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Travel Daily

First with the news

Monday 23rd January 2012

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Recruitment and HR Solutions

QR wants PER staff

QATAR Airways has launched a major recruitment drive for employees in Perth, in the lead-up to the launch of its new direct flights from Western Australia to Doha (**TD 17 Nov**).

Roles include sales executives, a commercial manager, airport staff and res agents - see **page ten**.

Tomic signs with QF

AUSTRALIAN tennis rising star Bernard Tomic has sided with Qantas, becoming the carrier's latest sports Ambassador for the next two years.

"I'm proud of my Australian heritage and I'm so excited that I will now be able to represent Australia's premium airline around the world," Tomic said.

Other QF sport Ambassadors include Greg Norman, Mark Webber and Cathy Freeman.

This deal rocks

VOYAGES is offering travel industry staff a special \$139ppts deal for two nights accom at Uluru including transfers and breakfasts - see **last page**.

CZ here for the long-term

THRILLED with the positive reaction to its sponsorship of the popular Sydney Festival this year, China Southern Airlines has signed on to sponsor the event for the next three years - and beyond - signalling its long-term view of the Australian market.

Mr Tan Wan'geng, president & CEO of CZ, made the surprise announcement when he flew in from Guangzhou last Fri to attend the three week-long Festival.

The carrier paid \$600,000 to become the principal sponsor and official airline of the 2012 event, its largest single marketing initiative in Australia to date.

Mr Tan wouldn't reveal how much money is involved over the next three years, but it's thought to be a multi-million dollar deal.

"It's still being negotiated," he said at a press conference at Destination NSW in The Rocks.

"We're the largest carrier in Asia with a very high reputation at home and in countries like Japan and Korea, but our reputation is relatively low in Australia and we'll continue to partner with the Festival so Australians will get to

know us better.

"We've also just recruited 20 Australian flight attendants who are now in Guangzhou for training so we'll have at least one of them on each flight to Australia in the near future", added Tan.

Mr Tan said his airline carried more than 180,000 Chinese visitors to Australia last year and he believes we're on the cusp of a tourist boom, with CZ expecting to carry more than one million Chinese to Australia for business and pleasure by 2020.

The boom has the potential to generate \$4 billion in direct benefits, and \$15 billion in indirect benefits for the Australian economy by the end of the decade.

"We want to become the airbridge between the two countries", he said, with plans to increase its present 35 weekly flights to 55 by 2015 which would see China Southern carry 1.2 million passengers a year between Australia and China.

For more from Tan's China Southern visit to Australia see **pages 3 and 4** of today's **TD**.

SYD, MEL curry favour

THE on-again, off-again Air India direct flights to Australia have reappeared on the agenda - and this time it looks like Sydney may get a look-in.

Today's *Financial Review* quotes Air India's G. Prasada Rao as confirming that flights to Australia are still pending, but he was not able to say whether they would be to Sydney or Melbourne.

The process of deciding on the destination would also take several months for a committee to finalise, Rao said.

TCF termination

THE Travel Compensation Fund has terminated Downunder Destinations of Springfield Lakes, Qld (ABN:91 111 568 300) for failure to lodge a financial return.

Eight pages of news

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

- AA Appointments
- Qatar Airways jobs
- Philippine Airlines
- Voyages industry deal

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AmaWater to Africa

AMAWATERWAYS is to expand its river cruise program to include African river safaris in 2012 sailing aboard the *Zambezi Queen* on the Choebe River between Namibia and Botswana.

Itineraries will enable guests to travel through parts of South Africa, Botswana, Tanzania and Kenya and include morning or afternoon game drives, beach picnics and local wine tours.

AmaWaterways are offering three African tours commencing in Jun - the 19-day Golden Trails of Africa, the 16-day African Sunsets & 16-day Stars of Africa - all of which include two nights in Victoria Falls and a four-night cruise on the 28-passenger ship.

Executive vp and co-owner Kristin Karst said the company was "always looking for ways to wow our guests and the safari itineraries do not disappoint."

Santos extends deal

SANTOS has re-signed with the South Australian Tourism Comm's Tour Down Under for three more years which will see the firm retain naming rights until 2016.

SA ramps up TDU exposure

EVENTS South Australia says it plans to boost the international promotion of the Santos Tour Down Under to lure greater numbers of overseas visitors for the 15th race edition in 2013.

Speaking to *Travel Daily* at the final stage of this year's TDU in Adelaide yesterday, Events SA general manager Hitaf Rasheed said organisers are "focused on promoting the race not only to our key markets interstate but to key international markets."

International visitors have risen slightly from year to year, with Rasheed saying marketing the TDU in foreign countries is key to its ongoing success.

"This event was created as a tourist event first and foremost."

Events SA, a division of the South Australia Tourism Comm., made the decision this year to join with the ASO to distribute broadcast rights in order to grow audience numbers in key tourism markets, Rasheed said.

Those key int'l markets include New Zealand, the USA, UK, Italy and other parts of Europe.

Early crowd estimates for the

country's biggest free spectator event in 2012 are around 750,000 - slightly down on last year's record crowd of 782,000.

In 2011 the TDU generated \$43 million for South Australia from 37,000 local, interstate and overseas visitors - the economic impact of this year's race will not be known until next month.

Rasheed also said Events SA had not ruled out extending stages of the TDU to regions outside of South Australia for promotion of other Australian states.

"We are always looking at improving the event... I'm not going to say never but right now I can see that we're going to stay here in South Australia," she said.

New QF address

QANTAS has switched its registered office to Level 8, 241 O'Riordan Street Mascot 2020, according to an ASX update today.

The previous address was Level 9, Building A, 203 Coward St and the company said its principal place of business remains 203 Coward Street Mascot NSW.

Surf's up for Virgin

VIRGIN Australia has become the official airline of Surf Life Saving Australia, with the sponsorship also aiming to raise awareness of the importance of surf safety for both international and domestic tourists.

DJ commercial head Liz Savage said passengers would learn about surf safety via in-flight entertainment, key advertising spots in some airports and the onboard Voyeur magazine.

New Centara trip

THE final phase of our amazing Jan competition kicks off today, with a fourth trip to Thailand up for grabs courtesy of Centara Hotels and Resorts.

We'll accept entries for this final prize up until next Tue 31 Jan - see page 8 of today's *TD* for the final weekly question.

Egypt update

THE Dept of Foreign Affairs has reissued its travel advice for Egypt, advising of possible demonstrations due to the first anniversary of last year's uprising which comes around on 25 Jan.

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DJ Sydney to Darwin

VIRGIN Australia has today opened sales for its new direct service between Sydney and Darwin, which connects with the new Darwin-Singapore flights operated by Singapore Airlines subsidiary Silk Air.

The new DJ 737 route will commence daily operations from 02 Apr, with the service including the carrier's new business class product and premium passengers able to access a new Virgin Australia lounge at DRW.

Virgin Australia Group Executive of Alliances, Merren McArthur, said the carrier would also be working closely with its alliance partner Singapore Airlines as well as Tourism NT and Darwin Airport "to promote the Northern Territory in hundreds of cities around the world".

Launch fares, valid for travel 02 Apr-20 Jun 2012 and on sale today, lead in at \$199 one way, with business class from \$999.

Thailand DFAT notice

THE Department of Foreign Affairs and Trade has updated its travel advice for Thailand, advising that authorities in Thailand have made arrests and seizures in Bangkok in connection with an alleged terrorist plot.

SYD's Red Ambassadors

SYDNEY Airport will station a number of "Red Ambassadors" around its terminals over the Chinese New Year to welcome the influx of Asian travellers arriving into the country for the event.

The Red Ambassadors will offer directions and information in Mandarin as well as Chinese airport guides to the 150,000 visitors expected over the next six weeks.

NZ direct sweepstake

AIR New Zealand is offering members of its Airpoints loyalty scheme the opportunity to win \$300,000 in prizes including a five night holiday in Hong Kong or the USA when booking flights online before the end of the month.

Insight White Xmas

INSIGHT Vacations has today announced a one-off 'White Christmas in Europe' tour for 2012, departing 19 Dec ex Paris.

The 15-day itinerary is priced at \$6675ppts land only with a \$2080 single supplement, and will take in the iconic sights of France, Brussels, Germany, Switzerland, Austria and Italy.

Christmas Day will be spent during a three night stay at the deluxe Victoria-Jungfrau Grand Hotel and Spa in Switzerland, while on New Year's Eve the tour will enjoy the midnight fireworks in Rome - more information www.insightvacations.com.



Window Seat

THERE was more hot air than usual at a media conference on Fri afternoon, when Destination NSW hosted China Southern Airlines ceo Tan Wang'eng (p1).

CZ's Sydney Festival five year sponsorship was announced in a room decorated using a number of blow-up CZ A380s.

But in the lead-up to the briefing a pump used for the inflatable aircraft failed, so some of the DNSW team had to take some very deep breaths to pitch in and keep the show on the road.

That probably explained the red faces when the CZ delegation walked in - but all ended well as evidenced by the pic below where Mr Tan is holding one of the planes along with DNSW ceo Sandra Chipchase and Josephine Ridge, Sydney Festival exec director.



AND loads on CZ's Sydney route are also looking strong, with Mr Tan admitting during the press conference that "I couldn't get a First Class seat to Sydney on my own airline and was downgraded".



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Hayman offers a fun, dynamic working environment in harbour view offices located near Circular Quay in Sydney.

Please email your application to: careers@hayman.com.au
Applications close Friday 27/1/12



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CZ celebrates in Sydney



CHINA Southern Airlines ceo Tan Wang'eng minced no words about the carrier's ambitions on Sat night when he made a speech to a festival crowd in Sydney.

Tan followed up his Fri announcement of a five year Sydney Festival sponsorship (see p1) by reiterating the carrier's long term plan for 110 weekly flights to Australia, as he introduced the Sydney Symphony Orchestra for the annual Symphony in the Domain concert.

His brief visit - arriving on Fri and leaving just after his speech on Sat night - also included a dinner with key industry stakeholders including Orient

Express Travel Group ceo Tom Manwaring (above right), who has been dealing with CZ for more than six years and is a key Australian distribution partner for the carrier.

China Southern currently carries about 80 million passengers a year, with the airline's operation underpinned by a massive domestic network within China which comprises about 80% of its business.

Manwaring is **pictured above right** at the Symphony in the Domain event with China Southern head of corporate affairs, Bill Bryant (left) and the carrier's Australasian gm, Henry He.

New travel card

MACQUARIE Bank-backed foreign exchange operator Ozforex has confirmed plans to launch a new multi-currency debit card for Aussie travellers.

According to today's *Financial Review* the rates on offer are likely to significantly undercut those offered by the ANZ and Commonwealth Bank's travel cards, which reportedly are 4 to 5 percentage points off spot rates making the cards very profitable.

Until now Ozforex has only made its services available to customers who transfer at least \$1000 into a foreign bank account and charges margins of under 1%.

CEO Neil Helm said full details weren't available at this stage but "we certainly have a plan to have an Ozforex prepaid foreign currency card that will have six or seven currencies on it.

"Our aim is to be the most competitively priced card in the market," he said.

Paris B&B specials

FRENCH apartment provider Petite Paris is offering discounts on several properties in the Montmartre district, including savings on two nearby apartments which together accommodate up to 8 people - petiteparis.com.au.

Monday 23rd Jan 2012

NFS Sri Lanka group

NATURAL Focus Safaris will host an escorted 'Wonders of Sri Lanka' group tour which departs from Australia on 25 Jul.

The 15 day trip will be led by NFS Sales and Marketing mgr, Praful Albuquerque and will take in the annual Esala Perhera (Festival of the Tooth) as well as a range of other highlights.

Prices start at \$6435ppts ex MEL and a \$250 discount is on offer for bookings by 30 Mar.

More details on 1300 363 302.



Supplier Updates

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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

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*Departing Sydney. For travel from 17 Jan to 31 May and 1 Sep to 2 Dec 2012. Conditions apply.



Carnival safety review

CARNIVAL Corporation, the parent firm of Costa Cruises and the infamous *Costa Concordia*, said it is confident in the safety of its vessels but will undergo a safety review of its entire fleet.

Carnival Chairman Micky Arison said while the Carnival Corporation and plc cruise line had "maintained an excellent safety record over the years... this tragedy has called into question our company's safety and emergency response procedures and practices".

"This review will evaluate all practices and procedures to make sure that this kind of accident doesn't happen again" Arison said.

The review is being led by a retired US Navy Captain and Carnival Corp's senior vp of Maritime Policy & Compliance, Captain James Hunn.

It will also cover officer and crew training and evaluation, bridge management and company-wide response and support efforts.

Cas & Jonesy race

CAS and Jonesy Antarctic expedition Gold Sponsors, Travelscene American Express say the pair are on track to break the record for being the first team to ski unassisted from the edge of Antarctica to the South Pole and return in coming days.

The duo have 213kms to travel before reaching the finishing line.

They are currently skiing 45kms per day, and are only five days away from making the last flight out of Antarctica.

TSAX general manager Jacqui Timmins said the pair had told her via satellite phone that they were tired, hungry and exhausted but confident of making the finish line in time.

"They're adamant that without our involvement, the expedition wouldn't have happened," she said.

Singapore Odyssey

ODYSSEY Travel is offering a one-off tour hosted by Australia's first qualified guide Dennis Weatherall in celebration of the 70th anniversary service for the fall of Singapore.

The tour priced from \$3750ppts begins in Singapore on 11 Feb and includes international flights, transfers, accom, brekkies, some lunches, a dinner and transport.

Details at odysseytravel.com.au.

APT celebrates 85 years



ABOVE: They don't look nearly old enough, but APT executives are this year celebrating 85 years in business.

As part of the commemoration all APT collateral including brochure covers will carry the slogan 'APT Celebrating 85 Years' and CEO Chris Hall pledged to continue innovating.

Recent developments include APT's new Africa program, the addition of new itineraries in Indochina, a return to South America and an upgraded lodge network in Australia.

Hall said that being privately owned, APT has enjoyed the "freedom to create and innovate

and deliver operationally.

"We make decisions and can act quickly on them and we take special care of the business partnerships we have forged all over the world", he added.

"Most large travel companies have been swallowed up by large corporations; at APT we continue to be faithful to the core family values that built the business in the first place," Hall said.

APT owner Geoff McGearry, whose father Bill started the company in 1927, is **pictured** above left in the company's newly expanded premises with ceo Chris Hall and Jamie Harris, reservation consultant.

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400 international awards and over 115 destinations worldwide including 29 in Europe. *Return Economy Class airfares are inclusive of taxes and surcharges correct at 4th January, 2012. Prices listed are for Melbourne and Perth departures, other states also on sale. Offer ends 17th February, 2012 for travel between 1st February, 2012 and 30th November, 2012. Prices quoted are for the low season. Flight restrictions and amendments and cancellation fees apply. ^Prices are per person, per night for a two night stay on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Valid for bookings made for travel in between 1st May, 2012 and 30th September, 2012. For bookings made for travel up to and including 30th April, 2012 prices start from US \$57 and from 1st October, 2012 up to and including 31st October 2012, prices start from US\$60 per person, per night for a two night stay on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Rooms subject to availability. For more information contact your Emirates' Sales Team or the Emirates' Contact Centre on 1300 880 599. EMI 3469

SATC's TDU Legends Dinner



ABOVE: Over 2,000 participants attended the Santos Tour Down Under's signature event, the aptly named Legends' Night Dinner at the Adelaide Convention Centre on Sat night.

The event this year honoured cycling great Eddy Merckx, who has been acclaimed as "the greatest and most successful cyclist of all time", amassing five Tour de France and Giro d'Italia (Tour of Italy) wins, and one Vuelta a Espana (Tour of Spain).

Fast Jamberoo entry

JAMBEROO Action Park near Wollongong, NSW has deployed hand held devices at the entry gate which allow staff to scan about 4,800 entry tickets/hour.

Merckx spoke highly of the TDU and South Australia's magnificent scenery, comparing crowds on Willunga Hill (estimated at about 120,000 on the stage) to that of any of the great races in Europe.

Pictured above enjoying the evening's entertainment were some of the trade's best know identities, Phil Hoffmann of Phil Hoffmann Travel with wife Alison (centre) & Robert Mackay, Venture Holidays managing director (right) with his wife Jane (left).

CX ups A350 order

CATHAY Pacific has placed an order with Airbus for six more wide-body A350-900 aircraft, lifting its total order to 36.

The A350-900s will be phased in to replace CX's tiring fleet of Boeing 747-400s and A340s.

The latest order with the plane manufacturer has a list price worth about US\$1.63 billion.

AirAsia switch ops

AIRASIA has transitioned to the first phase of airline management system merlot.aero, which it says will aid improving its on-time performance & minimise costs.

Merlot.aero will be rolled out across the entire AirAsia Group, including its long-haul derivative AirAsia X, with full implementation expected by mid-2012.



Sales & Marketing Manager Australia Cathay Pacific Airways

Hong Kong based Cathay Pacific Airways is widely acknowledged as one of the world's leading airlines, offering scheduled passenger and cargo services to 140 destinations in over 40 countries and territories. Cathay Pacific currently flies over 70 times a week from six Australian cities to Hong Kong with award-winning service in Business and Economy Classes, and plans to introduce its new Premium Economy Class early this year.

Cathay Pacific Airways is looking for a high calibre individual with the proven ability to lead our passenger sales and marketing team in Australia. This is a senior management position based in Sydney, reporting directly to the Regional General Manager, South West Pacific.

Key Responsibilities

The position is responsible for ensuring sales and marketing strategies and plans are aligned and implemented effectively with corporate objectives and priorities. The key roles and responsibilities are as follows:

- Define, manage and implement the sales and marketing strategy to achieve top line revenue performance and within cost parameters.
- Oversee and direct sales strategies across different segments and channels including corporate, retail, online and direct.
- Oversee and provide direction:
 - on all marketing and communication activities, including advertising, PR, loyalty programmes, event sponsorship and e-business;
 - on all pricing initiatives to the sales planning and pricing team;
 - to the customer sales team with its call centre operation; and
 - to all State sales teams.
- Develop and maintain effective networking and relationships with key stakeholders, internally and externally, such as trade, business and government bodies.
- Other senior management duties as required, such as undertaking a key leadership role during a crisis or emergency situation.

Qualifications

- Minimum 10 years at a senior management position with sales and marketing responsibilities.
- Impassioned advocate of strategic planning and innovative thinking.
- Proven record of producing results and consistently meeting or exceeding business goals.
- Proven success in leadership, people management and development, with mentoring and team building skills.
- Ability to work and lead in a dynamic and multicultural environment.
- Excellent communication and presentation skills
- Airline or related industry experience clearly an advantage.
- Tertiary education qualification.

Application

Interested candidates who satisfy the above requirements should send their CV to Ms Lynn Schey, Personnel Manager Australia, Cathay Pacific Airways via email lynn_schey@cathaypacific.com. Closing date is Friday 27 January 2012.

New Dollywood park

GAYLORD Entertainment and Dolly Parton's Dollywood Co. are to begin construction this year on a new \$US50m water and snow park in Nashville, Tennessee - the first of its kind in the US.

The 114-acre site is located near the Gaylord Opryland Resort.

Queensland hotel audit

THE Fair Work Ombudsman has announced an "audit campaign" within the Qld accommodation industry which will examine employment practices at up to 125 hotels, motels and caravan parks to ensure they comply with Commonwealth workplace laws.



Reservations and Ticketing Agent (Part Time Mon-Fri, minimum 20hrs each week) Melbourne, city location

Philippine Airlines' GSA, has a vacancy for a well experienced and enthusiastic consultant at its centrally located office in Melbourne.

Candidates should have 5 years international consulting experience with a travel agent or airline, strong GDS and fare skills, be well presented and demonstrate excellent customer service.

Applicants must have the right to live and work in Australia.

For more details call Chiqui Reyes on (02) 9249 9901.
Applications should be sent to jobs@philippineairlines.com.au
by Fri 03 February 2012.

Monday 23rd Jan 2012

Dream Tour stage 3

BOEING has announced the third segment of the Dream Tour of its 787 Dreamliner aircraft will incorporate stops at both Bangkok and Singapore in Feb.

The Dreamliner's whistle-stop in Thailand (09-11 Feb) is planned to visit 787 customers Thai Airways Int'l and Singapore Airlines (11-18 Feb), and also to display the aircraft at the Singapore Airshow.

St Regis Bal Harbour

STARWOOD Hotels & Resorts Worldwide have opened the 243 guest room and suite St Regis Bal Harbour Resort in Florida.

Located in the state's south, the property is also comprised of 245 private residences, all contained within three 27-floor towers.

1st Rock China charter

VOYAGES Indigenous Tourism has welcomed yesterday's arrival of the first ever charter flight into Ayers Rock Resort from China, organised by locally based Uluru Chinese Tours.

Around 200 Chinese Nationals were aboard the charter service and will spend the next week in Uluru celebrating Chinese New Year, participating in activities such as the Sounds of Silence dinner as well as a visit to Kings Canyon and Kata Tjuta.

"China represents an important potential market for Ayers Rock Resort and we believe that Uluru is a destination which will resonate with Chinese people," said Voyages' executive gm of sales and marketing Ray Stone.

Absolute India

ABSOLUTE Hotel Services has taken on its first mgt agreement for 2012, the 84 room U Resort and Residences Lonavala, India which is currently being built.



Cathay Pacific Airways is looking for two highly motivated Business Development Executives to join our Melbourne and Sydney sales team, as follows:

Business Development Executive, Melbourne (permanent, full time)

Business Development Executive, Sydney (maternity leave relief for 12 months)

Key responsibilities:

- Identify key accounts based on targeted markets.
- Maintain effective relationships with key accounts
- Utilise customer focused sales strategies to secure revenue from identified accounts
- Record business development activity in CX database.
- Represent CX at official functions, as required.

Competencies/Qualifications

- Ability to effectively manage own time, work autonomously with minimal supervision.
- Ability to effectively analyse and evaluate appropriate data to develop suitable customer focused sales
- Effective written & oral communication skills in negotiation & presentations.
- Demonstrates commercial & cultural sensitivity.
- Ability to make valued commercial/financial decisions & judgements in a timely & effective manner.
- Proficient in PC skills, using email, Shepherd/maximiser, PowerPoint, excel, MS Office

An attractive salary package and travel benefits will be offered to the successful candidates.

Interested applicants, please send your CV no later than Monday 27 January 2012 to:

Jason_ghan@cathaypacific.com (MEL position)

Richard_jones@cathaypacific.com (SYD position)

Please note: Only those successful applicants in gaining an interview will be notified.



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.**



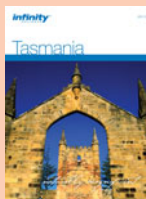
Creative Holidays - Hong Kong and China 2012

This new program features an extended portfolio of accommodation, sightseeing and touring options in Hong Kong, Kowloon, Macau, Beijing, Xian, Shanghai, the Yangtze River and regional areas of China. The brochure also features a selection of Creative Breaks ideal for stopovers.



Qantas Holidays - Fiji 2012/13

This new 64 page brochure highlights all the favourite hotspots and resorts as well as recommended family, spa, golf and wedding packages. Cruises around the Fijian islands are on offer with FeeJee Experience, Awesome Adventures, Captain Cook Cruises, Sailing Adventures or Blue Lagoon Cruises. Suggested itineraries are also included for some extra inspiration.

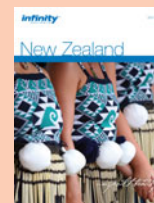


Infinity Holidays - Tasmania 2011/12

The Tasmania brochure features new sections for 2012 including colourful regional maps, Holiday Suggestions and is a good go to guide for the Australian region.

Infinity Holidays - New Zealand

The 2012 New Zealand brochure for Flight Centre's in-house wholesaler Infinity Holidays is offering a bigger range of product in NZ including Brand new sections on Hawke's Bay, the Central Southern Alps, Wanaka and the Southlands.



Territory Discoveries - Northern Territory 2012/13

This all inclusive brochure features a number of new operators for 2012/13 including the Mud Hut Hotel in Coober Pedy and helicopters from Coolibah Air. There's also an accommodation comparison grid and details on social media connections. Copies can be ordered from Brochure Flow after 02 Feb.



Bunnik Tours - India and Sri Lanka 2012/13

This small group tour operator has launched its 2012/13 brochure featuring popular itineraries in Sri Lanka and India along with packages including air and extensions. The brochure has been unveiled to compliment Bunnik's 2012/13 annual holiday planner that was released in Oct and features tours in Asia, Europe, the Middle East, Africa and the Americas.

Travel Consultant - Manager

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ONE DESTINATION. ENDLESS POSSIBILITIES.

Join our experienced team of travel consultants in our Sydney CBD office.

We are currently recruiting for a manager that will:

- Motivate the team to achieve KPI's;
- Ensure the team is delivering outstanding service to our customers;
- Build and maintain solid professional relationships;
- Have amazing customer service skills.

12 months travel consultancy and previous management experience is required.

To apply, please email your CV and Cover Letter to recruitment@wotifgroup.com

Biofuel for Air NZ

AIR New Zealand has signed a Memorandum of Understanding with a firm called Licella Pty Ltd to develop a process to convert "woody biomass" into sustainable biofuel in New Zealand via a unique process which uses a Catalytic Hydro Thermal Reactor.

The carrier has also released its Dec traffic figures, showing a total of 1.3m passengers, down 0.6%.

Long haul pax numbers dropped 5%, with the Christchurch and Japan earthquakes continuing to significantly affect Japan traffic.

Jetstar to expand Melbourne, Gold Coast

JETSTAR has today announced it will base an additional A320 at Melbourne Tullamarine Airport as well as an additional aircraft on the Gold Coast

The changes will see expanded capacity from Melbourne to a range of destinations including Cairns, Perth, Sydney, Adelaide, the Gold Coast, Brisbane and Launceston.

JQ will also introduce a twelfth daily Sydney-Gold Coast service as well as three additional weekly flights between Adelaide and Perth, with the growth seeing the total addition of 15,800 extra domestic seats per week.

New Carnival PR mgr

AINSLEY Pope has been named as Public Relations Manager for Carnival Australia, moving from her previous role with Tourism New Zealand in Australia.

Her TNZ role will be filled temporarily by Lauren Penfold.

Record week for AKL

AUCKLAND International Airport today reported that the week ended 08 Jan saw its highest ever demand for international travel, with traffic figures even outstripping the passenger numbers during the Rugby World Cup finals.

Over 170,000 international passengers passed through AKL that week, indicating strong NZ travel demand despite the country's other challenges.

There will also be two extra daily return Melbourne-Sydney flights, as well as an extra three services a week to Launceston.

Most of the growth will be effective from 01 Apr, and was backed by Tourism Australia ceo Andrew McEvoy who said the expansion "will undoubtedly be a further boost" to domestic tourism.

"The low cost model has proved very successful in stimulating the air travel and tourism sectors, and I have no doubt that this will have a positive impact by getting more people to explore more of our great country" McEvoy said.

Tiger best at sticking to flight times

TIGER Airways Australia has taken successive bites out of its rivals on-time flight performance, this time during Dec by getting 91.6% of its flights away on time.

According to govt figures released today, Tiger led the pack of major domestic carriers by more than seven percentage points, and was followed by Qantas who achieved 83.7%, then Virgin Australia (82.9%) and Jetstar (78.6%).

The Melbourne-Darwin route proved to be the most successful at operating according to departure time at 95.8%.

The no frills carrier also led in terms of on-time arrivals at 88.7%, with Qantas (83.3%), Virgin

(80.8%) and Jetstar (79.9%).

Tiger did however operate a vastly reduced number of services compared to its rivals, with 782 flights while Virgin Australia flew 11,636 sectors and Qantas 9,977.

The average on time departure was 81.3%, down about 3 points on the same time last year.

There was a total of 546 flight cancellations during Dec, led by Virgin Australia which axed 164 services, or 1.4% of its flight operations over the month.

QantasLink had the highest percentage of cancellations, with 157 flights (1.7%) canned.

Cancellations were highest on the Perth-Broome & return route at 7.1% and 6.9% respectively.

Win A Centara Holiday To Thailand

Throughout January, **Travel Daily** and **Centara Hotels & Resorts** offer you a chance every week to win a fantastic holiday for two at two of Thailand's most popular destinations: Phuket and Krabi.

The prize includes four nights accommodation at the Centara Grand Beach Resort Phuket followed by a three night stay at Centara Anda Dhevi Resort & Spa with daily breakfast, return economy flights for two and relevant transportation. In Phuket, you will also enjoy complimentary one-off entrance to the island's most fantastic water park at Centara Grand West Sands Resort & Villas Phuket.

Every week we offer one prize and to enter the competition, simply answer the question of the week.

(Email your answers to: centaracomp@traveldaily.com.au)

Question of the week

What additional services would you like to experience at a Centara hotel or resort and why?



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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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TAKE CONTROL OF YOUR CAREER IN 2012 AND REGISTER WITH AA

THE PEAK OF ACCOUNT MANAGEMENT

REGIONAL SALES MANAGER

CANBERRA – SALARY PACKAGE OTE \$130K++

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

ACCOUNT MANAGEMENT RUNNING HOT

CLIENT RELATIONSHIP MANAGERS – CORPORATE TRAVEL
MELBOURNE, SYDNEY & PERTH – SALARY PKG OTE \$100K

Join a name you can trust with a portfolio of interesting clients to manage and one that is growing. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these top level clients along with your negotiation skills to be able to offer solutions and formulate reporting requirements.

AN ADVENTURE AWAITS

SALES EXECUTIVE – LEISURE SALES

PERTH – SALARY PACKAGE \$55k + CAR + BONUS

Searching for a company which has a product that can be easily sold to make it easy to reach targets? This fantastic new sales role has a vacancy with your name on it. You will be an experienced sales executive who has the ability to hit the road and cover the WA retail market. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect person.

THE PERFECT STEPPING STONE

ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$80K

Move in to Account Management with a leading TMC and take your career in Corporate Travel to a new level. This role will suit an experienced Team Leader who wants to move in to account management, or an Account Manager with a smaller agency looking to move in to a larger market. Essential criteria include immaculate presentation, confident communication and proven client relationship skills.

ATTRACT CLIENTS WITH YOUR WINNING ATTITUDE

SENIOR CORPORATE BUSINESS DEVELOPMENT MANAGER

PERTH – SALARY PACKAGE OTE \$100k +

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 along with being a go-getter who can hunt down new leads and attract clients.

FEBRUARY START – DON'T DELAY

BUSINESS IMPROVEMENT SPECIALIST (12 MTH CONTRACT)
BRISBANE – SALARY PACKAGE TO \$105k

This 12 month contract will see you facilitate involvement in the roll out of a new internal project across this business. You will need to possess strong travel industry understanding (GDS & Airline), especially within sales distribution channels, managing supplier relations and interpreting data to assess viability. Strong negotiation & communication skills, strategic planning and business improvement practices are key.

ONLINE OR BUST

ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE OTE \$85K

Bring your account management skills in to the online arena and join a fast-growing global organization. You'll be managing a portfolio of clients (hotels) across an assigned territory, travelling across that territory to drive revenue and ensure that excellent customer service is being provided. With a focus on growth and business development, you'll be a self-motivated person who is happy out on the road as well as within a team.

VARIETY IS THE SPICE OF LIFE

INDUSTRY SALES MANAGERS

SYDNEY – SALARY PACKAGES TO \$85K OTE

If you like variety, take a look at these exciting new BDE roles that have just appeared in the Sydney market. You'll be a well travelled, experienced BDM who understands how to manage a territory, drive sales from your agents, and promote a fantastic touring product. You'll need your own vehicle and drivers license and a positive attitude. Great opportunity to travel, top salaries and great teams await you.

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MANAGING DIRECTOR
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Linda Green
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Ph: 03 9670 2577

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QATAR AIRWAYS RECRUITMENT

Strive for Excellence with One of the World's Fastest Growing Airlines!

The World's 5-star airline and fastest growing carrier, Qatar Airways is dedicated to excellence and continuous improvement. We relate this same philosophy towards our people where we provide diverse career focus, continual development and training. 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 positions to be based in

Perth, Western Australia

Commercial Manager

Provide overall leadership on a strategic and commercial level for all sales, marketing, administration and other activities within the assigned station. To strategically develop and deliver revenue for Qatar Airways, maximising the return from existing market whilst identifying and penetrating new markets where appropriate.

We require at least 6 years related experience within the travel industry and airline marketing as well as a track record of delivery of significant change. Strong sales ability (with at least 4 years sales experience) and a proven ability to negotiate and work within a multi-national and multi-cultural environment with strong leadership skills.

Sales Executives

Objective to maximise and ensure the commercial success as well as to surpass the allocated targets of the airline in the area of responsibility. To create maximum awareness of Qatar Airways products and services as well as to protect existing business and constantly explore/seek new opportunities.

We require 3 or more years of professional sales experience, preferably in an Airline industry. Proven knowledge of GDS system and ticketing with strong negotiation and presentation skills. Experience of working in a target driven environment.

Sales Support Agent

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 and to be trained in Reservations & Ticketing as well as tariff GDS or airline system background.

Admin Assistant

Representing the Perth office, the Administration Assistant is responsible for assisting the station in the day-to-day functions while promoting high standards of corporate values through correspondence, telephone and personal contact.

The candidate must have the ability to interpret a variety of instructions, conversant with the principles and techniques, maintains confidentiality and able to make independent judgments/decisions in absence of supervision.

We require a minimum of 2 year experience in an administrative role with excellent spoken and written English skills. Certificate in computer applications and administration services is preferred.

Reservations and Ticketing Agents

The successful candidate is responsible to sell and serve customers professionally through telephone contact or in person. Exceed customer expectation, generate revenue, and deliver Qatar Airways renowned 5-star services.

We require a minimum of 2 or more years customer service experience in an airline / travel industry/ hospitality organization. IATA or airline basic tariff and pricing course as well as experience with Amadeus will be an advantage. High potential individual willing to be trained.

Finance Assistant

The successful candidate is responsible to undertake a variety of activities including bank reconciliations and compiling relevant reports. Prepare and process refunds, ensure all receivables are collected on time and matched off, debtors aging to be kept up-to-date.

We require a minimum of 3 years practical work experience in finance and accounting with necessary airline knowledge, skills and expertise to undertake financial/ accounting assignments independently. Must have ability to work under pressure. Industry experience will be an advantage.

Airport Services Duty Officer

Achieve optimum customer satisfaction and on-time departure of flights as well as safety of all Qatar Airways operations. Overall control of the shift as a direct representative of the Airport Services Manager. To supervise and control flight-handling activities such as flight editing, check-in, transfers and boarding, etc, in order to ensure a high service standard.

We require a minimum of 5 years experience in an airline or a reputed ground handling agent on a supervisory level. Good understanding of Conditions of Carriage, International Civil Aviation Safety and Security procedures in accordance with ICAO and IATA and local authorities. Strong leadership skills.

Airport Services Agents

Representing the company in providing Qatar Airways renowned 5-star services to customers at the airport terminal, and helping create a stress free environment for customers whilst travelling. Support in ensuring total quality service and adhering to safety policy and security standards of the company.

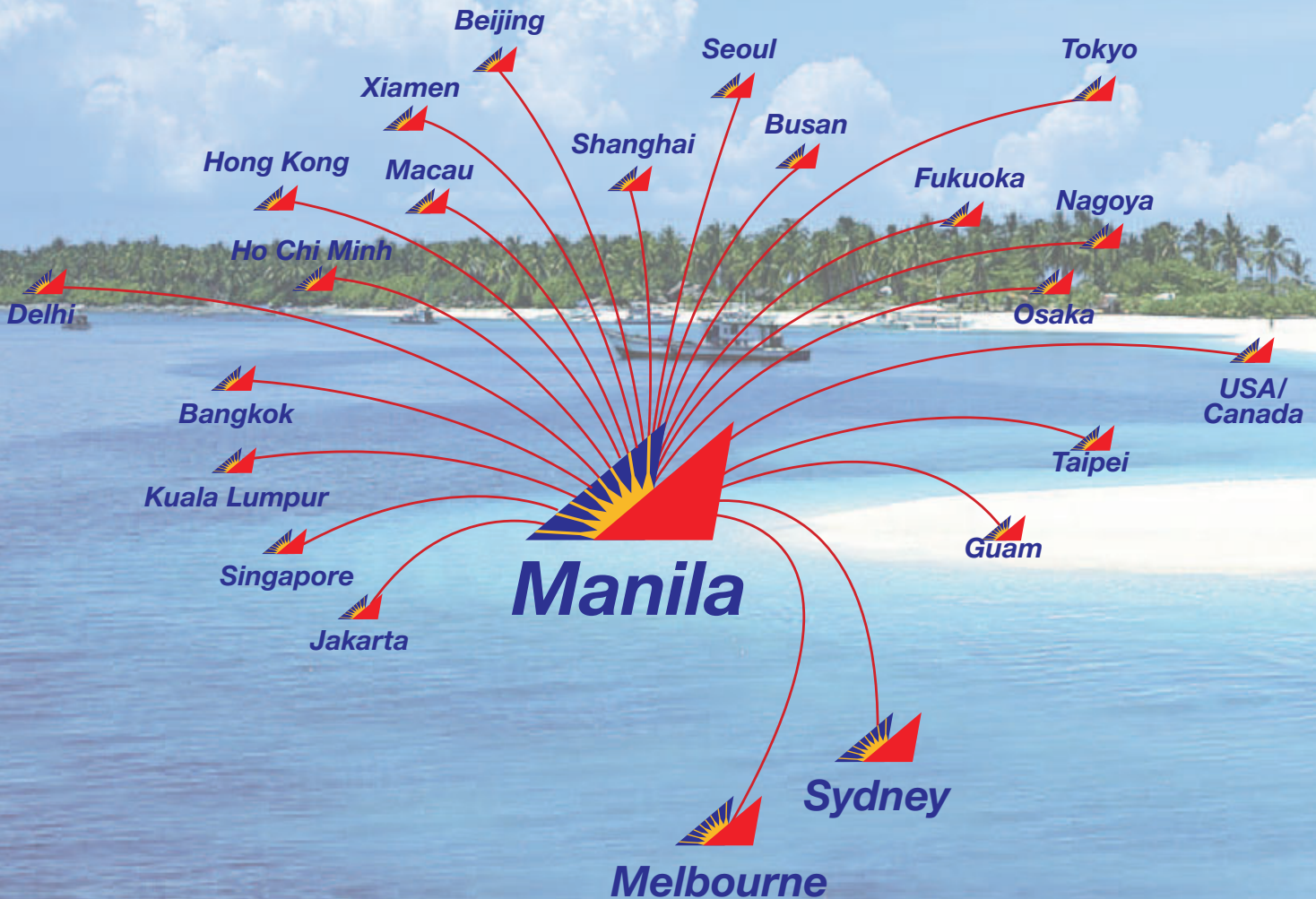
We require a minimum of 2 year customer service experience in an airline / travel industry/ hospitality organization. IATA or airline Basic Tariff and ticketing knowledge will be an advantage.

Please send your detailed CV to employment@au.qatarairways.com by COB Mon, 6 Feb 2012.

Only those candidates that have made the shortlist will be advised.

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Philippine Airlines flies to 26 international destinations across Asia, the Pacific and the Middle East. 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.



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Uluru's more than a tick on your bucket list. It offers timeless attraction in a living cultural landscape, an endless array of experiences from sunrise to sunset from scenic flights and camel rides to intimate dining under the outback sky.

It's about time to experience our culture, time to slow down and time to reconnect.

We would like to extend a warm welcome to our travel industry colleagues.



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