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Travel Daily

First with the news

Friday 17th February 2012

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It's footy tipping time

TRAVEL Daily will once again this year run our popular footy tipping competitions - and it's going to be bigger than ever.

As well as our regular NRL and AFL competitions, which last year attracted more than 1200 participants from across the industry, in 2012 we are also running a Super 15 Rugby Union tipping competition.

Registrations are now open for all three competitions, which will all offer major prizes including flights and accommodation.

The fabulous prize details will be revealed next week, and there are also some limited opportunities for sponsorship of weekly prizes; for more info email us on footy@traveldaily.com.au.

To register for the footy tipping comps see the special page at traveldaily.com.au/competitions.

Randall industry rates

RANDALL Marketing has released its 2012 industry rates for hotels and resorts in Asia Pacific, the Middle East and Indian Ocean - for more info see <http://bit.ly/randallmktg>.

Air Australia goes under

JUST a day after insisting that it was "business as usual" at Air Australia, the carrier this morning confirmed it had been placed into the hands of administrators KordaMentha (**TD** breaking news).

All Air Australia flights have ceased effective immediately and several hundred passengers are stranded overseas.

Other airlines have jumped into the breach including Qantas as well as Hawaiian Airlines, which is offering a \$300 one-way 'rescue fare' to affected travellers.

Brisbane Airport is advising passengers holding tickets for Air Australia flights to not come to the airport at this time, while wholesalers are also scrambling to help affected clients.

Creative Holidays says it won't charge any amendment fees nor adjust agent commission to make

changes to affected bookings, and clients displaced in Hawaii, Bali and Phuket are being supported by ground handlers and the Creative team in Hawaii.

Flights appear unlikely to resume, with KordaMentha issuing a statement saying "it currently appears that there are no funds available to meet operational expenses".

The administrator is advising people who paid by credit card to claim for a chargeback, while those who paid with cash "will not be entitled to a refund" unless they hold travel insurance which covers insolvency.

KordaMentha said it will decide on the strategy for the group in the coming weeks, and that staff and creditors will be sent circulars to explain their position.

Seven pages of news

Travel Daily today has seven pages of news and photos, plus full pages from: (**click**)

- AA Appointments
- Ezeego1 agent incentive
- QF Grand Prix incentive

Don't forget to enter

ENTRIES are continuing to roll in for **TD's** monthly competition, which is offering 25 places on a Helen Wong's mega famil - details on **page seven**.



2012 QANTAS SUSTAINABLE TOURISM SUMMIT

Making Australia a low-carbon destination

Friday 2 March 2012, 8.30am-3pm, Sebel Cairns

Confirmed summit speakers include **Hon Jan Jarrett** MP Queensland Minister for Tourism, **Felicia Mariani** ATEC, **Andrew McEvoy** Tourism Australia, **Bruce McKenzie** IHG, **Dermot O'Gorman** WWF Australia, **Blair Palese** 350.org Australia and **Todd Sampson** Leo Burnett and Earth Hour.

Click through to register for this complimentary summit.



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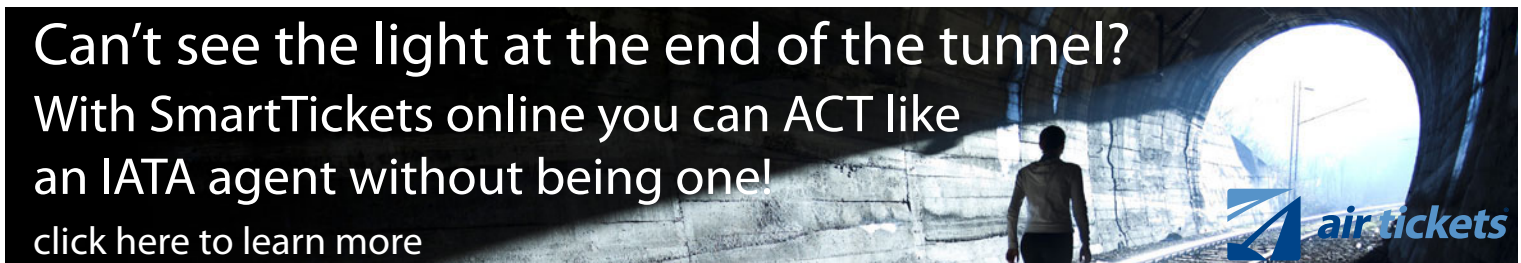


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Emirates

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Major Dubai marketing boost

DUBAI is set to be widely promoted across Australia in the coming year, with a huge boost to cooperative marketing as it seeks to lift its profile as a destination in its own right.

Travel Daily can reveal that figures to be unveiled next week at AIME will show global visitor numbers to Dubai up 8% in 2011 - but the Australian market has increased at twice the rate of the rest of the world, lifting 16%.

Senior executives from the Dubai Department of Tourism and Commerce Marketing are in Australia this week to meet with key partners about their plans.

"We want to inject funds to achieve the best rate of growth in the next year," Eyad Ali Abdul Rahman, DTCM executive director of business development told *TD* in Sydney yesterday.

He flagged a "number of TV elements" as well as cooperative campaigns and workshops, also revealing that some of the travel agency franchise groups are considering holding this year's conferences in Dubai.

"We are delighted with our results out of Australia and New Zealand," agreed K.G. Udaya Indrarathna, DTCM executive director of tourism affairs, policy

Air Austral loads Sydney and Noumea

REUNION-based carrier Air Austral has confirmed the reversal of its decision to suspend its flights to Australia, with GDS showing the services loaded and available for booking.

The carrier will now continue to offer two weekly Reunion-Sydney-Noumea flights effective from 25 Mar, with the services operated by a 777-200LR.

Sydney departures will take place every Tue and Sat under new flight numbers UU951/952.

Air Austral will also continue to offer one weekly Reunion-Bangkok flight.

and strategy.

The current Emirates/Dubai "mega incentive" is a huge initiative to acquaint the trade with Dubai, and the emirate is ready to welcome Aussie visitors, with 4000 new rooms to open in the coming months.

Like many overseas destinations Dubai is incredibly affordable at the moment due to the strong Australian dollar, because the UAE dirham is pegged to the US\$.

DTCM's local representative, Julie King, confirmed that the organisation is looking at a fivefold increase in "spend towards partnership opportunities" in the coming months.

Key areas of focus will aim to increase the length of stay from Australia, with sectors targeted including cruise, meetings, family, adventure and emphasis on Dubai as an affordable holiday.

BA flights to T5

THE reshaping of the Qantas/British Airways Joint Services Agreement kangaroo routes will see Australian travellers connecting over Hong Kong able to experience British Airways' Terminal 5 at London Heathrow Airport, according to BA regional commercial manager, Neil Ager.

Speaking to *TD* yesterday, Ager said the "refocusing" of the Qantas partnership, which will see QF continue to operate LHR flights via Singapore but connect with BA over BKK and HKG, also creates the opportunity for other connections to London on BA via 14 shared midpoints.

BA is also undergoing a wide transformation of its cabin product, with the £100m new First Class cabin now available on all 777 flights and about two thirds of its 747s.

World Traveller and World Traveller Plus is also set for a makeover, and BA is looking forward to the delivery of its first Airbus A380 in Jan next year.

Scenic backs Getaway

SCENIC Tours has announced its sponsorship of long running free-to-air dedicated travel program *Getaway* in 2012.

Channel Nine will this weekend celebrate the 21st season of the series which showcases travel tips, holiday ideas and must-see attractions around the world.

"*Getaway* has been a tremendous source of inspiration for Australian travellers and the travel industry," GM of sales and marketing Michelle Black said.

"We are delighted with our new partnership for 2012 and are excited about being part of this iconic travel brand," she added.

The program airs on Sat at 5:30pm and this week features Singapore, WA, Hawaii and romantic weekend escapes.



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TA/Lonely Planet deal

TOURISM Australia and Lonely Planet have formed a strategic marketing partnership as part of the 'There's nothing like Australia' campaign which will be directed at the American market.

The agreement will enable the national tourism organisation to highlight 'only in Australia' experiences using LP's content.

Destinations showcased include the Great Barrier Reef, Uluru, Kangaroo Island and Sydney.

Third new QF 747

QANTAS' third reconfigured Boeing 747 has today entered service, operating QF15 between Brisbane and Los Angeles.

The upgraded aircraft includes A380-style product and will operate selected routes incl BNE-LAX, SYD-DFW and SYD-EZE.

HA plots extra Aus flights

HAWAIIAN Airlines is keen to expand its Australian operations beyond Sydney in due course, the carrier's president has revealed.

The Hawaiian-flag carrier first needs to bed-down its new daily year-round services to Sydney before seeking another local gateway, Mark B. Dunkerley told *Travel Daily* yesterday.

Passenger loads on HA between Australia and Hawaii since mid-Dec, when the carrier boosted frequencies from five weekly, have performed "really well".

His comments are backed by the latest government data which show HA's seat utilisation for the month prior on inbound services was 91.5% and 94% outbound.

From 22 May Hawaiian Airlines will ramp up capacity further

when it debuts new Airbus A330 aircraft on the Sydney route.

The 294-seat A330s will raise capacity by around 15% on the current 260 seat Boeing 767s.

Dunkerley said the main priority for Hawaiian now was to fill the seats and to ensure the capacity "can be absorbed sensibly."

"We would hope that after that has been achieved then we could look at additional services - that may be in the form of additional Sydney services or another gateway - it remains to be seen."

The HA boss said Australia is "not just another route, we see it as a key market for visitors to Hawaii and we intend to be at the forefront of growth."

Dunkerley also told *Travel Daily* that Hawaiian Airlines wants to deepen its relationship with local codeshare partner, Virgin Australia, as its consolidation phase moves further along.

He said that Virgin Australia has been a "terrific alliance partner", with its views and approaches to market consistent with HAs.

Unable to go into any detail, he said "We'll continue to work very closely with Virgin Australia."

MEANWHILE, Dunkerley said HA wants to inaugurate services to Europe once it begins to take delivery of its fleet of state-of-the-art A350s, from 2017.

EK US tennis deal

EMIRATES has signed a seven-year deal with the United States Tennis Association which will see the Dubai-based carrier become the 'Official Airline of the US Open' and title sponsor of the 'Emirates Airline US Open Series.'



Window Seat

A RUSSIAN billionaire will now have somewhere to stay in New York, after paying US\$88 million for a penthouse apartment.

Located on Central Park West, it's the city's biggest ever price for an apartment, which was purchased for the daughter of Dmitry Rybolovlev.

According to the *Wall Street Journal*, the deal generated US\$2.5 million in city and state taxes, while the real estate agent who brokered the deal took home a healthy commission of about US\$3.5m.

THE Beverly Hilton says the hotel room where Whitney Houston was found dead last weekend will not be rented out "for the foreseeable future".

According to gossip website TMZ room 434 had already been booked, but the hotel denied this saying it had been "taken out of rentable inventory".

A PASSENGER on board a flight in Vietnam is facing a fine of up to \$950, after opening the emergency exit and triggering the escape slide.

29-year-old Le Van Thuan was sitting in the exit row next to a woman with a distressed child, who told him she wanted a quick getaway after the aircraft landed.

Thuan told officials he obliged her by activating the slide so that the woman and her son could get off the plane faster.

Even though the slide wasn't used, it will cost the unnamed airline about \$10,000 to replace.



Sales Executive Sydney, city location

Philippine Airlines' GSA, has a vacancy for a well experienced and enthusiastic Sales Executive based in Sydney to manage a portfolio of accounts located across multiple states.

The key objectives of the role include:

- Achieving revenue budgets within the defined territory
- Acting as an ambassador for client brands and destinations
- Implementing sales plans and strategies
- Establishing and managing personal relationships with key supporting agents

Candidates should have a track record of sales success, 5 years international airline experience, a detailed understanding of the local industry, be well presented and demonstrate excellent presentation skills.

This is an influential role within the Australia team and reports direct to the General Manager. An attractive salary with benefits is available, applicants must have the right to live and work in Australia.

For more details call Chiqui Reyes on (02) 9249 9901.
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More bookings coming to agents

TRAVEL agents are regaining ground as the prime channel for booking overseas holidays, with the latest Roy Morgan Travel Agents Monitor showing a slight increase in consultant bookings for the twelve months to Dec.

Agents accounted for 55% of overseas holiday and leisure trips last year, up two percentage points on the year prior, however the figures are well down on the 68% of Dec 2007.

The rise has impacted on the number of consumers booking directly through accom or airline provides, the research group says.

Airlines now account for 31% and accommodation 24% of direct overseas bookings, which are down from peaks in late Dec 2010/early 2011.

Roy Morgan Research Int'l Director of Tourism Jane Ianniello said people booking long- or medium-haul trips are increasingly using travel agents to book.

Conversely, short-haul holidays "continue to move away from travel agents" as they are easier to arrange, Ianniello said.

AFTA ceo Jayson Westbury told *Travel Daily* the results "further confirm that consumers continue to book with more confidence via a travel agent, and the travel agent's value in the decision making process is high."

Westbury added that of greater concern is the decline of consumer confidence "which will be a compounding problem for both the travel and tourism industry unless things improve."



INTERNATIONAL RETAIL SALES CONSULTANT (CASUAL BASIS)

Air Niugini, the national airline of Papua New Guinea is looking for an experienced retail travel consultant (casual) to join our team in Brisbane. This position is ideal for an experienced retail consultant looking for casual work (min 4 hours per week).

The successful candidate will have a strong background in retail sales in either an airline or travel agency and be fully conversant with CRS systems and international travel bookings. Strong organisational skills and an ability to be adaptable and work under pressure are a must. Applicants must also display a high degree of professional customer service and be willing to multi skill in other functions.

KEY REQUIREMENTS:

- At least three (3) years experience in either airline or retail travel sales.
- Fully conversant with CRS systems.
- Excellent communication skills, well organised and be a team player.
- Travel qualifications highly desirable
- Ability to work under pressure whilst maintaining a professional manner
- Knowledge of PNG a distinct advantage

If you fit these requirements we would very much like to meet you. Please forward your application with detailed resume to: mgrpxbne@bigpond.com

ATT: Charles Morley, Regional Manager Australia - Air Niugini no later than Friday 24 February

Friday 17th Feb 2012

Travel Daily



ABOVE: The Annual Gecko's Agent parties attracted over 100 agents to events in Brisbane, Sydney, Melbourne and Perth, despite flooding rains on the east coast & extreme heat in the west.

Each function featured a 'dance off' where consultants shook their groove thing to the beat of African drummers, with the best

Huge Lion Air orders

INDONESIA's Lion Air has firmed up the largest ever commercial aircraft contract in history with Boeing this week, signing a US\$22.4 billion for 230 airplanes.

The order includes 201 737 MAX and 29 737-900ERs, with the first delivery scheduled for 2017.

In addition to the Boeing order, Lion Air yesterday signed a deal with ATR at the Singapore Airshow for the purchase of 27 additional 72-600 aircraft for its regional subsidiary Wings Air.

AAT Kings incentive

AAT Kings is reminding agents its Race to the Rock incentive will conclude on 28 Feb.

The top 50 agents selling trips from the tour operator's 2012/13 Australia & NZ program between 15 Nov-28 Feb 2012 will be invited on an AAT Kings three-day Red Centre Short Break faml.

top tappers earning themselves a Gecko's trip.

Six Gecko's trips were awarded at each show.

"The parties are a great way to say thank you for the sensational support we get from agents and to share some of the new and exciting things we have coming up," Gecko's industry sales manager Liz Young said.

Pictured above at the Gecko's Perth party, front row from left, are Gemma Harbutt, Gecko's head office, Lauren Edwards, Flight Centre Perth; Chani Hood WA ASM; Katherine Schussler, My Adventure Store (winner of an Antarctica trip).

Back row: Steven Moylan, Flight Centre Scarborough; with Jasmine Kyle, Tanya Cook & Jake Duffield of Flight Centre Fremantle.

Posh Britain promo

ONE time Spice Girl Victoria 'Posh' Beckham is the latest UK celebrity to sign on to help promote tourism to Britain.

In her role as an International Ambassador for the GREAT Britain campaign (*TD* 24 May 2011), Beckham will shoot a short film promoting British fashion which is a large contributor to the country's int'l tourism industry, VisitBritain ceo Sandie Dawe said.

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NSW co-op marketing

DESTINATION NSW has released its first consolidated co-operative marketing prospectus for New South Wales tourism and events companies- see bit.ly/DNSWpro.



Travel Specials

WELCOME to *Travel Specials*, *Travel Daily's* Fri feature. If your firm has released a *travel special* you'd like to make the industry aware of send the details to specials@traveldaily.com.au.

The Melanesian in Vanuatu is marking its \$1 million refurb by offering savings of up to 50% off original prices, valid on 4- & 8-night stays. Prices start from \$745ppts ex Sydney (including brekkie), available for travel up to 31 Mar 2013. It's on sale until 30 Apr - black out dates apply.

Tokoriki Island Resort Fiji is offering unlimited treatments over three, four and five days priced from FJ300, FJ400 and FJ500 up until 31 May in celebration of the launch of its new spa, managed by Senikai Spas Fiji. The deal is available on all hand, face and body treatments on the spa menu and must be purchased at the resort - tokoriki.com.

Topdeck has reduced its 17 day European Pathway tour through eight countries by 7.5% on itineraries departing between 01 Apr to 31 May when booked before 28 Feb. The youth tour operator is also reducing departures from 01 Jun to 31 Mar 2013 by 5% - www.topdeck.travel.

Orange County's in town



ABOVE: A delegation led by the Anaheim Orange County Visitor & Convention Bureau (AOCVCB) is in Australia at the moment for the annual VisitUSA seminars.

The strong showing reflects the Aussie love affair with the USA, with incredible value for travel.

NCL figures surge

NORWEGIAN Cruise Line has this week reported a 37.1% rise in operating revenue during 2011 of US\$316m, up from \$231m in the previous corresponding year.

Net revenue increased 10.8%, mainly due to the addition of *Norwegian Epic* to the NCL fleet in Jun 2010.

The cruise line also reported a 3% hike in Net Yield, citing higher ticket prices and greater onboard spend per capacity day.

Adjusted pre-tax profit was up 25% to US\$506m and revenue peaked at US\$2.2b, up 10.3%.

MEANWHILE, NCL will expand its TRX Suspension Training classes, which debuted on *Norwegian Epic*, across its entire fleet of Freestyle Cruising ships.

due to the strong Aussie dollar.

Three first-timers are part of the group, which has been showcasing the popular destination to agents, media and wholesalers around the country.

Pictured above at a Sydney function last night from left are: Juliette Myers, AOCVCB; Mike Affram, Karmel Shuttle; Kristina Carlson, Citadel Outlets; Luanne Miracle, AOCVCB; Marie Enriquez, Desert Palms; Gorhanna Enverga Waller, Storalls Best Western; Corbin Saunders, Hotel Menage; Marc Timanus, Castle Inn & Suites; Jennifer Mendoza, Annabella + Carousel; Gina Westbury, Sheraton Park Anaheim; John Rozatti, Cortona Inn; Yani Lopez, Red Lion Hotel.

Tauck ups war trips

TAUCK is doubling capacity on its Ken Burns-led Civil War tours in the US capital in 2012, due to massive success in its debut year in 2011 (**TD** 03 Mar), when it sold out within days of its release.

The five-day tours are planned for 20 May and 14 Oct.

FRA flight disruptions

FRANKFURT Airport is warning of possible flight cancellations and disruptions today after the German union for air traffic workers called for strike action.

On Thu more than 150 flights were cancelled at Europe's third biggest airport.

Industrial action is expected today between 8am-10pm local time and comes after yesterday's disruptions between 3pm-10pm.

Lufthansa says it expects to axe about 250 short- & medium-haul services tomorrow, but long-haul services are mostly unaffected.

Passengers are being advised to check with their carriers or tour operators for the latest flight info.

HA on airline alliances

HAWAIIAN Airlines has not ruled out the option of one day joining a global airline alliance, but for now is satisfied with its current airline partnerships.

CEO and president Mark Dunkerley told **TD** yesterday its current model of working with airlines in their own markets was "a better model, rather than being dedicated to one solo global alliance."

HA currently has codeshare or partnerships with all the US national carriers, ANA in Japan, Korean Air in South Korea and Virgin Australia here.

"We periodically look at the costs and benefits of that decision and of course, the world is moving and adapting, but for the time being we are very happy with the array of alliances we have," Dunkerley said.

St Regis Saadiyat Is.

STARWOOD Hotels & Resorts Worldwide has opened the first of three new St Regis branded properties for the Middle East this year in Abu Dhabi.

The 377-room St. Regis Saadiyat Island Resort is located on the up and coming tourism and cultural precinct of the same name, about 10mins from the city centre.

Horizons Thai brox

NEW Horizons Holidays has launched its 2012 Thailand brochure featuring an expanded range of accom and sightseeing options - newhorizons.com.au.

AFTA National Travel Industry Awards

Saturday 21st July 2012

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'Kangaroo Island, South Australia. Let yourself go'

The **South Australian Tourism Commission** is making Kangaroo Island the star attraction in a multi-million dollar tourism campaign.

The Kangaroo Island commercial is being previewed at the Bondi Open Air Cinema and, to celebrate, the SATC is delighted to give 12 lucky **Travel Daily** readers the chance to win a double pass to the Bondi Openair Cinema.

These tix can be claimed anytime as long as the cinema is open... until 4th March.

To win, simply be one of the first 2 people to send in the correct answer to the daily question below to: satccomp@traveldaily.com.au.

What is the length of Kangaroo Island?

Congratulations to yesterday's lucky winners, **Victoria Piedade** of Flight Centre Global Product and **Mariana Cerqueira** from Jetset Travelworld Ltd.



Lorne family event

LORNE on the Great Ocean Rd will join in the 20th anniversary of Melbourne's Food & Wine Festival on Sat 17 Mar, hosting a Family Fish & Feed event.

Further details at the Lorne Business & Tourism Association's Facebook page 'We Love Lorne'.

EK SFO lounge launch

EMIRATES has opened its 30th dedicated lounge and first on the US West Coast at San Francisco International Airport.

The facility can accommodate up to 130 First and Business class passengers and enables EK to offer complimentary chauffeur drive services to points in the Bay Area, Silicon Valley and San Francisco.

DJ up baggage charge

VIRGIN Australia has this month introduced a two-tiered structure for pre-purchased checked bag fees on Saver fare domestic flights.

The change sees the luggage levy for flights of 2.5hrs or more increased from \$12 to \$15 when bought online.

There will be no changes to GDS bookings, Virgin Australia says.

Virtuso Milan addition

GLOBAL upmarket travel group Virtuoso has added the exclusive Armani Hotel Milano in Italy to its Preview collection of hotels.

It joins sister-property the Armani Hotel Dubai in the group.

MSC free upgrade

MSC Cruises is offering cabin upgrades on a select number of Grand Mediterranean cruises on *MSC Armonia* and *MSC Sinfonia* between 20 Jul and 19 Oct.

The free upgrade is also offered on *MSC Splendida* & *MSC Divina* during the month of Oct.

Details at msccruises.com.au.

Darwin war tour app

THE NT govt has launched a free Defence of Darwin Experience app which provides users with a guided tour of nine World War II heritage sites around the city.

The tour features interactive exhibitions, iconic objects (such as a .50 calibre machine gun recovered from the maritime wreck of *USS Peary*) and multi-media presentations.

It opens to the public for the first time tomorrow.

London is bubbling along

DAVID Levin, owner of London luxury hotels The Capital and The Levin, is this week making his annual pilgrimage down under, with a series of events to promote the properties and the exceptional value they're offering with the high A\$.



Levin told **TD** last night that the Capital Hotel now incorporates ten apartments in the adjacent building, with two studios starting at an amazing £550 per week.

"This is the moment to be travelling to Europe," Levin said, with key drivers this year including the Queen's Jubilee and of course the London Olympics.

He said Australian dollar rates at the hotels are the lowest they

have been in 12 years - and guests at The Capital and The Levin are also able to easily claim back the 20% VAT charged by the UK government on their stay, with the properties facilitating the reclaim at no cost via a simple form on check-in.

Levin is **pictured** above right at Sydney's Ivy Pool Club yesterday with British Airways regional commercial manager South West Pacific, Neil Ager.

DescaradA appoints

GREAT Barrier Reef cruise operator DescaradA has appointed two staff for its soon to debut new motor yacht, *DescaradA 2*.

Baily Price joins as executive chef and Daniel Page has taken the role as cruise host.

Hapag-Lloyd site rejig

HAPAG Lloyd Cruises has given its website landing page a facelift with the overhaul now providing clearer info for consumers and agents & new user friendly tools. See www.hapag-lloyd.com.

Virtual Huntington

CALIFORNIA'S Huntington Beach has unveiled a new online virtual tour which allows potential visitors to wander the streets of the city from their home.

By logging onto SurfCityUSA.com users can visit some of Huntington Beach's landmark attractions and coastlines.

Tune Group for Qatar

THE Tune Group has expanded, establishing an offshot of its Malaysian-based lifestyle business in Arabia, called Tune Middle East and headquartered in Doha, Qatar.

The entity is a joint venture of AirAsia and Tune Group founder Tony Fernandes and Dato Kamarudin Meranun, and Qatari partner Mohammed Al Saad.

Tune Group operates a range of products including Tune Hotels.

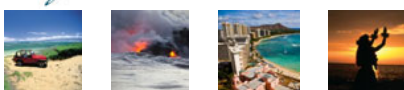
Supplier Updates

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

MAHALO MONTH
for TRAVEL PROFESSIONALS



Hawai'i Tourism invites Aussie Travel Professionals to come and visit our Hawaiian Islands between 01 April – 31 May 2012

Visit www.mahalomonth.com for full details



SN boosts Basel route

FROM 21 May Brussels Airlines (SN) will offer double weekday flights from Brussels to Basel.

SN is represented in Australia by Aviation Online.

TransAsia planning Aussie routes

TAIWANESE carrier TransAsia Airways has signalled plans to launch services from its Taipei hub to points in Australasia in coming years.

The airline revealed details this week of its intention to develop its operation after announcing it had signed a deal with engine maker Pratt & Whitney to power its fleet of A321neo aircraft, likely to come online from 2017.

The carrier already operates international services to closer to home destinations such as Phuket, Singapore and Kota Kinabalu.

GE also flies to a number of points in mainland China, such as Shanghai, Xiamen, Chongqing,

Hangzhou and Wuhan.

TransAsia Airways is a publically listed company on the Taiwan Stock Exchange "and is expanding rapidly to all the major Asian cities within a flight duration of nine hours including Australia, New Zealand and the Middle East," the carrier said.

It's current fleet consists of five Airbus A321s and two A320 jets and ATR 72-500 turbo props.

TransAsia has firm orders for six A321neos and options for an additional six which would have the range capability to operate from Taipei to points in Australia, possibly including Darwin and Perth and connections to NZ.

20 years of business events



ABOVE: DMS Destination Management Services yesterday held a special event to celebrate its 20th birthday, with partners from across the globe honouring founder Leila Fiedler's expertise, commitment to service and attention to detail.

Guests spoke of how Fiedler had developed her extensive portfolio of DMCs around the globe, opening up many new destinations to the corporate incentive market.

The last two decades have seen many firsts for the elegant

Fiedler, including the annual DMS workshops, taking delegations to EIBTM in Geneva, and expanding the horizons of the industry - particularly with the huge expansion of available flights via the growth of Emirates and Etihad's Australian networks.

The DMS team is **pictured** above at the special celebration from left: Marissa Fernandez, Leila Fiedler, Kristie Turner, Niharika Trivedi and Shaminie Chandra.

More from the event in today's **Business Events News**.

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.

5% off Back-Roads trip

BACK-Roads Touring is offering a 5% discount on its nine-day Vintage France trip, now priced at \$3,130ppts if paid in full in Feb.

Scenic famil first

SCENIC Tours has sold out of places for its travel agent famil on the Hidden Jewels of Egypt itinerary which includes a voyage on the *MV African Dream*.

Scenic says it will be the first tour operator to send a group of travel agents to cruise on Lake Nasser as part of the journey.

CZ mates rates

BREAKAWAY Travel Club has introduced year round industry rates to mainland China onboard China Southern Airlines.

Fares are priced from \$499 plus taxes to Guangzhou in Economy Class and \$749+ in Premium Economy, valid on departures to 31 Dec, and on sale until 28 Dec.

Rusty Compass portal

THE website address for the new Indochina travel agent booking resource (**TD** Tue) is www.rustycompass.com.



Q.13: In and around which Chinese or Indonesian city am I? "Potala Palace dominates this Tibetan city, a real treasure."

Send your answers to: helenwongscomp@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



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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ESCAPE THE CHICKEN COUP CALL CENTRE MULTI SKILLED CORPORATE CONSULTANT SYDNEY - SALARY PACKAGE TO \$62K+

Sick and tired of working in a constricting call centre environment? Our client, a popular TMC located in the CBD right next to transport, bars and restaurants requires two multi-skilled talented corporate consultants to join their team. You will need to have at least 3 years experience as a corporate consultant, excellent international airfare knowledge with ticketing being an advantage. Excellent career progression, supportive management team and a great salary on offer!

ALL ABOARD! CRUISE ROLES GALORE CRUISE CONSULTANTS x 8 SYDNEY - SALARY PACKAGE TO \$60K DOE

The cruise season is in full swing and as predicted it is going to be a monster. We have cruise lines, wholesale cruise agents and boutique cruise leisure specialists all over Sydney requiring experienced consultants with cruise product knowledge to join them now. Move into a specialist role within the industry’s fastest growing areas and be rewarded with excellent salaries and amazing educational. Call now.

FROM TUSCANY TO ROME TO PARIS RETAIL TRAVEL CONSULTANT MELBOURNE (STH EAST) – SALARY PACKAGE TO \$45K (DOE)

Are you passionate about Europe and Italy in particular? Well then we have the role for you. Located in south Eastern Suburbs this retail agency is looking for that European specialist to join their team. You will responsible for looking after a large repeat base while speaking about your passion every day. With a convenient location, high base salary and no late nights, why would pass this offer up! Amadeus pref but not essential.

THIS ROLE WON'T STICK AROUND – APPLY NOW CORPORATE CONSULTANT

MELBOURNE (CBD) - SALARY PACKAGE TO \$45K (DOE)
Are you sick of the large call centre environment, but don't want to leave corporate travel? This boutique corporate agency in Melbourne's CBD is looking for an experienced corporate consultant to join their growing team. Work on intricate and interesting itineraries all while earning a high base salary and being part of a tight knight team. Stop thinking about it and just do it!

START YOUR ENGINES RETAIL TRAVEL CONSULTANT ADELAIDE – SALARY PACKAGE TO \$40K + BONUSES (DOE)

Sick of the same old boring itineraries? How exciting would it be to book tours to battle fields or grand prix for car enthusiasts from around the world? This company allows you to do all of that! You will never be bored again with this much variety in your working day life, you will struggle to call this “work”. If you have a passion for the above and a min 2 years consulting experience this role could be yours

BUSINESS & BEYOND SENIOR CORPORATE CONSULTANTS x 12 PERTH (VARIOUS) – SALARY PACKAGE TO \$55K (DOE)

If you are an experienced corporate consultant in Perth looking for a change, then we want to hear from you. We have corporate roles in large TMC's , boutique corporate agencies and agencies that allow you to earn commission on the bookings you make.. Now that is unheard of! Register with AA Appointments to find out more about these roles and many more. You will be kicking yourself if you miss

YOUR BIG BREAK INTO PRODUCT WHOLESALE - PRODUCT CONSULTANT BRISBANE CBD – SALARY PACKAGE UP TO \$49K

Are you looking to move away from consulting? Always wanted to break into product? Here's your chance. We currently have a vacancy in this global product team for a load consultant. You'll be responsible for updating the reservation systems with specials, new contracts and liaising closely with other departments and suppliers. You'll earn a strong salary pkg along with enjoying Mon-Fri hours, a fun team environment and top benefits. Call now to find out more!

GO WEST – LIFE IS PEACEFUL THERE RETAIL TRAVEL CONSULTANT BRISBANE WEST – SALARY PACKAGE \$55K OTE

Here's your chance to join a leading retail travel agency in the western suburbs. You'll love working close to home and enjoy the variety of walk in enquiries you will receive, as part of this fabulous team. A strong base salary along with a rewarding bonus scheme is on offer, along with the chance to experience top educational + access to fantastic travel discounts. All you need is min 2 years consulting experience and a strong sales ability. Don't let this one pass you by!

ezeego1.com.au

australia's online travel supermarket

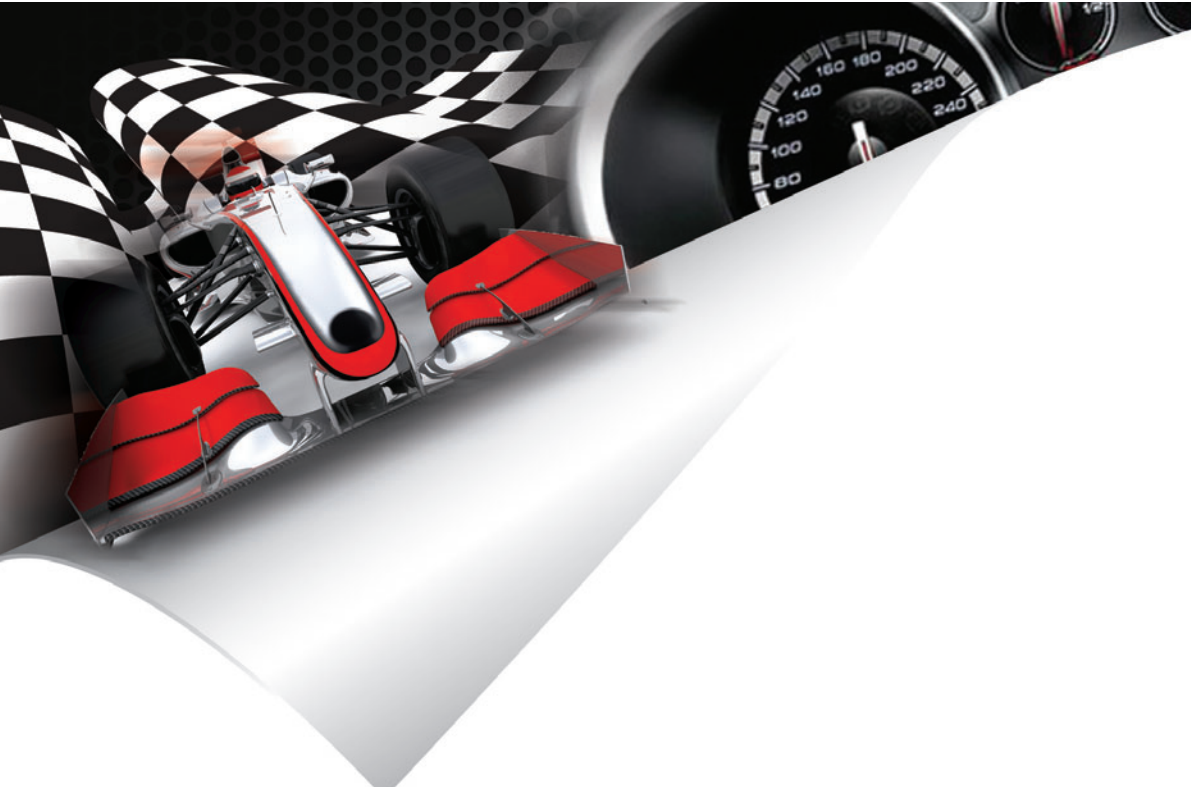
ATTENTION AGENTS

WIN A \$500 VOUCHER EVERY DAY!

All paid bookings between 13 – 24 February 2012 will go into the daily draw to win a \$500 ezeego1 travel voucher. Includes all new and converted time limit bookings.

Find out more! >





Quikfares

Quickticket



Win the Ultimate Experience at the 2012 Formula 1™ Australian Grand Prix

Qantas and Consolidated Travel are giving you and a friend the chance to experience the action in Melbourne, as the Formula 1™ cars blast onto the Albert Park circuit.

For the chance to win* one of 5 Qantas and Consolidated Travel Ultimate Experiences, simply book and ticket between 6 February–4 March (for departures until 30 June 2012). The agents with the highest sales, will win.

There are also prizes on offer to experience the exclusive Qantas Suite in the Formula 1 Paddock Club™ and fantastic daily prizes.

Grand Prizes

- ▶ 5 x Ultimate packages including flights to MEL, 3 nights accommodation, transfers & Fangio Grandstand tickets, \$500 spending money plus meet Australia's former Formula 1™ champion Alan Jones.

2nd Prizes

- ▶ 4 x double passes to the Qantas Suite in the Formula 1 Paddock Club™ including morning tea, lunch, and all beverages on Saturday 17 March. Enjoy access to the prestigious Paddock Club Entrance Lounge presented exclusively by Qantas for additional hospitality including all day dining and G.H. Mumm Champagne.

Other prizes

- ▶ Sell 5 tickets to Asia or 3 tickets to Europe and win a \$50 David Jones voucher or a General Admission ticket on Friday 16 March.

To claim your daily prizes, please complete the section below and fax it to your local Consolidated Travel sales department:

Agency Name _____

Ticket Numbers _____

Qantas & Consolidated Travel 2012 Formula 1™ Australian Grand Prix Incentive Competition Terms & Conditions:

Valid for tickets issued by Consolidated Travel or via Quickticket between 06 February – 04 March 2012 on QF itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. *The Top 5 (five) agents Nationally with the highest sales will win the grand prize (a minimum of \$50,000.00 in ticketed sales during the promotion plus 20% growth from the previous year is required to qualify). To qualify for the 2nd prize a minimum of \$40,000.00 in ticketed sales during the promotion plus 10% growth from the previous year is required to qualify. This offer is open to all full time international selling agents only. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. Claims must be received by COB 11 March 2012. Redemption of the Air Ticket prizes to be made through Consolidated Travel and is subject to seat availability. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles. Redemption of land content is the responsibility of the recipient, and subject to the terms and conditions stated on the suppliers' certificate. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law.

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