduced four years ago, but Slosar said the airline was responding to passenger feedback and extensive research, which highlighted the need to make modifications.

Slosar believes the new product will have a life of between seven and 10 years, and is setting a new Business class benchmark for rival airlines.

The move away from the current layout will see seat capacity cut by around 7% (43 to 41 seats on A330s and 57 to 53 on 777s), but Slosar told *TD* in Hong Kong that there will be strong demand for the product so it "will be able to manage" the lower seat count.

He said CX isn't anticipating any fare changes as a result of the overhaul, adding that "if anything it will bring people to us."

CX sales and marketing manager Australia, Derek Morris, told *TD* that having Australia selected as the inaugural country to feature the new Business product reflected the importance of the local market to the airline.

"We're thrilled that passengers flying from Sydney will be among the first in the world to trial the product, it's fantastic for us.

"Our existing product is great, but this is just a quantum leap forward," Morris added.

#### Today's *Travel Daily*

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

- AA Appointments
- China Holidays
- Hayman Island
- South Sea Cruises

#### TCF reinstatement

BNE O MELO PER O SVID O BIXX O MAIS

THE Travel Compensation Fund today announced the reinstatement of *Sinbad Travel* (ABN 47 138 274 272) based in Footscray, Vic, after the agency's participation was terminated on 29 Nov due to its annual financial return not being lodged.

#### 8Hotels in Sydney

PARK8 Hotel in Sydney's CBD is the newest addition to the 8Hotels collection of boutique properties, featuring 36 luxury oversized rooms and loft apartments.

Formerly the 'Central Park,' the hotel has been fully refurbished, with upgrades to all guest rooms and common areas.

#### QF fuel levies up

QANTAS has announced an increase in its fuel surcharges -but only for tickets issued in South America.

In Argentina, Brazil, Uruguay and Colombia the increase is classed as a fare surcharge (Q) which will now be U\$\$225, while in all other South American countries the levy is a YQ surcharge which increases U\$\$15 to U\$\$225 per sector.

The changes, effective today, only apply in South America.





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#### QF switches NRT

**QANTAS** has temporarily replaced 747-400 aircraft on flights between Sydney and Tokyo until the end of the year, with A330s operating the route instead.

The move is due to ongoing redeployment of aircraft across the QF network because of the grounding of its A380 fleet.

Capacity to Hong Kong has also been reduced with 747s replaced by A330s, and the carrier is also arranging ad-hoc changes to the Pacific including chartering planes from other carriers, using A330s via Auckland and cancelling flights.

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#### WIN TICKETS TO SEE THE TOURIST



TOURIST

To celebrate the release of travel film -The Tourist starring Johnny Depp and Angelina Jolie - Visa and Travel Daily are

giving readers the chance to win one of 50 double passes to Visa's travel industry Gold Class events.

We've got tickets for these exclusive screenings on Wednesday 19 January at Gold Class cinemas in Sydney (George St), Melbourne (Jam Factory) and Brisbane (Indooroopilly).

For your chance to win a double pass email

thetourist@traveldaily.com.au with the answer to the below question. Don't forget to tell us what cinema location you want to attend!

#### Q: What is the money currency used in the city of Venice?

For full details on the exclusive screenings and full terms and conditions click here. We have a number of passes to give away each

day and the first correct entries through will score a double pass to their nominated screening.

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## CTM float oversubscribed

CORPORATE Travel Management settle the \$15m purchase of has seen strong demand for shares in its \$21.7 million Initial Public Offering (TD 27 Oct), which yesterday closed over-subscribed.

Founder and managing director Jamie Pherous said there had been support for the float from both retail and institutional investors - including a significant number of company employees who were offered an allocation at a 10% discount to the \$1 per share paid by other investors.

"The high quality of our staff is one of the key factors driving our success, and I am delighted with the number of our people who have decided to participate in the long-term growth of CTM by becoming shareholders," he said.

"Investors have responded positively to the CTM business model which is underpinned by our commitment to our clients and consistent delivery of tailored travel solutions that match clients' specific needs, while saving them time and money," Pherous added.

The proceeds of the capital raising will be mainly used to

Travelcorp from Helen Logas (comprising an initial payment of \$11.125m on 03 Jan 2011 plus a cash earn-out worth up to \$3.875m), as well as repay debt from previous acquisitions and supplement working capital.

Pherous said the company was forecasting \$491m in turnover for the 2010/11 financial year, with the Travelcorp purchase an "important driver of growth" but other contributors will include the ongoing recovery in the corporate travel market and new client wins, he added.

"CTM has demonstrated an excellent track record of identifying acquisition opportunities and achieving strong commercial synergies through the successful integration of these groups," Pherous said.

He also cited CTM's repeated wins in the National Travel Industry Awards as showing that growth "does not impact on our high service delivery standards".

CTM is expected to commence trading on the ASX at 9.30am on 15 Dec under the code CTD.

# Window

**CATHAY** Pacific Airways bigwigs have been among the first people to trial the carrier's new Business Class flat beds (see p1, p7) - albeit at ground level at Cathay City, Hong Kong.

The airline has a mock-up of the cabin at its HQ, and current coo John Slosar admitted he was one of those to give it a go.

"I spent all night in the seat, but the hardest thing I found about it was the light.

"Being in an office, you don't get any cues as to what time of day it was, as the office is filled with light, but fortunately, I woke up around 6am, so I slept quite well," the impending Cathay boss said.

A quick head of product Alex McGowan guipped, "that's 'cause we put a sign on the door, coo testing product, do not disturb!"

IT'S rude to point, but when you are the CEO of Cathay Pacific Airways and it's been a long day and you need a quick nap, it's probably ruder to wake the boss.

Pictured below is Tony Tyler trialling CX's new Business Class seats last night in HKG - note Tyler is around 7 foot tall, and when laying down his head still doesn't touch the end!



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Conditions: Full terms and conditions of prizes are outlined in the prize letter contained in the official Wendy Wu Tours LaUNCH box. Closing date of promotion: 21 January 2011. Random prize draw will take place on 28 January 2011, 10:00EST at Level 9, 275 George Street Sydney NSW 2000. Prize winners names will be published in Travel Daily on 01 Feb 11 and Travelbulletin on 25 Mar 11. Authorised by permit numbers: NSW-LTPS/10/08813; VIC-10/3319; SA-T10/2252; ACT-TP10/04104.2 Wendy Wu Tours Lic Number: 2TA4792. 7201K

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## Creative's wild Sydney night IATA - smarter than a fifth grader?

CREATIVE
Holidays
(CH) lived
up to its
name last
night, with a
special
event at
Sydney's
Taronga Zoo
to relaunch
its Africa
product
range.

Guests spent the

night in special safari tents as part of an exclusive Roar and Snore experience - coincidentally rubbing shoulders with the Oprah entourage.

Andrew Yell, CH gm sales, marketing & product said Africa is "back in full force" after a year long hiatus due to global financial crisis cutbacks.

"It was a commercial decision...and right for Creative Holidays at the time...we wanted to do it properly or not at all and due to the GFC we decided to rest for one year", Yell said.

Africa is a "position in the market that we could fill" and the brochure offers product in South Africa, Zimbabwe, Zambia, Botswana, East Africa, Kenya, Tanzania, Uganda - while new for



2011 is the inclusion of Mauritius.

"People travelling to Africa are going for the animals and wildlife," said Yell, with CH's main audience for the destination being 35 year olds plus, although select lodges have introduced kids' programs to appeal to families.

The reintroduction of the destination has been positive and "hoteliers welcomed us back with open arms" said Yell.

New hotels, and slight changes to itineraries have been made "but the animals and essence of why you go is still the same".

Yell is pictured above feeding his special long-necked friend a bite of breakfast early this morning - and of course always on message, with the Creative Hols Africa brochure at the ready.

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WHOLESALER African Wildlife Safaris/Natural Focus Safaris has blasted IATA's agent financial evaluation procedures, after a litany of issues relating to incorrect assessments for the firm.

MD Steve Cameron said a decision by IATA to conduct its own assessments, rather than use the Travel Compensation Fund's Annual Financial Return data, is incomprehensible, creating extra work for both IATA and agents.

Previously the agent completed the AFR, which was verified by an auditor meaning that all the financial data was "presented to IATA on an electronic plate".

Cameron said that for AWS' 2009 assessment by IATA his firm was advised that it needed a \$2 million capital injection, which he said was clearly incorrect based on the figures presented.

When he tried to query the assessment he was unable to contact IATA by phone, fax or email, so submitted a website form which also was not responded to.

Eventually he managed to get in contact with an IATA staffer who explained that the lack of response was due to the Association being "overrun by travel agent assessments".

A reassessment led to a letter two months later advising that the capital injection was no longer required - and that a \$55 ADM would be issued for the review!

For 2010 AWS has again been assessed as having a capital shortfall, meaning it looks as though the firm will have to once again jump through IATA's hoops to get another reassessment.

Cameron said the IATA issues were a stark contrast with the "incredible demands" placed by the Association on travel agents to prove their competency.

IATA wasn't able to respond to requests for comment before *TD*'s deadline today.

#### TTW phone update

TRAVEL The World is today undergoing a major upgrade of the phone system at its Sydney head office, adding "state of the art contact centre" technology.

Agents are advised that some minor disruptions may result but should be rectified shortly.





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European destinations thanks



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EDITORS: Bruce Piper and Guy Dundas

#### **Switched on Hertz**

HERTZ is set to introduce electric vehicles into its fleet, with a full-scale deployment of the hi-tech cars across its US and international operations in 2011.

Initially Hertz will add Smart ForTwo Electric Drive cars to its Connect by Hertz car-sharing program in New York, with the new generation vehicles available from 15 Dec and plans to expand into Washington and San Francisco's Connect by Hertz fleets early next year.

The Connect by Hertz move is the precursor to a general rollout of electric vehicles across the entire Hertz fleet, with other cars being considered including the Nissan Leaf, Mitsubish i-MiEV and the Chevy Volt.

A partnership with Starwood Hotels and Resorts will also make Hertz electric vehicles available at selected Aloft, Four Points by Sheraton and Element properties.

Hertz recently launched its Connect by Hertz scheme in Australia through the acquisition of Melbourne-based car sharing company FlexiCar (*TD* 29 Oct).

The compnay didn't say when the electric cars will be available in its Australian fleet.

#### **New BA routes**

BRITISH Airways is set to launch new services from London City, with thrice weekly Faro flights from 07 Jun 2011, and four times per week services to Malaga plus a new Stockholm Arlanda flight.

The new routes will be operated by BA CitiFlyer's Embraer E190 aircraft, with BA also adding London City capacity to Glasgow, Edinburgh and Amsterdam.

# TravelManagers adventure exclusive

THE TravelManagers network has been chosen by educational travel specialist Odyssey Travel as the first 'outside company' to sell its product range.

Odyssey has been operating in Australia for more than 26 years, and is a non-profit organisation with members including colleges, universities and educational bodies in Australia, NZ and Asia.

Odyssey's Ed-Ventures trips target people over 45 years old, operated as "well organised and structured tours that will stimulate their thinking," according to Odyssey ceo Denis Simond.

He said the TravelManagers move was significant, and came after research showed the network was attracting similar clientele who want the "in-depth level of service and attention to detail they receive from their personal travel manager.

"The synergies between the two companies was significant," Simond said.

## Rugged up in the Rockies



EVERGREEN Tours recently took this snuggly bunch of Australian travel agents to Canada, visiting the Rocky Mountains and the country's west coast.

Highlights included visits to Whistler, where their arrival coincided with the first snowfall of the season, as well as Victoria, Jasper and Banff and a snow-covered Vancouver.

They also experienced VIA Rail's The Canadian overnight train between Vancouver and Jasper, and visited Lake Louise including a fabulous lunch at the Fairmont Chateau Lake Louise.

No wonder they're rugged uptemperatures got down to as low as -32°C during their trip.

They're pictured on a freezing day at Lake Louise, back from left: Debbie Lane, Gail Erven, Michelle Thomas, Janka Riemer, Ann-Maree Bardell, Tara Wells, Hannah Moore, Judy Andersen, Renee Teicher, Stacey Lo Faro, Ann Clarke and Tiffany Jackson.

Front row: Raywin Musmarra, Debbie Keeling, Andrew Schweitzer of Evergreen Tours; Ian Henn, Evergreen Tours tour director; Aimee Wesley and Vicki Wang.

#### FC NZ chief goes

FLIGHT Centre's executive general manager in New Zealand, Rick Hamilton, has resigned from his role after four years and will be replaced effective immediately by Chris Grieve, who set up the FC NZ operation in the first place.

FC said it was "committed to being the dominant force in the New Zealand travel industry," and would continue with its "extremely aggressive growth strategy".

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Now your customers can choose their destination, instead of the airline. With over 90 options in the UK and Europe, all on one ticket, we offer over 90 different ways to keep your clients happy.



# Industry celebrates Xmas

Travel Daily has been inundated with party pics for its popular Christmas photo competition, and today we bring you another selection of these photos (below).

Our good friends at Fraser Suites Sydney will choose the best photo at the end of the month to win an overnight's stay in a luxury Penthouse Apartment, sparkling wine & a fruit bowl upon arrival and complimentary car parking.

Bonus points will be awarded for party snaps that include a copy of the Travel Daily newsletter.



ABOVE: S2i Communications recently hosted some of their key clients and media for some Christmas cheer on board a private yacht on Sydney Harbour.

Pictured back row from left is: Wayne Tregaskis & Martin Powley, S2i; Tony Graziani, Scuderia Graziani; Leanne Savvas, S2i; James Gaskell & Dean Wicks, Zuji.

Front row from left: Lyn Tan & Melissa Lane, S2i; Majella Wiemers, TV presenter; Melissa Scully, Zuji and Jodi Webster, S2i.

RIGHT: Four fancy AOT ladies strike a pose for the cameras.

Roylene Jones, Tanya Claussen, Erin Mclean and Alisha Bosman enjoyed last Sat's evening (judging by their smiles) at the AOT Holidays Christmas Pary held at Mirra Private Dining in Brisbane.





LEFT: Looking sharp!
Breeze Hunter and Malcolm
Muir celebrating another year at
AOT Holidays.

Keep those Chrissy photos coming in and you too could be in the running to win this sensational Fraser Suites Sydney accommodation prize, just like the senders of these

latest photo entries.
Email your festive photos
(including names of the people
pictured) and where your party
was held at to:

xmasphotos@traveldaily.com.au









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#### No CX A380s, yet

CATHAY Pacific Airways has not ruled out adding Airbus A380s to its fleet of aircraft, especially if securing landing slots at airports becomes harder in the future, but thats not going to happen any time soon, says CX coo John Slosar.

## **Innovations galore for CX**



ABOVE: Cathay Pacific Airway's new Business Class seat (see pages 1 & 7) has taken more than 2.5 years to come to fruition, but chief operating officer John Slosar believes the new design is a "world beater".

It features a 1-2-1 configuration, with every seat having direct aisle access, as pictured above.

"This is our chance to deliver a world beating product. We think this is the best Business product in the sky.

"We've listened intently to our passengers, and while they said we did a great job with the flatbed, we felt we could do some things better," Slosar said last night in Hong Kong at the product's official debut. Cathay says the new design is based on passenger's needs, providing a place to sleep, dine, work, read, watch TV or to relax.

Along with the new seating, other innovations announced incl new uniforms (see pg 6) and artwork by Hong Kong artist, Maria Lobo, that will hang in the Business Class cabin.

"The creative designs reflect the personality of the airline, and are dynamic but calming," Lobo said.

One of the artworks can be seen on the bulkhead above.

Cathay will also introduce new service wear, blankets and pillows onboard for Business travellers, while a new 'The Wing' lounge is being built at Hong Kong Airport.



#### Travel Agency Manager, Gordon

Harvey World Travel Gordon has an exciting opportunity available for a Travel Agency Manager to lead the team at Gordon.

The Store Manager will effectively manage all operational aspects of the agency including: leading, coaching and training a team of consultants, monitoring sales and store performance, and driving customer service.

To be successful in this role you must possess the following:

- Previous experiences managing a travel agency
- Excellent leadership skills
- Strong sales drive
- High level of customer focus

This is a great opportunity to join the most recognised brand in the business.

If you would like to apply for this role please send your CV to careers@stellatravel.com.au by 10th December 2010



ABOVE: All Cathay Pacific Airways' frontline servicing crew and staff will soon begin wearing new "stylish, elegant and unique" uniforms as another part of the carrier's product and service innovation, revealed to the public in Hong Kong last night.

In his third round of designing uniforms for CX over the past 11 years, fashionista Eddie Lau has stepped up a notch, with his latest threads an "evolution" of the existing outfits worn.

Expected to be in vogue for the next decade, the new uniforms' signature features include Red, the Brush-wing logo, standing collars and cuffs and long skirts.

Uniforms pictured above *from left* include the male and female flight attendants & customer service officers, flight purser & service leaders, senior purser & supervisors, designer Eddie Lau, female superviors, inflight service manager and male senior purser.

Inset: Although not sporting the new uniform, Cathay Pacific Airway's ceo Tony Tyler and the airline's second-in-charge in Australia, Derek Morris, certainly looked well suited for the night.

#### **CX** promoting soon

CATHAY Pacific Airways will begin promoting its new Business Class product in Sydney, with the carrier understood to have leased a key billboard site at Mascot to showcase the product.

The billboard will be supported by print, radio, online and TV campaigns in New South Wales to entice travellers to Hong Kong.

#### **Slosar: First stays**

CATHAY Pacific will continue to offer a First Class cabin product into the future on those routes where it's offered, and has no plans to shelve the niche cabin.

COO John Slosar admitted that pax numbers at the really pointy bit of the plane have declined in recent times, but added that having "First Class is institutional" and very important to CX.

#### **Creative incentive**

**CREATIVE** Cruising's trade

incentive for Sep has been won by Danae Cooper, from STA Rockingham WA.



delighted

Cooper (pictured) has won herself a brand new Apple iPad for selling the most amount of cruises during the month long sale and incentive.

#### Seabourn to drop 'Yachts' from name

CARNIVAL Cruise Line's 'The Yachts of Seabourn' brand is set to revert to its original name next year, and be known as Seabourn Cruise Line.

A spokesman said that while the 'Yachts' reference was introduced to differentiate it from other lines, "recent research indicates that, in consumers who are not familiar with the brand, the yacht reference is confusing".

#### Contiki bucket list

CONTIKI Holidays has launched a new application on its Facebook page called '35 Things to do before you are 35'.

This interactive 'to do' list includes experiences such as kissing the Blarney Stone in Ireland, with users able to select 'been there done that' against completed activites and the option to ask friends to 'vouch' for you.

Fans can win up to \$10,000 worth of prizes for voting for their favourite experiences and clicking the 'like' buttons - more at contiki.com.au/top35.



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#### OS joins experts

LUFTHANSA'S eXperts travel agent website has been expanded to include information and incentives for Austrian Airlines, in addition to existing content from Lufthansa and SWISS.

To celebrate the addition a new Globetrotter game is online which allows participants to win 100,000 eXperts plus points or a \$350 Myer voucher simply by answering a few questions about the networks of the three carriers.

Membership of the eXperts program is free for travel agents - see www.lufthansaexperts.com.

#### **Empire website**

NEW York's iconic Empire State Building has launched a more engaging, interactive and user-friendly website that offers real-time info about events and is a one-stop-shop for purchasing and planning visits to the famous landmark - see esbnyc.com.

#### IHG hosts Oprah's American audience

INTERCONTINENTAL Hotels Group has been named as the official accommodation partner for Oprah's 300 strong audience who landed in Australia yesterday, for the Oprah's Ultimate Australian Adventure promotion.

IHG will place the guests in hotels across the country using all of its brands including InterContinental, Crowne Plaza and Holiday Inn properties.





#### State Manager, Victoria/ Tasmania

Travelscene American Express is seeking an experienced and talented State Manager to manage, direct and execute the sales and marketing strategies, tactics and programmes for the Travelscene American Express Membership network and grow the membership of the Travelscene American Express network through Member retention and acquisition. Driving market share of preferred partners in order to increase the revenue and profitability of the Travelscene Member and maximise the revenue for Travelscene American Express.

To be successful in this position you must possess:

- · Must have experience in a senior sales leadership role
- The ability to build equity into a brand and also drive sales in a pressurised retail environment week to week
- Experience in the Retail and / or Franchise and / or Travel Industry Travel industry experience will be an advantage
- Strong relationship management skills and a high level of commercial acumen

This is a fantastic opportunity for a self-starter to join a market leader in a crucial role. If you would like to apply for this position please send your CV to careers@stellatravel.com.au by 10 December 2010.

#### SALES MANAGER - ACT

Avis is a global leader in the tourism industry, offering a diverse range of challenging and rewarding career opportunities. Competitive remuneration, incentives and excellent staff discounts are just some of the ways we look after our valued staff. Enjoy a supportive and fun team environment, with a focus on exceptional customer service that has seen us become Australia's leading car rental Company.

Reporting to the State Sales Manager - NSW, this senior sales position is responsible for managing relationships with Avis corporate, government and travel accounts based in Canberra. The primary function of the role is to maintain close relationships and achieve growth from an existing customer base whilst identifying and targeting other major business opportunities for Avis within the primarily Federal Government Canberra market.

To be successful in this role you must have demonstrated previous sales experience with a proven track record of achievement in service industry sales, excellent communication and sales presentation skills, and computer literacy skills including Word, Excel and PowerPoint. Knowledge and experience in selling to government

agencies, though not essential, would be highly regarded. This role will commence in February 2011 and will also involve occasional interstate travel.

Applications to: Julie Stockdale – State Sales Manager NSW Email: Julie.Stockdale@avis.com.au



## **New Cathay Pacific Business Class cabin**

CATHAY Pacific Airway's last night showcased its new Business Class product offering to around 3,000 guests, mostly made up of top Marco Polo frequent flyer program members from around the globe, at the Hong Kong Convention and Exhibition Centre.

The 'Light up the Sky' event featured current ceo Tony Tyler and ceo-elect, chief operating officer John Slosar, and a host of entertainment, including dancers and Australia's 'Laser Man'.

The new Business product has had three prototypes already thoroughly tested, trialled and redesigned, based on Marco Polo members' feedback and comments, with the new design featuring seats that turn away from the aisle to create a feeling of spaciousness.

Seats provide "the right balance between privacy and openness" according to ceo Tony Tyler, and are a step away from the current 'enclosed' Business Class product.

The wing-backed chairs are angled to give passengers clear views through the windows - a reversal of the existing J Class product which has pax facing away from the window.

The new configuration (page 1) also enables pax in the centre seats to interact with one another as they are angled towards each other, and by moving the seats forward by up to 11 inches pax can have face-to-face conversations over a cocktail table (as chief operating officer John Slosar demonstrates below).



Under the cocktail table is another storage compartment with light (pictured below) which has a bottle net, and is designed to be suitable for handbags, laptops and other bulkier items, usable once airborne.

The cut away section of this space also serves as additional space for

knees to tuck into when laying flat. Each seat has its own nook for legs to be streched out into, which Cathay's Head of Product, Alex McGowan, told Travel Daily was in the process of being commissioned to act as another possible storage area even during take-off and landing, ahead of the product's

roll out next Mar.

Seat widths will be 20.2" (51cm) on A330s and 21" (53cm) on 777s.



When on the bed setting, aisle-side arm rests can be dropped at the flick of a switch creating further 'openess' to add to comfort levels, and there's even a 'bed extension' (as seen left) that pops up and into place when the seat is

flat, providing extra posterior support.

The shell of the seat is strong enough to cope with body weight leaning against it, which means pax can prop themselves against it as well.

At 82" (208cm) long, Cathay Pacific says its new Business product will be one of the longest (and widest) seats on offer by any commercial airline.

RIGHT: Want more storage? There's also another latchable shoe locker in the arm-rest of the chair.





RIGHT: The latchable side cabinet can be used to store wallets, passports, phones, etc, and it also acts as the divider for privacy when left in the open position (once the aircraft is in flight).

It also features a private vanity mirror, an inclusion frequently requested by female travellers, according to Cathay Pacific Airways.



Wed 08 Dec 10

EDITORS: Bruce Piper and Guy Dundas

LEFT: Cathay has strategically positioned a universal power supply outlet, seat control adjustment, IFE controller/phone, light switch, USB port, RCA port and a iPhone/ iPod connector all in the one central location for convenience.

An iPhone/iPod connection cord will be provided to all Business Class passengers (meaning guests can watch their own videos through the 15.4" personal TV), along with noise cancelling headphones that can be stored in the adjacent private cabinet (below)



#### IN A FIJI HOLIDAY FOR TWO



Treasure Island Fiji and Air Pacific are giving Travel Daily readers the chance to win the perfect Christmas present.

One lucky reader will this month unwrap an envelope with two return economy Air Pacific tickets to Fiji and a voucher for five nights of relaxation at the beautiful Treasure Island Resort.

To be in the running, simply help to compose a Fijian version of the "Twelve Days of Christmas".

Every two days we will be asking you to complete (and email in) one of the 12 lines from the song.

Give us your best creative entry and make sure they encompass the treasures that Fiji has to offer.

Email your full entries by COB 31 December 2010 to fijicomp@traveldaily.com.au.

Click here for competition terms and conditions.

"On the third day of Christmas my true love gave to me \_\_\_\_\_, \_\_\_\_ and \_\_\_\_ in a palm tree."









# YOU WOULD BE A TURKEY TO MISS OUT ON THESE ROLES! CALL AA TODAY!



#### FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com

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MELBOURNE – 1/167 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

# MAKE THE SWITCH FROM RETAIL TO CORPORATE CONSULTANTS X 8 SYDNEY CBD – SALARY PACKAGE TO \$53K +

Tired of working every day of the week and not seeing the rewards? This is an excellent opportunity to make the switch to corporate travel. Join this global TMC in their hugely successful Sydney CBD office, where you will enjoy working in a professional environment on dedicated corporate accounts; no more price beats. You will need a min of 2 years retail travel experience and knowledge of a CRS. Ticketing skills are ideal.

# SUPERSTAR TEMPS NEEDED TEMP TRAVEL CONSULTANT - CUSTOMER SERVICE MELBOURNE (INNER) – TOP HOURLY RATE ON OFFERI

You will gain an excellent salary and real career progression.

Are you available for work over the Christmas period? We are in need of 3 proactive travel consultants with an excellent phone manner and Galileo skills to work within this busy online travel agency on the city fringe. You will enjoy a vibrant work environment, Monday to Friday hours, weekly pay and the opportunity to enhance your current skills. Starting 20<sup>th</sup> of December, you must be available between Xmas & New Year.

## TIS THE SEASON FOR A NEW JOB WHOLESALE TRAVEL CONSULTANTS

PERTH (INNER) – SALARY PACKAGE TO \$43K + Overtime Get in to the swing of the festive season by landing yourself a fabulous new role! This leading wholesaler offers one of the best work environments around with extensive training, a welcoming team, fantastic incentives, monthly massages and educationals galore! All you need to be a part of it all is a minimum of 6 months experience as a travel consultant and GDS skills. Give yourself an early xmas gift – apply now!

# FIRST CLASS AND FIVE STAR ALL THE WAY CORPROATE LEISURE CONSULTANT BRISBANE CBD – SALARY PACKAGE \$55K OTE

Do you love creating luxury itineraries? Fancy yourself an expert on customer service? Then don't miss out on this exciting new role. You will responsible for arranging the leisure bookings for corporate clients. First class flights, exotic safaris, round the world cruises and more. Exceptional customer service skills are a must in this position along with a strong attention to detail. Enjoy Mon – Fri hours, fantastic \$\$, amazing famils, ongoing rewards and more.

# ARE YOU MULTI-TALENTED & MULTI -SKILLED? INTERNATIONAL CORPORATE CONSULTANT SYDNEY CBD - SALARY PACKAGE TO \$59K +

Are you striving to reach the top? Looking for a place where you can make your mark? Look no further – we have the perfect opportunity. Our client is a national TMC and they are looking for an experienced corporate consultant to join their busy Sydney office. You will have a min 2 years corporate travel experience, with excellent international airfare and ticketing knowledge. This is a top role with amazing career development opportunities and a fantastic salary.

#### MIX IT UP

## CORPORATE/RETAILTRAVEL CONSULTANT MELBOURNE (INNER) – SALARY PACKAGE TO \$55K

Do you prefer a little variety in your working day? Working for this successful boutique operator, you will enjoy dealing with both business and leisure enquiries on a daily basis to destinations across the world. You will be a professional, team orientated and passionate travel consultant with Sabre skills ideally. On offer is a friendly, supportive team environment, set salary with no unrealistic targets and Mon to Fri hours.

#### SPREAD THE CHRISTMAS CHEER CORPORATE TRAVEL CONSULTANT PERTH (INNER) - SALARY PACKAGE TO \$55K

This outstanding TMC will give you something to cheer about! If you are an experienced travel consultant who has the know how to deal with exciting and intricate bookings this is the role for you. Working on a great account, your days will never be boring and with a focus on work/life balance, you can forget about working hours of unpaid overtime! Join the big guns & be rewarded. GDS skills essential.

# EUROPEAN SPECIALIST INTERNATIONAL LEISURE CONSULTANT BRISBANE INNER SUBURBS – SALARY PACKAGE TO \$50K

Wanting to work in a friendly and flexible office?
Believe travel consulting involves spending time with clients one on one? If so, this office is for you. This established and respected agency is looking for a dedicated travel consultant to join them. You will be comfortable in catering to the discerning traveller and experienced in building intricate and prestigious European itineraries. Part time opportunities may be available for the right person.





# Top 10 China Tours on sale now!

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All deposited bookings by 31 DEC 2010 get a bonus \$50 Myer gift card\*



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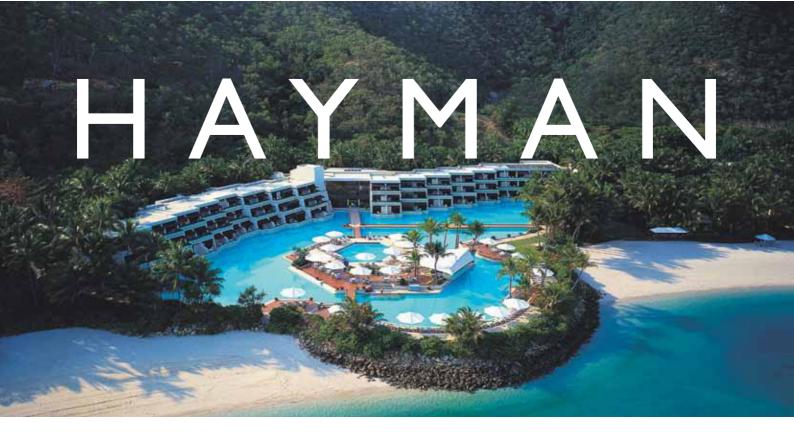




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## TRAVEL INDUSTRY ESCAPE

Head to beautiful Hayman, where this celebrated private island invites you to savour the finest of resort living and marvel at all the wonders of the Great Barrier Reef.

#### Offer includes

- Two nights' accommodation for two people in a luxurious room
- Sumptuous daily buffet breakfast in Azure overlooking the Coral Sea
- Return luxury launch transfers between Great Barrier Reef Airport and Hayman
- Paddleskiing, windsurfing and catamaran sailing
- Gymnasium, sauna and steam room
- Tennis, squash, croquet, golf putting and driving, and island walks
- Complimentary resort tour and sparkling wine on arrival

From \$345 Pool Wing per person per stay twin share.

From \$385 Lagoon Wing per person per stay twin share.

From \$545 Suite per person per stay twin share.

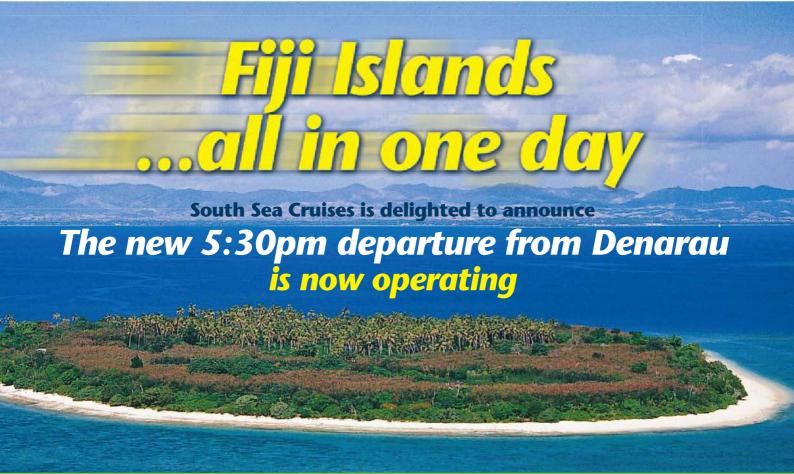
Limited time only.

To receive this special offer, employee identification is required, including IATA number and reservation enquiry details on company letterhead. Promotional code INDESC is also required for reservations.

For further information, or to make a reservation, visit www.hayman.com.au or contact Hayman Reservations E reservations@hayman.com.au T (61-7) 4940 1838 or Toll Free (in Australia) 1800 075 175

Conditions Valid for travel until 28 February 2011. Travel Industry Escape offer based on a minimum 2-night stay including twin share accommodation. Launch transfers from Great Barrier Reef Airport to Hayman return and daily buffet breakfast for 2. Available to bona-fide travel industry employees only. Employee identification is required at check-in to validate special offer. Additional night rates includes accommodation and buffet breakfast starting from \$345 per room per night. Festive Season surcharge of \$70 per room per night applies between 21 December - 6 January 2011. Rates quoted in Australian dollars inclusive of GST and subject to change. Subject to availability.

HAYMAN GREAT BARRIER REEF QUEENSLAND 4801 AUSTRALIA



# No more one night stands... new late afternoon mainland departure

With our 5:30pm departure from Port Denarau to central Mamanuca Island Resorts, you can now choose to travel direct to your island resort on the same day.



South Sea Cruises has responded to the increasing number of flights arriving into Nadi later in the day and the desire of many visitors to travel directly to their Island Resort on the same day. The new service also allows guests departing on late night flights to remain at their Resort for the day if they wish.

The addition of this service also means increased capacity per day which will benefit all Resorts, not just those on the late circuit, by spreading the loads across our different departures.

New 5:30pm	Timetable
Denarau	5:30pm
Treasure/Beachcomber	6:05pm
Mana	6:50pm
Castaway	7:15pm
Malolo	7:25pm
Likuliku	7:30pm
Denarau	8:00pm

The new service has commenced and Guests or Agents who already have bookings on the 3:15pm departure or wish to alter their existing bookings to take advantage of this later departure may do so at no extra charge.

For further information contact your preferred wholesaler or tel: 1800 007 129



