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Travel Daily

First with the news

Monday 6th February 2012

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Holidays

Joyce slams Xenophon bill

QANTAS ceo Alan Joyce says he has "grave fears" for the future of the carrier if amendments to the Qantas Sale Act and Air Navigation Act proposed by independent senator Nick Xenophon are passed.

Before a Senate committee today Joyce said the bill was "a major threat to our business, to Australian jobs in the cities and regions, to investment and to growth".

The amendments would impose significant constraints on Qantas operations, including requiring QF to provide Australian wages and conditions for international crews on domestic legs of int'l services.

Joyce said this would force QF to withdraw from services connecting Darwin and Cairns to markets in Asia and Europe.

Other provisions which would

require any Qantas Group airline to conduct heavy maintenance in Australia would see Jetstar confronting competitors "who enjoy a lower cost base by doing virtually none of their heavy maintenance in Australia".

The Australian Tourism Export Council has also joined Qantas in opposing the changes, with ATEC md Felicia Mariani saying the bill is an "unfair and direct assault on Qantas' capacity to be competitive in the Asian market,"

She said the proposals are "yet another threat to our tourism industry".

Get in first with BA

BRITISH Airways is offering special Club World business class fares to London, priced from \$8,699 including a one-way upgrade to First Class.

For more information see the special front full page of today's issue of *Travel Daily*.

NTIA nominations!

THE day has finally arrived - it's time to nominate for this year's National Travel Industry Awards.

As in previous years there are separate nomination forms for suppliers and travel agents, and it's the first stage in the process which will culminate in the industry's night of nights, the NTIA 2012 Gala Dinner at the Sydney Westin on Sat 21 Jul.

The nomination period runs from 9am AEDST today until 5pm on Wed 29 Feb, and all nominations will be verified before proceeding to the voting and judging stages of the awards.

Agents can nominate suppliers at svy.mk/NTIA2012forAgents while suppliers can nominate top agents in various categories at svy.mk/NTIA2012forSuppliers.

Eight pages of news

Travel Daily today has eight pages of news and photos, a front full page for British Airways plus full pages: ([click](#))

- AA Appointments
- inPlace Recruitment jobs
- Philippine Airlines

Morris joins CZ

CHINA Southern has again signalled its strong commitment to the Australian market, with the appointment of Derek Morris as sales & marketing manager.

Morris is well known to the industry with a 27 year tenure at Cathay Pacific, 15 of which as its sales & marketing chief, before his departure late last year.

He'll be based at CZ's Sydney headquarters, commencing Wed.

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Monday 6th February 2012

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Win a trip to Dubai.

Details to be revealed on 13th February.



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Creative is sitting pretty

CREATIVE Holidays is pleased with its current product range, and isn't expecting to add significant new destinations or product offerings in the next year.

Speaking to **TD** in Bali on the weekend, executive general manager Andrew Yell said Creative product had expanded by 25% this year, with recent additions incl the Cook Islands, Mauritius, Samoa and Qatar.

This year Creative is forecasting conservative growth given overall industry conditions, with Yell saying that the strong A\$ was continuing to be a booking catalyst.

The early release of a preview brochure for Europe last year has been successful, and will be repeated even earlier for 2013/14.

"If product is out there people will commit," Yell said.

He said that Creative would not be following some of its rivals and introducing specialised programs such as ski or ocean cruising at this stage.

"Ski is quite a technical sell and it doesn't suit our systems at this stage, while the technology isn't there for ocean cruise yet - we'd

like to be able to offer dynamic rates and last cabin availability, and that's just not possible now with cruise lines using such a variety of booking systems," he said.

Creative has been looking at combining niche themed product such as honeymoons, family, driving holidays or soft adventure but will not produce dedicated brochures for these segments.

However the wholesaler may market such combinations across different destinations as a "collection," Yell said.

Other recent developments incl a relaunched website, featuring an online booking engine which has been in place for some time.

While Creative has an unrelenting commitment to trade distribution, it's inevitable that some consumers will want to book direct and "we're not going to turn that business away.

"We want to generate demand and get the sale...but we will always protect the trade in terms of pricing," Yell said.

MEANWHILE Creative says its new Bali Kids initiative (see p5) is a key way of "giving back" to the popular Indonesian destination.

Launched with the new Creative Bali program, the optional scheme sees \$1 per Creative Bali booking going to a charity which supports education and health for underprivileged children - and also provides another point of difference for the Creative brand.

Qantas global sale

QANTAS launched a five day 'global sale' on Fri afternoon, offering discounted flights to a range of destinations including Asia, the US, South Africa, South America, London and Frankfurt.

Members of the QF Frequent Flyer program are being invited to use 'Points + Pay' for their trips, with travellers who take up this option continuing to earn status credits and frequent flyer points.

Skimax relocation

SKIMAX has moved its team of ski and snowboard consultants to a new location at Level 5, 210 Clarence Street Sydney.

It's business as usual, with all email and telephone contact details remaining unchanged - call 1300 136 997.

Amadeus hotel appt

AMADEUS has appointed hotel industry veteran Jeff Edwards - former Chief Information Officer for Wyndham Worldwide - as the Amadeus VP of Hotels.

Based in Madrid, Edwards has a clear brief to quickly expand Amadeus' hotel division in both distribution and IT services.

oneworld India delay

THE oneworld alliance has announced that the imminent accession of India's Kingfisher airlines as a full member has been delayed indefinitely.

Scheduled to formally enter the alliance this coming Fri 10 Feb, the Kingfisher addition has been put on hold "to give it time to strengthen its financial position.

"These are turbulent times for the airline industry in India and many other parts of the world," said oneworld ceo Bruce Ashby.

"We have been working closely with Kingfisher Airlines over the past months and it has become increasingly clear recently that the airline needs more time to resolve the financial issues it is confronting," he said.

The indefinite delay will see a new joining date decided once Kingfisher "is through this current period of turbulence," he said.

Last year flag carrier Air India's accession into the Star Alliance was also suspended (**TD** 31 Jul), leaving India as a 'white spot' on the maps of both alliances.

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Travel Daily

First with the news

Monday 6th February 2012



Etihad and
airberlin
Europe
covered

Malev stuck on the tarmac

ANOTHER week, another European carrier grounded.

The recent demise of Star Alliance member Spanair (TD 30 Jan) has been followed by the news of oneworld's Hungarian flag carrier Malev ceasing operations.

The move, effective from 0500GMT on Fri, came as Malev said its financial position was untenable following a decision by the European Commission requiring it to repay government loans because they contravened regulations about state aid.

Malev operated flights to 53 destinations, but oneworld said all but five of them are served by other member carriers.

The destinations which will be removed from the oneworld map are Sarajevo in Bosnia-Herzegovina, Podgorica in Montenegro, Cluj-Napoca and Tirgu Mures in Romania and Odessa in the Ukraine.

Malev has entered a bankruptcy protection scheme, and a number of low-cost rivals including Wizz Air, Ryanair and airberlin have already reacted by boosting capacity from Budapest, where Malev comprised about 40% of overall flights.

According to Reuters, Malev had been flying for 66 years, and Hungarian Prime Minister Viktor Orban said suppliers had lost confidence in the carrier, demanding advance payment and resulting in two aircraft denied take-off from Ireland and Israel.

Malev is 95% owned by the Hungarian government.

On Fri Ryanair announced 26 new routes from Budapest, where it will base four aircraft.

oneworld said most of its members are offering to rebook customers with a Malev sector onto alternative carriers, while BA, airberlin and Finnair are offering special repatriation fares.

London snow chaos

FLIGHT QF1 to the UK was diverted to Frankfurt yesterday, amid widespread disruptions due to extreme weather in Britain.

Heavy snow affected many flights, with the latest update from LHR saying that airlines operated about half of the 1300 services originally scheduled for 05 Feb after consultations with air traffic control and forecasters.

Based on the current forecast LHR officials say the airport expects to be fully operational for flights over the next 24 hours.

Voyager md retires

NATHAN Feld, co-founder and managing director of TMC Voyager Travel Corporation has announced his retirement after 38 years, having established the business as NC Travel in 1973 along with the late Noel Castan.

Renault pick-up deal

RENAULT Eurodrive is offering a waiver of collection or return fees in eight European countries, for bookings of new mid- or family-sized lease vehicles before 29 Feb.

The offer, which is a saving of up to \$330, is valid for collections any time up to 31 Dec for a minimum 45-day duration.

It applies to a wide range of coupes, sedans, estates and people movers available at nine airports in Belgium, Germany, Holland, Italy, Spain, Switzerland and Portugal, with prices starting at \$2260 - info 1300 55 11 60.



Window Seat

AN INDIAN fireman has stepped in to help a commercial flight land at an airport in Tirupati, Andhra Pradesh, after air traffic controllers turned up late for work.

According to the BBC, the Jet Airways aircraft with about 60 passengers on board, was guided to the regional airport by 'Mr Basha' who was asked by the airport manager to operate the radio in the control tower because he could speak English.

There's no approach radar at Tirupati, which is the arrival point for visitors to the nearby Tirumala temple attraction.

Mr Basha spoke to the pilots for about 40 minutes, relaying runway and weather information and giving landing clearance before one of the qualified ATC's turned up.

THE current cold weather in Europe is definitely frigid enough to "freeze a brass monkey" - and a zoo in icy Kazakhstan is helping its primate inmates survive by giving them red wine to keep them healthy.

Svetlana Pilyuk from the Karagandy Zoo claimed the tippie helped protect the monkeys from respiratory infections, saying they really enjoyed the alcoholic drink.

She also stressed that pregnant monkeys and babies were not allowed to taste the booze.



Social Media and Marketing Consultant

Due to expansion MSC Cruises are looking for an experienced Social Media Marketing Consultant. The successful candidate should have a passion for increasing online business across all mediums. Reporting and analysis of market is imperative, including the loading and distribution of product. Salary Negotiable.

Please send your CV & covering letter to hr@msccruises.com.au

AFTA National Travel Industry Awards

Saturday 21st July 2012

NOMINATIONS OPEN NOW!



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Consolidated's next winner



ABOVE: Consolidated Travel last week presented the Week 2 winner of its current Singapore

Airlines incentive to Melbourne-based Parthenon Travel.

The incentive is rewarding Consolidated Travel's top selling SQ agents with David Jones gift cards to the value of \$1,000 per week, plus additional DJ vouchers for sales of Singapore Airline's First Class/Suites, Business and Economy class tickets to Europe.

Pictured from left are Lambros Polyzos, senior consultant and Andy Miridakis, manager at Parthenon Travel, Chris Rowe, sales manager Vic Singapore Airlines and Steve Alysandratos, customer relationship manager, Consolidated Travel.



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE.**

Supplier enquiries for notices: advertising@traveldaily.com.au

SQ revamps rewards

SINGAPORE Airlines has revised the thresholds for awards under its KrisFlyer loyalty program, with the move expanding eligibility of its Saver Award for First and Business Class to more flights.

Valid for both Singapore Airlines and SilkAir Award flights and upgrades, several destinations will be re-designated to different zones, with the move applicable for redemption bookings from 01 Mar and travel effective 01 Apr.

The move will see Saver Awards able to be redeemed for First and Business Class on most flights, including on 777-300ER services, as well as for business class on A380 and A340-500 services.

HTCA agent bonus

HOTELCLUB is offering travel agents an additional 5% Member Rewards on all bookings made in Feb & Mar through its HotelClub for Travel Agents (HTCA) program.

New travel agencies who join the program will also receive an additional 50 Member Rewards per month when they make five bookings each month.

See <http://bit.ly/HTCAbonus>.

Air Vanuatu adjusts Aussie schedule

AIR Vanuatu has this morning announced it will add an extra return Tue service from Sydney to Port Vila, effective 26 Jun.

The new flight will enable same plane onward connections to Espiritu Santo, "allowing holiday-makers and divers an extra day on the South Pacific Island of Santo without the need to take a domestic connecting flight," NF manager Australia Malcolm Pryor said.

Changes will also see the Port Vila-Sydney-Melbourne-Port Vila triangle service discontinued

from 05 Apr.

Effective 21 Jun, Melbourne will be served by Thu non-stop flights in both directions during the peak period extending to 07 Oct, and similar services over the Christmas/New Year period.

Air Vanuatu's thrice weekly Brisbane route remains the same.

Prior said an increase in service and flexibility "makes sense" to appeal to "visitors interested in everything from a beach and poolside holiday, to soft adventure and cultural experiences."



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Agency closures

THE Travel Compensation Fund has this morning advised of the voluntary termination of **Allworld International** from Dapto NSW (ABN:79 002 385 980) and **Glaxis Travel** of Sunnybank Qld (ABN:141 143 161 326) after the agents ceased trading, effective 03 Feb.

Tasair administration

TASMANIAN carrier Tasair was placed into voluntary liquidation on Fri last week due to mounting levels of debt.

The carrier operated twice daily services between Devonport and King Island and employed 15 full-time and eight casual staff.

Passengers with pre-booked flights and future bookings are being advised on the Tasair website to contact "an alternate operator."

Hobart-based Tenbenschel & Dee Chartered Accountants have been appointed as liquidators.

A meeting of creditors has been scheduled for 14 Feb.

Thai Smile from Jul

THAI Airways International is set to launch a new regional carrier named Thai Smile, with flights set to commence from 01 Jul according to GDS timetables.

The carrier will launch flights with four 2-class A320s, and said it plans to increase its fleet to 11 of these aircraft by 2015.

Initial routes will see operations from Bangkok to Chiang Mai, Jakarta, Kolkata, Phnom Penh and Surat Thani, as well as between Chiang Mai and Phuket.

Dutch driving update

THE Department of Foreign Affairs and Trade has reissued its travel advice for the Netherlands, adding new information about the validity of Australian driver's licences when in the country.

New rules stipulate that holders of valid Australian driving licences may drive in the Netherlands for 185 days (about 6 months) from their date of their arrival.

After this period a Dutch driver's licence is required.

HKA Michelin chef

HONG Kong Airlines has teamed with Michelin star chef Jason Atherton to design inflight menus for its all Club Class London flights.



ABOVE: One of the children supported by the Bali Kids charity just couldn't get enough of a Creative Holidays cap during a visit by Creative's executive gm Andrew Yell on Sat.

Creative Holidays' new Bali brochure sees the introduction of the program under which \$1 will be added to each Bali booking to provide an ongoing source of funding for the welfare group.

Founded in 2005 by a group of Australians, Bali Kids was identified by Creative Holidays' ground operator as an ideal charity partner for the wholesaler.

The money from the initiative will be used to fund medical and dental services and supplies.

As well as the ongoing donations from passenger bookings, which Yell said would amount to "many tens of thousands of dollars" a year,

Creative has also made a substantial corporate donation towards the construction of new premises for Bali Kids which will allow it to expand its work.

Bali Kids donations are tax deductible in Australia, with the charity's director Brenton Whittaker telling **TD** that Creative's support is invaluable.

Bali Kids operates medical clinics which provide services to more than 6,000 disadvantaged children across Bali, as well as a care centre for kids requiring full-time accommodation.

Health education is a key focus, as is assisting children suffering HIV, tuberculosis and other serious medical issues.

Creative will also facilitate visits to Bali Kids by clients who want to find out more about the project while they're on their Creative Bali holiday.

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Qualified candidates should forward a CV and covering letter to **recruitment@globusfamily.com.au** with **Groups BDM (NSW & VIC)** in the subject line by Friday 24th of February 2012.

Please note: Applications will not be accepted via recruitment agencies before the closing date.

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The successful candidate will possess:

- Tourism marketing or other relevant travel industry experience min 3 years
- Fluent German & English both written & spoken
- Permission to work full time in Australia
- Excellent communication & presentation skills
- Attention to detail
- Advanced organisational & time management skills
- A 'Can Do' motivated attitude with a positive approach to work.

Please email expressions of interest and resume to:

Alison Roberts-Brown, AVIAREPS Pty Ltd

Email Address: arobertsbrown@aviareps.com

Closing date: 7 February 2012

Position: Account Manager

WIN A TRAVEL ESSENTIALS PACK



To reduce the risk of Bali Belly from ruining your next holiday, **Travel Daily** is giving you the chance to win the ultimate travel pack (valued at \$50 each), featuring **Travelan**.

Travelan – a natural product derived from the humble Australian dairy cow – is scientifically proven to provide travellers with up to 90 per cent protection against the bacteria that causes travellers' diarrhoea.

For your chance to win, simply be one of the first five people to send in the correct answer to the question below to: travelan@traveldaily.com.au.

What product provides up to 90 per cent protection against the bacteria responsible for travellers' diarrhoea?

Hint! Visit www.travelan.com.au



Tahiti reduces prices

TAHITI Travel Connection and Air Tahiti Nui have partnered to offer 'The Perfect Pearl' seven-night package priced from \$3480pp ex SYD and MEL.

The deal is based on travel from 01 Apr to 31 May, 01 Nov to 20 Dec 2011 and 20 Jan to 31 Mar 2013, and includes economy class airfares, accommodation, all day cruise and a four wheel drive tour - www.airtahitinui.com.au.

FL up Cancun routes

AIRTRAN Airways will add new seasonal daily roundtrip services from Denver to Cancun from 16 Apr to 07 Jul, and up to four times weekly flights between Austin & Cancun, from 25 May to 28 Sep.

Princess norovirus outbreak hits 450 pax

PRINCESS Cruises in the US has confirmed that more than 450 passengers aboard *Ruby Princess* and *Crown Princess* were struck down by the norovirus infection late last week.

The 'bug' causes diarrhea, vomiting and stomach pain, and is spread through contaminated food or water, or transmitted by coming into contact with a contaminated surface.

Over 10% of the 3,100 pax and crew were affected on the *Crown Princess* Caribbean cruise, and about 3% of the 3,000 people aboard *Ruby Princess* were reported ill.

43 crew on both ships were also reported to have contracted the infection.

Crown Princess was cleaned and cleared to resume services on Sat and *Ruby Princess* returned to the sea Sun afternoon, CNN reports.

Just last week Princess boasted *Caribbean Princess* had achieved a 100 score during a recent public health inspection (**TD** Wed).

Kununurra Apt refurb

WESTERN Australia's Kununurra Airport will become a gateway for the region offering regular flights to Perth, Broome and Darwin following the completion of a \$8.68 million redevelopment.

"The airport now has the capacity to meet predicted local and tourist demand.

"With a small, widely dispersed population, effective transport infrastructure is critical to the economic development of the region," Special Minister of State, Gary Gray said.

Ibis Hua Hin opens

ACCOR has opened the newly constructed 200-room Ibis Hua Hin located in Khao Takiab.

An introductory offer of THB1080 (AU\$33++) per night in a standard room is available until 30 Apr - ibishotel.com/thailand.

Rydges Cairns deal

RYDGES is offering a Stay 3/Pay 2 deal at its three properties in Cairns for stays before 30 Jun, when booked by 31 Mar 2012.

The offer is available at Rydges Esplanade Resort, Rydges Tradewinds and Rydges Plaza Cairns - see www.rydges.com.

Australian body scanner backlash

THE Federal Gov't's decision to install body scanners at all eight Australian international hubs from Jul has been met by staunch criticism on some international travel forums, and threatens to destabilise inbound tourism.

Minister for Infrastructure and Transport Anthony Albanese said on Thu that the 'millimetre-wave' body scanners "are perfectly safe" and once introduced will require selected departing passengers to be screened.

The legislation follows the successful trial of the technology in Sydney and Melbourne last year (**TD** 22 Aug 11).

"While the legislation allows exemptions for serious medical conditions, any passenger directed by an officer must undergo screening and refusal to screen will mean refusal to fly," Albanese said.

Comments on one airline blog from potential overseas travellers since the announcement include:-
"Oh well, shan't be going to Australia on holidays again then";
"I wouldn't travel to anywhere if there was no opt out for a full body search"and;
"OK, Australia off the list from my places to go now" and others.

Horizon's new look

NEW Horizons Holidays is rolling out new look brochures for its top five destinations over the coming weeks with Bali the first to be launched featuring a new Gili Islands program, more hotels & villa accom and extra sightseeing and touring options.

The Bali program will be followed by Thailand, Malaysia, Singapore and Hong Kong over the next fortnight.

UNITED



MARKETING REPRESENTATIVE

Reporting to Senior Manager – Marketing, China/Pacific regions this position has strategic and tactical responsibility for marketing communications & relationship management with travel trade, media, consumers and other partner organizations, and is based in Sydney, Australia.

Key areas of responsibility:

- Planning & coordinating activities involving cooperative marketing funds with contracted agents to ensure maximum benefit & appropriate ROI. Including incentives, trade shows, educational trips.
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- Coordinating the day to day relationship with PR and local content for Mileage Plus
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You should be degree qualified with a minimum of 3 years relevant marketing experience. Be a team player with strong organizational & time management skills. Possess strong attention to detail and the ability to think creatively, conceptually and plan strategically. Written and verbal communications should be outstanding and you should be competent with MS Office; Word, Excel & Powerpoint.

You should also have legal right to work in Australia.

Please express your interest to: Alena Stewart, HR Representative-Australia, alena.stewart@united.com. Closing Date: Monday 13 Feb 2012.

If you are not contacted by Wed 22nd Feb your application has been unsuccessful. Thank you.

Centara final winner

CONGRATS to Sandra Lysiak of Complete Travel Services in South Yarra who was the final weekly winner in our Jan Centara Hotels & Resorts competition.

Sandra's response to the week 4 question - *What additional services would you like to experience at a Centara hotel or resort and why?* - was:

"Cooking classes to explore the many flavours of Thailand even more and relive the whole experience when cooking it back at home.

"Secluded beach picnic for a romantic day out or a night out under the stars - just for something special to offer for honeymooners or couples.

"Outdoor cinema, just if one feels like watching a great movie under the stars."

Sandra has won four nights accom at the Centara Grand Beach Resort Phuket and three nights at Centara Anda Dhevi Resort & Spa.

Hyatt Saudi treble

HYATT Hotels Corporation is to manage three new properties in the Kingdom of Saudi Arabia in a partnership with Naseel Holding Company.

The hotels include the 275-room Park Hyatt Riyadh, the 400-room Grand Hyatt Jeddah and the 240-room Hyatt Regency Jeddah.

Expedia/CZ alliance

ONLINE travel company Expedia has signed a strategic partnership with China Southern Airlines - the first ever global pact the carrier has made with an OTC.

The deal will see CZ's fares and inventory made available to all full-service Expedia websites in North America, Europe and Asia.

It will also extend to Expedia's corporate division Egencia.

"Through our partnership with Expedia, we are now able to promote China Southern Airlines' flights on Expedia sites in countries like the UK & Australia where we've not previously had a presence," CZ president of sales Zhao Zaikui said.

Shuttle2LAX express

LOS Angeles Airport rideshare shuttle program Shuttle2LAX.com has launched a new 'Express Service' that limits the number of additional pick-up/drop-off locations enroute to or from the airport to one stop.

The new express service is priced at \$59 one way.

Booking.com on GDS

TRAVELPORT Rooms and More hotel booking engine has had its inventory boosted after signing a deal with Booking.com, adding 115,000 hotels & holidays already and a further 65,000 planned.

Air Canada agent rate

BREAKAWAY Travel Club has year round industry fares with Air Canada priced from \$989 plus taxes to Vancouver, for travel up until 31 Mar 2013.

Scenic 2013 river cruise price guarantee

SCENIC Tours has launched its Europe River Cruising Earlybird Pre-Release brochure for 2013, offering a guarantee to hold 2012 prices on its exclusive range of Scenic 'Space-Ships'.

The Australian-owned company says it will guarantee that guests booking on select voyages within the pre-release period will get the highest value available - such as free flights to Europe - as well as free stopovers to Europe and a \$50pp on board credit.

The deals amount to an additional saving of up to \$600 per couple, when booked and deposited by 31 May, or upon the release of the full 2013 program - whichever comes first.

2013 itineraries where the deals are offered include the 15-day Jewels of Europe from Budapest

to Amsterdam and the 15-day Rhine & Moselle River Cruise from Amsterdam to Basel.

MEANWHILE, Scenic Tours has today confirmed it will expand its river cruise program further into Europe, adding France next year.

Scenic will operate the *Scenic Emerald* on a new 14-day South of France River Cruise, which includes a 12-night voyage from Chalon-sur Saone to Arles, and on the 27-day Grand European River Cruise.

Vale Jim Shrimpton

THE travel industry is today mourning the death of veteran journalist Jim Shrimpton, who passed away at the age of 79 on the weekend after a long career including a significant stint as a travel writer for AAP.



Brochures of the Week

WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to brochures@traveldaily.com.au. And don't forget our FREE brochure listing service at www.traveldaily.com.au/brochures.*



CIT Holidays - Europe Rail 2012

CIT offers a number of passes on European trains including Rail Jet, Brenner EuroCity and UK Rail as well as Thello, Elipsos and City Night Line rail. Other high speed options include the TGV, Eurostar, Thalys, TGV Lyria, ICE, Frecciarossa, AVE, X 2000 and Alegra. The passes include Eurail Global, Eurail select, regional, one country, other European, Swiss travel system and Swiss scenic trains and packages.



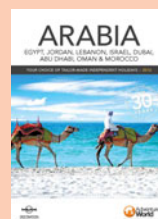
Rail Tickets - Train Travel Guide 2012

The 2012 Rail Tickets Train Travel Guide is being delivered to travel agents this week featuring new Thello (France-Italy) night train services, Railjet's high speed train in Austria to Zurich, Munich and Budapest and the Eurail Slovakia Pass. Copies can be ordered through TIFS and bookings can be made online at www.railtickets.com.au.



Russian Travel Centre - Russian Cruises 2012

The launch of the 2012 Russia river cruise brochure is believed to be a first for the Australian market the 3-, 4- and 5-star cruising available in one brochure. Nine ships are featured with a number of tourist class cabins and all the way up to 5-star junior suites. Deck plans, cabin plans and photos are included. Brochures can be viewed online at eetbtravel.com or via TIFS.



Adventure World - Arabia 2012

The 2012 brochure for Adventure World has added Lebanon product to the Arabia brochure for the first time. Other destinations in the booklet include Egypt, Jordan, Lebanon, Israel, Dubai, Abu Dhabi, Oman and Morocco. There are more than 30 new hotels and tours on offer including three in Lebanon as well as the top sellers, such as Nile Cruising, Highlights of Jordan, Fjords of Musandam and Essential Casablanca.

QATAR AIRWAYS RECRUITMENT

The World's 5-star airline and fastest growing carrier, Qatar Airways is dedicated to excellence and continuous improvement. If you are looking for a challenging career which carries a competitive remuneration package and benefits associated with the industry, this is the place for you. We invite applications for the following position:

Sales Support Agent (Melbourne based)

The successful candidate is responsible to support the sales team to achieve and maximise the revenue targets. The incumbent will also assist in marketing and pricing activities on the execution level. We require 3 years or more in a similar role, Reservations & Ticketing knowledge, GDS and airline system background.

Please send your detailed CV to employment@au.qatarairways.com by COB Mon, 20 Feb 2012.

Only shortlisted candidates will be advised.

Clippers new course

STAR Clippers has announced a new course for its Star Flyer vessel, which is set to sail from Southampton, London to Lisbon taking in ports in France and Spain, effective 01 Sep.

The ship will be based in Malaga and will operate a series of five & seven night cruises to Casablanca and Tangier, Cadiz, Motril and Gibraltar from 15 Sep.

BI cutting KK capacity

ROYAL Brunei will no longer operate 777 services between Bandar Seri Begawan and Kota Kinabalu in Sabah, with all 15 weekly flights on the route to be operated by an A319/320 effective from 25 Mar 2012.

Aus/NZ Dubai Face

THE Dubai Dept of Commerce Tourism & Marketing has launched a new Facebook page for the Australian/NZ market providing "interactive avenues" for info and support on the destination.

See facebook.com/dtcm.anz.

TripAdvisor misleading

TRIPADVISOR may be forced to change its 'Reviews you can trust' tag line after the UK's Advertising Standards Authority ruled that claims made by the website were "misleading".

The regulator was responding to complaints from a number of hoteliers who took exception to TripAdvisor's assertion that it offered "more than 50 million honest travel reviews and opinions from real travellers around the world".

The ASA upheld the complaint on the basis that TripAdvisor did not substantiate its reviews, and that the online firm admitted that it was not practical to screen submissions.

The ruling has ordered TripAdvisor "not to claim or imply that all the reviews that appeared on the website were from real travellers, or were honest, real or trusted".

Avalon e-brochure

AVALON Waterways is offering a new electronic version of its 2013 preview program, with savings of up to \$1,000 per couple - view it at www.avalonwaterways.com.au.

Bhutan special tours

BHUTAN & Beyond has added new special interest tours in 2012 including motorcycle journeys, mountain treks, a weaving and textiles tour, and a meditation and yoga retreat.

The small group tours are being offered as guaranteed departures when three or more guests are booked on the trip.

Tours booked and deposited in Feb will receive a complimentary one way flight upgrade between Bangkok and Paro when booked with a special interest itinerary.

Wide Eyed incentive

INDOCHINA specialist operator Wide Eyed Tours has launched its first ever travel agent incentive, offering consultants the opportunity to take part in the upcoming Vietnam Beach Bicycle Back Roads 2012 tour.

The top selling agent between 06 Feb-09 Mar will get to participate in the trip, also taking a partner for 50% off.

Spokesman Greg Wilson said there were just 38 places left on the \$2900 trip - more information on 0414 252 827.

Russia & Beyond brox

BEYOND Travel has released its 2012 Russia and Beyond brochure offering an expanded choice of tailor-made rail journeys and tours through Russia, the Ukraine, Uzbekistan and Georgia.

Air Seychelles to AUH

AIR Seychelles will launch seven weekly direct services between Mahe and Abu Dhabi from Jun as part of its strategic partnership with Etihad Airways.

Air Seychelles will use a Boeing 767-300ER aircraft on the route.

No more QF to Norfolk

THE new Norfolk Island flights operated by Air New Zealand (**TD** 22 Dec) will see the end of Qantas codeshare services to the destination at the end of Feb.

On 26 Feb QF332, 333 and 334 will operate as normal, but QF331 is cancelled and from 27 Feb there will be no further QF codeshare flights to Norfolk Is.

Qantas has issued a fare waiver allowing currently ticketed bookings after 26 Feb to be rerouted via the most direct routing using BNE-NLK or SYD-NLK direct on Air NZ, or MEL-NLK via SYD or NTL-NLK via BNE.

Travellers can also get a refund, change destinations or retain the value of their ticket in credit.

Monday 6th Feb 2012

Rocky trade site rejig

ROCKY Mountaineer has rolled out a new streamlined online booking system for the travel trade, available to agents at <http://agent.rockymountaineer.com>.

Upgrades include enabling agents to check live availability for the Two Day rail journey and customisation of pre & post tour accommodation.

Agents can also change & select accom types, book multiple rooms and request upgrades.

25 PLACES TO CHINA AND VIETNAM UP FOR GRABS!!!

As part of Helen Wong's Tours' 25th anniversary celebrations in 2012, the leading Asian specialist has teamed up with *Travel Daily* to offer 25 spots across four colourfully informative familiarisations to China and Vietnam in June, valued at \$60,000.

Three of the familiarisations will be devoted to China, one focussing on Shanghai, another on Beijing, the third on a Yangtze cruise through the breathtaking Three Gorges.

The fourth familiarisation will focus on Saigon (Ho Chi Minh City), all four itineraries finishing in Shanghai.

Every day *Travel Daily* & Helen Wong's Tours will ask a different China/Vietnam-related question - just read the issue and email us your answer. There will be 21 questions in total.

At the end of the month 25 subscribers with the most correct entries and the most creative responses to the final question will win a place on this fantastic famil.



**Q.4: Name the city:
"I've just enjoyed a
tantalising meal at
KOTO Restaurant in
my Vietnam travels."**

Send your answers to: helenwongcomp@traveldaily.com.au

Hint! Check out Helen Wong's Tours' China & Vietnam brochures at www.helenwongstours.com

Click here for
Terms &
Conditions of the
competition

Helen Wong's
TOURS

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First with the news AU

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

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WE TAKE YOUR EXECUTIVE CAREER AS SERIOUSLY AS YOU DO – CALL AA

THE FUTURE IS ONLINE

ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE OTE \$85K

Bring your account management and revenue management skills to this growing OTA and watch your career flourish. Managing a portfolio of hotels across an assigned territory, you will be travelling regularly with the objective of driving revenue and gaining the best results for both the client and your business. Knowledge of hotel revenue management, online distribution, and achieving targets are essential.

THIS IS THE PEAK OF ACCOUNT MANAGEMENT

REGIONAL SALES MANAGER

CANBERRA – SALARY PACKAGE OTE \$150K

This exciting role is available now within a leading TMC based in CBR. You'll be responsible for the management and strategic development of the regional client base, managing a team and driving the delivery of service excellence to an extremely VIP client base including Government. You will also hold the key relationship with the largest client requiring exceptional communication & leadership skills.

LEAD A TEAM TOWARDS THE FUTURE

CORPORATE TRAVEL TEAM LEADER

SYDNEY – SALARY PACKAGE OTE \$80K

If you're a Team Leader with a passion for developing people as well as moving your own career with a growing company this is the perfect role. Manage a small team and lead them through growth, system changes, and skills upgrades. This is a hands-on role needing strong consulting skills as well as a great attitude and desire to learn & help others. This is a real step in the right direction for your career in corporate travel.

THE PRICE IS RIGHT

PRICING ANALYST

MELBOURNE - SALARY PACKAGE TO \$80K DOE

This top operator requires the skills of a strong analyst who understands the intricate requirements of pricing. You will be focused on developing and maintaining new pricing models for their programs ensuring all components fit into the final sale price, respectful of business turnover and maximizing profit while maintaining a competitive edge in the market. Put your analytical skills to good use with a leading brand.

HOW ABOUT THIS FOR PREMIUM PRODUCT

BUSINESS DEVELOPMENT MANAGER

BRISBANE – SALARY PKG TO \$70k + CAR ALLOWANCE

Our client is a booming success in the travel industry so selling their product is a dream come true. This new BDM role is responsible for managing a large part of the Queensland travel industry. As a BDM with on-the-road experience you will know how to build relationships with your agents, gain their trust, providing training and support and increasing sales. You'll need to be results driven and motivated by growing your sales.

JOIN A MULTI NATIONAL BRAND

BUSINESS DEVELOPMENT MANAGER

PERTH - SALARY \$90k + CAR ALLOWANCE + INCENTIVE

This superb senior position has hit the Perth market and the client wishes to move quickly. You will have the ability to build networks within the Perth corporate market, establishing strong relationships while focusing on securing new business. With your drive and motivation to look to the future and secure growth you will show strong influencing skills and a go-getter attitude who loves to win.

MAKE THE RIGHT IMPRESSION

BUSINESS DEVELOPMENT MANAGER – LEISURE

PERTH – PACKAGE \$58k + BONUS + CAR ALLOWANCE

Do you have the ability to make an impression across the WA travel agency market and be remembered? This fantastic travel product is looking for a new sales manager to take over the WA territory and manage the trade relationships across the state. You will be self motivated working from your home based office and be willing to get out and about to build sales in your region. A great salary, benefits, and loads of travel on offer.

LOVE TO TRAVEL AND LOVE TO SELL

BUSINESS DEVELOPMENT MANAGERS

SYDNEY – SALARY PACKAGES TO \$80K OTE

We have 2 exciting Industry Sales roles now available, both with beautiful five-star product. You'll be a highly regarded BDM with great trade relationships and a reputation for being an effective and friendly BDM. Your understanding of driving sales and increasing business is essential, as well as having the ability to travel for your job. Take your career to the next level with quality product and you won't look back.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

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

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

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



New Travel Job Vacancies - 6 February 2012

Follow us on Twitter 

Join us on LinkedIn 

Recruitment Consultant/Account Manager

- ▶ **Join our team at inPlace Recruitment**
- ▶ This is an exciting career change within travel
- ▶ Earn up to \$70K OTE +++

This position is all about nurturing and developing relationships with our candidates and clients while working towards goals & business targets. Upbeat, fun team and loads of support.

Call or [email Sandra Chiles](#) for more details

Account Manager - Sydney & Brisbane

- ▶ **Multiple positions available in 2 states**
- ▶ Excellent career development opportunities
- ▶ Salary package to \$90K. CBD based roles

This company is solutions focused across all markets in travel. Employee satisfaction is an area they pride themselves in. Client retention and development with some acquisition responsibilities.

Call or [email Ben Carnegie](#) for more details

Corporate International Consultant - Perth

- ▶ **Fabulous management and team**
- ▶ Perth CBD
- ▶ Salary up to \$55K

Do you love working in the Corporate sector and are looking for a company that believes in progression? This job is for you! Their clients receive a higher service level & the personal touch.

Call or [email Sandra Chiles](#) for more details

Leisure Corporate Consultant - North Sydney

- ▶ **This company offer Reward, Recognition and \$\$\$**
- ▶ Real opportunity for development and progression
- ▶ Salary up to \$65K OTE

Highly sought after corporate leisure position. Fun and social environment! Ambitious and driven people who want to develop, progress to management and earn top \$\$\$ should apply!

Call or [email Kelly Wellmore](#) for more details

Leisure Consultant - Sydney

- ▶ **Work close to home!**
- ▶ Sydney Hills district, great office morale
- ▶ Salary to \$45K + incentives + super

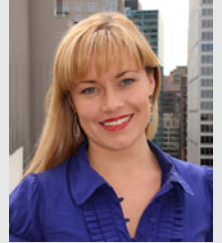
Join this thriving retail agency who are celebrating 20 years in business this month. Located in a busy shopping centre catering to families, affluent retirees and couples.

Call or [email Kristi Gomm](#) for more details

Kelly's Top Job

Junior Groups Consultant

- ▶ Crazy about sport? Love to travel?
- ▶ Great move into Groups
- ▶ Salary to \$40K + bonus + perks



Kelly Wellmore

Have you been working in the travel industry but want something more? Are you crazy about sports? In this role you can combine both.

Loads of perks working with this company, one of the world's premier sport tour operators, including entry into some major sporting events, gym and pool access, free parking plus the opportunity to travel.

You will learn groups and worldwide destinations as they coordinate tours for the FIFA World Cup, Rugby World Cup, Cricket World Cup to name a few. You will be based in funky offices in Sydney's Eastern Suburbs.

Only 6 months travel industry experience is required plus good CRS and PC skills, a strong sales focus and the ability to close the sale.

Call or [email Kelly Wellmore](#) for more details

Commercial Analyst - Travel IT - Sydney

- ▶ **Top 3 global travel IT companies**
- ▶ Succession planning for career advancement
- ▶ Salary to \$65K + super + bonus

Become part of a global company and ensure product yield is at its best. Reports, presentations plus advanced Excel & Access experience is essential. GDS/CRS experience is desirable.

Call or [email Ben Carnegie](#) for more details

Online Cruise Reservations Specialist

- ▶ **Keep your weekends free, Mon - Frid only**
- ▶ Excellent Sydney location, modern open plan offices
- ▶ Top experience = Top salary, to \$50K base + incentives

Working as part of a large successful team with no face to face sales you will deal directly with the public online and over the phone, booking varied and extensive itineraries.

Call or [email Kelly Wellmore](#) for more details

Connect with Asia 7 times a week

Philippine Airlines flies to 24 international destinations across Asia and the Pacific. With 7 flights a week from both Sydney and Melbourne direct to Manila aboard our Airbus A340, including day & evening departures, your clients have greater flexibility with connections through the Philippines and beyond.



SYDNEY to MANILA

Direct: Tuesday/Wednesday/Friday/Saturday
via Melbourne: Wednesday/Saturday/Sunday

MELBOURNE to MANILA

Direct: Thursday/Sunday/Monday
via Sydney: Tuesday/Wednesday/Friday/Saturday

**Call 1300 888 725
or your Travel Agent**

