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First with the news

Monday 4th February 2013

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Another industry gong

THANKS to the sharp-eyed *Travel Daily* readers who have pointed out that another Aussie with an impeccable travel pedigree was also honoured by the Governor General last week.

The Australia Day honours list saw professional company director Sandra McPhee awarded an AM.

Before moving full-time into corporate life, McPhee held many roles in Australian travel including with BA, Pan Am, Ansett and QF.

Qantas rejigs Asian flights

QANTAS International ceo Simon Hickey this morning announced the first phase of a major 'growing with Asia' strategy (**TD** breaking news) which will see the carrier significantly revamp its network to Singapore, Hong Kong and Bangkok.

Because Qantas' UK services will operate through Dubai from the end of next month, it's been able to retime the Asian services to arrive up to three hours earlier than previously, allowing significantly better connections.

Hickey said the removal of through traffic to UK/Europe would also increase Asian capacity, with Qantas set to operate double daily flights to Singapore from Brisbane, Sydney and Melbourne.

He said that the "maturing Jetstar network" also gives travellers further options once they land in Asia.

"Through a combination of Qantas, Jetstar and our partners

we aim to provide the best travel options between Australia and Asia, all linked to one of the world's leading frequent flyer programs," Hickey added.

However, the changes will also see Qantas remove its current direct flights from Adelaide to Singapore effective 14 Apr, along with Perth-Hong Kong which will cease to operate on 31 Mar.

Perth-Singapore will also reduce from its current double daily operation to seven per week.

Brisbane-Hong Kong will grow from four per week to seven, while there will be four extra Sydney-Singapore flights per week, increasing to seven from Jun.

Product enhancement

TODAY'S QF Asia network changes are part of a wider strategy, with the next phase being an enhanced customer experience, according to QF ceo International, Simon Hickey.

He flagged a possible A330 fleet refresh to include a lie-flat bed in Business Class, while other upgrades include the new Qantas lounge in Singapore which will open on 31 Mar, as well as a new Hong Kong First lounge scheduled to open in Sep.

New Asia destinations

QANTAS is looking at expanding its Asian network from 2016 via new 787 Dreamliner aircraft.

According to this morning's QF update, increased destinations would coincide with the turnaround of Qantas International, with direct flights being considered to Beijing, Seoul, Mumbai, Delhi and Haneda.

QF axing FRA sooner

THE Qantas network changes announced this morning (**see main story**) also confirm that the carrier is bringing forward the cessation of its "loss-making Frankfurt service" to 15 Apr 2013.

The SYD-SIN-FRA route had previously been slated to continue through until 26 Oct.

What an issue!

Travel Daily today has nine pages packed with news and photos, plus full pages: (**click**)

- AA Appointments
- Travel Trade Recruitment
- LAN Airlines positions

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LAN recruiting locally

LAN Airlines is on a recruitment drive for staff in Australia, with the push to expand its local team coming days after revealing plans to establish a regional office based in Sydney (**TD** 25 Jan) after parting ways with World Aviation Systems.

Roles advertised on Fri included a Group Sales Agent, Inside Sales Agent, Product Development Mgr and Inside Sales Mgr, and today LAN is seeking BDMs for NSW, Qld and Vic - see the **last page**.

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Win a Coolum holiday

THIS week *Travel Daily* is giving away a luxury two-night stay on the Sunshine Coast staying at Palmer Coolum Resort in a Deluxe Junior Suite, including flights.

Each day we'll be asking readers a new question, and the winner will be selected based on their accuracy and creativity - see **p6**.

And don't forget to enter this month's major competition, with a trip for two to Abu Dhabi up for grabs on **page nine**.

Qld Australia Day II appeal

TOURISM & Events Queensland has launched a new campaign to support tourism businesses and regions struck by floods over the Australia Day long weekend.

Qld Minister for Tourism and Major Events Jann Stuckey led the charge on Fri, announcing plans for 'Australia Day II' - a chance to celebrate the Queensland spirit with locals who missed out last month at the hands of Mother Nature - and kick-start tourism.

Launched last weekend, the campaign is the first step taken in the Queensland govt's recovery strategy for flood affected areas.

Larrikin Sam Kekovich fronts the marketing blitz which aims to lure

interstate audiences to Qld for a second long weekend, to help out with the state's bounce-back.

"The bulk of Qld tourism destinations are now open for business and ready to welcome visitors following the recent wet weather incidents.

"Many holiday destinations were untouched and while others are on the road to recovery, this campaign reinforces that the best way you can support the industry is by taking a holiday in Queensland," Stuckey said.

"We want to ensure the green shoots of growth we are seeing throughout the tourism industry continue," she added.

The Minister said the campaign is about getting Aussies to make plans to visit "as soon as they can."

The national advertising promo will feature in print, online, TV & radio form over coming weeks.

Almost exactly two years ago, Queensland's tourism industry was similarly weather-battered, with the devastating flooding of the Brisbane CBD, along with the impact of Cyclone Yasi which slammed the north of the state.

Three more for Avalon

THE popularity of European river cruising shows no sign of abating, with Avalon Waterways the latest operator to announce the construction of new ships.

Avalon will add a further three of its luxury Suite Ships in 2014, with the details released this morning as part of a new Preview Brochure offering earlybird savings of up to \$1000 per couple.

Marketing manager Christian Schweitzer said the program also includes the most generous group discounts ever offered by the operator, including free travel for one in every 10 passengers.

The new vessels will be named *Avalon Impression*, *Avalon Illumination* and *Avalon Poetry II* and will see the firm offer eight of the Suite Ships in its overall European fleet of 13 vessels.

Lots more new brochures on **page seven** of today's *TD*.



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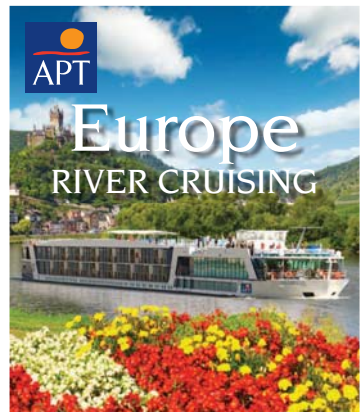
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Qantas chauffeur drive details

QANTAS has revealed details of its proposed new chauffeur drive service, which is to be launched next month as part of the alignment of its services with those of Emirates under the carriers' alliance.

According to an update to QF staff by head of the airline's international operations, Simon Hickey, the complimentary service will be initially offered to

eligible First and Business customers travelling on Qantas operated flights between Australia and Dubai/London.

The scheme will also expand to other routes, and from 01 Jul will be extended to eligible passengers on routes to Los Angeles, Dallas, New York, Santiago and Johannesburg (**TD 14 Jan**).

According to Hickey, Chauffeur Drive will be available for both commercial and Frequent Flyer redemption customers travelling on confirmed tickets.

The service will only be offered to passengers travelling on Qantas marketed and operated flights, with codeshare customers not eligible except on those booked on the EK code from Australia/UK to/from Dubai.

Transfers will be available from home or hotel to the airport; from the airport to the final destination; and to and from the airport during a stopover.

Chauffeur Drive will be complimentary for a capped radius within each city, apart from in Dubai where there is no limit.

Hickey revealed that customers will be able to book their chauffeur service on the QF website from next month.



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QF 'Dubai connect'

PREMIUM passengers on the new Qantas flights to Europe via Dubai who have a long stopover will be offered a new 'Dubai Connect' courtesy service.

The STPC option will be similar to that offered by Emirates, with complimentary accommodation, meals, ground transportation and visa costs paid where applicable.

Halal meals for QF

QANTAS is revamping its menus to offer a Halal meal option as standard on all international flights to and from Dubai.

The new meal will be available in all cabins, according to an update from QF International ceo Simon Hickey.

Customers travelling on domestic flights within Australia will also be able to request a Halal special meal, but if required must do so at least 24 hours prior to their scheduled departure.

Halal meal requests must be made via the channel that the original booking was made, the update confirms.

MAS boosts Brisbane

JUST days after becoming a full member of the **oneworld** airline network, Malaysia Airlines has beefed up flight frequencies to the Queensland capital.

Agent GDS displays show MAS will commence daily A330-300 services from Kuala Lumpur to Brisbane, effective 17 Sep, up from five weekly.

MEANWHILE, MAS will switch to A380 aircraft on MH72/73 on Hong Kong services from 01 May.



Window Seat

VIRGIN Media has launched a new quest via Facebook to find look-a-likes of famous people, with a prize of a new tablet computer on offer.

The contest is being promoted by a man named Barrington, who just happens to be the doppelganger of the world's fastest man Usain Bolt, who will also be judging the competition.

Other prizes up for grabs include copies of Bolt's newly released autobiography and signed T-shirts of the sprinter.

Virgin Group boss Sir Richard Branson is also getting into the spirit of the contest, having recently encountered his own look-a-like (**pictured** below).

For details on how to enter, visit www.bit.ly/lookylike.



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Qantas in full flight at expo



ABOVE: Qantas was one of many Flight Centre airline partners who took part in last weekend's Travel Expos, with this crack Qantas team **pictured** at the Sydney event which took place at Darling Harbour Exhibition Centre.

There was strong interest in the Qantas product, with the carrier promoting its exciting new range

of UK and European options in partnership with Emirates, subject to a final ACCC decision which is due next month.

Pictured from left: Kris Chippendale, Karen Brown, Karen Tsolakis, Andrew Rattle, Kylie Chapman and Fran Villegas.

Lots more pics from the Flight Centre expo on **page eight**.

JAL baulks at Brissie

JAPAN Airlines has dismissed reports it's planning to relaunch services to Brisbane, with top officials from the carrier insisting flights to the Queensland capital city are "well off."

JAL terminated the Tokyo Narita to Brisbane route in Sep 2010.

"We are only at the invitation stage," JAL chairman Masaru Onishi told *Travel Daily* last week in Malaysia at a oneworld event.

Onishi said while a return to Brisbane was desired, it was void of the immediate drawing board.

"I'd like to say yes to Brisbane, or the Gold Coast, but both markets are a little too volatile," the Japan Airlines executive said.

"We are currently making our financial state more healthy and more sound, and now, we cannot take a risk going to Brisbane."

Onishi also ruled out returning to Perth for now, but adding it might take "that such kind of a challenge" in future years.

Grand Google map

GOOGLE Maps has added almost 10,000 photos of iconic US attraction The Grand Canyon to its Street View mapping system, allowing aspiring trekkers to explore the majestic spectacle from the comfort of home.

Street View now offers an up close and personal experience of the Bright Angel Trail which leads into the canyon from South Rim accommodation.

Taiwan sets record

MORE than 78,000 Australians visited Taiwan last year, up 7% on the previous corresponding period and setting a new visitor record for the destination.

Taiwan is aiming to more than double its visitation to 15 million by 2015, and will this year kick off the country's biggest ever year-long calendar of events - including the stunning Yanshui Beehive Rockets Festival this month - see eng.taiwan.net.tw.

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QF plots Berlin 787s

QANTAS chief Alan Joyce has revealed the Australian flag carrier is planning to return to Germany in the medium-term, after today confirming it plans to bring forward the axing of the Frankfurt route from Oct to 15 Apr 2013 - see **page one**.

"We will eventually fly back into Germany on markets with the 787," Joyce told **TD** on Thu.

The QF boss flagged Berlin as a likely market, as QF's prospective partner Emirates doesn't have the traffic rights to operate to the German capital.

"There will be various opportunities that we can use both brands to make it work, and by that stage, when we get 787-9s in 2016, we'll have reached the targets of turning the international business around," Joyce said.

"So we can, with confidence, buy those aircraft to expand our int'l operation, and that's our intention by that time frame."

CHC QF/EK concerns

CHRISTCHURCH International Airport Ltd has raised concerns the proposed alliance between Qantas and Emirates will result in by restricting limited connectivity to the New Zealand South Island.

In a 13-page submission to the ACCC, Christchurch Airport said QF/EK's Master Coordination Agreement has the potential to inhibit growth to the South Island and cause "significant competitive implications on the already highly concentrated CHC-SYD route."

The airport argued remarks by the Applicants that it was not able to support superjumbos, but CIAL said it would invest in passenger operations to facilitate the aircraft, should there be a commitment to operate it to CHC.

CIAL said the QF/EK alliance "has the potential to be particularly detrimental to competition" by creating a duopoly with Air New Zealand/Virgin Australia, and by limiting 5th freedom carriers.

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Hyatt buys Starwoods

HYATT Hotels Corporation will add more than 1,700 rooms to its French inventory and more than double its presence in the country after a Hyatt affiliate signed a new management deal with Groupe Du Louvre, a division of Starwood Capital Group.

The four luxury French hotels were sold to Constellation Hotels Holding for an undisclosed sum, and are in some of France's most sought-after locations, from prestigious tourist destinations to commercial districts in Paris.

They include Hotel Martinez (to be rebadged from Apr as Grand Hyatt Cannes Hotel Martinez); Palais de la Mediterranee Hotel & Casino (Hyatt Regency Nice Palais de la Mediterranee); Concorde Lafayette (Hyatt Regency Paris Etoile) and Hotel du Louvre, which will become part of Hyatt's Andaz branded division.

The hotels will each undergo a renovation & be bookable soon.

Sheraton Noosa facelift

SHERATON Noosa has announced it will undertake an extensive, five-month renovation project commencing in Mar and due for completion in Aug 2013.

The \$10m works will encompass all guest rooms, suites and villas, with new LCD TVs and Sheraton Sweet Sleeper beds to be added to all accom categories.

Public areas will also receive a makeover, including painting of the hotel exterior and the redesign of the hotel's restaurants.

The resort will remain open for the duration of the project, avoiding disruptions to guests.

P&O Aus Day double

P&O Cruises' *Pacific Pearl* and *Pacific Jewel* will mark Australia Day celebrations in 2014 on Sydney Harbour for the first time.

Fares for a three-night Australia Day 2014 cruise are priced from \$549pp - see www.myccs.com.au.

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Virgin australia

Silversea gets Grand

SILVERSEA Cruises has released a collection of ten sailings dubbed 'Grand Voyages', designed for travellers seeking longer cruises at a "more leisurely pace".

The collection includes sailings in the Mediterranean, Oceania and South America aboard the *Silver Cloud*, *Silver Spirit* and *Silver Shadow* vessels.

Marriott LAX rename

HYATT Regency will take over naming rights of the former Los Angeles Marriott Hotel in May, after delivering US\$20m worth of renovations to the property.

Once complete, the 491-room hotel will see the return of the Hyatt name to the downtown region of the west-coast city for the first time since 2004.

Youth like Parkroyal

PARKROYAL Darling Harbour in Sydney has been selected as the official hotel partner of the 2013 World Youth & Travel Conference.

Doco celebration tour

NORTHERN Europe company 50 Degrees North has released a one-off itinerary into Mongolia timed to coincide with the release of the *Mongolian Bling* travel documentary.

The 14-day tour is open to a maximum of 12 passengers and will look into the musical and cultural aspects of the country, and will be escorted by the film's Australian director Benj Binks.

Departing 28 Jun, the itinerary is priced from \$2,820pp.

More info on 1300 422 821.

CTM flood assistance

CORPORATE Travel Management has reported an increase of 500% in call volumes from passengers affected by the recent floods in Queensland and Northern NSW.

The company advised 900 of its customers were assisted under its Emergency Contingency Plan.

Yacht Club ex Cairns

SEADREAM Yacht Club has opened reservations for its *SeaDream II* vessel on its 2013/14 Asia season, which includes voyages into and out of Cairns.

Launch deals on sailings aboard the 56-stateroom ship include 10% off fares if booked by 28 Feb.

Fiona's off to check out Dubai

EMIRATES and Dubai Tourism have selected the first winner of a bonus prize in its annual Dubai mega-incentive as Fiona Young from Jetset Travel Port Macquarie.

Fiona is now also in the running to win a seat on the upcoming mega-famil to the emirate, in which 280 lucky agents will spend five days enjoying the sun, sand and splendours of the hotspot.

Should she win a place on the mega-famil, Fiona said she is most looking forward to shopping at the souks, and experiencing an



authentic Bedouin dinner in the desert, surrounded by the dunes.

She is pictured with an Emirates Business Class Innovation brochure.

E-Ticketing in Hindi

ORIENT Express Travel Group has released a Hindi version of its Express Fares & Ticketing systems to assist Hindi-speaking agents in the Select Travel Group.

Branded Worldhotel

WORLDHOTELS has added a second Netherlands property to its portfolio of branded hotels.

The new Worldhotel Bel Air The Hague has been with the group since 2009, with gm Stephan van der Meulen saying he was confident the rebranding will enhance the partnership, while allowing the property to "still keep our unique and independent identity".

Visit USA home run

AMERICAN Major League Baseball will serve as a sporting theme for the upcoming Visit USA Australia travel trade expos, bringing the authentic atmosphere of an American baseball game.

The series will visit Sydney, Perth, Melbourne and Brisbane between 13-19 Feb, bringing 55 American tourism representatives from hotels and tour operators.

Attendees will be able to enjoy baseball-related entertainment such as buttery popcorn, jazz bands, an inflatable pitching cage & home-run hitting competition.

To register to attend the expo, visit www.bit.ly/VisUSA.

WIN A 2-NIGHT BREAK AT PALMER COOLUM RESORT

This week, *Travel Daily* is giving one lucky reader the chance to win a 2-night break at **Palmer Coolum Resort** on Sunshine Coast.

The prize includes 2 nights accommodation in a Deluxe Junior Suite and flights from any Australian capital city.

Palmer Coolum Resort is Australia's finest all encompassing luxury resort destination, providing superior accommodation and an unsurpassed range of facilities and activities – all set in a natural environment.

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PEREGRINE has cut 10% from the price of all tours to Europe for bookings made up until 15 Mar, for departures before 31 Dec 2013 - details on 1300 791 485.

AAPA full year results

A TOTAL of 207-million int'l pax were carried on Asia-Pacific airlines, according to full-year results from the Association of Asia Pacific Airlines, out this week.

The result was a year-on-year jump of 7%, with the group citing an improved business market and sustained demand from leisure consumers across the region.

Overall capacity across member airlines rose only 3.9%, pushing average load figures up 1.5% to close the year at 77.9%.

Ascott Vietnam boost

SERVICED apartment specialist The Ascott Limited has signed a new management contract for a 252-unit property in Hanoi, Vietnam which will open in 2016.

Ascott also recently reopened the 100-unit Somerset Vista in Ho Chi Minh City, with the company now operating more than 1,800 units across 13 properties in four Vietnamese cities which also include Hai Phong and Danang.

The group says it maintains occupancies of 80%+ in Vietnam.

Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



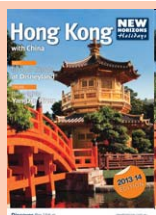
Infinity Holidays - Queensland Tropical North 2013
Many new hotels and day tour options can be located in the new TNQ guide from Infinity. New from the wholesaler for 2013/14 is a concept known as flexiTime, in which passengers may book and pay for their day tour options in advance, but may still alter the date of the tour up to 48 hours ahead without penalty. The new guide, featuring the new product as well as a broad existing range, is available both in hard copy and as a download.



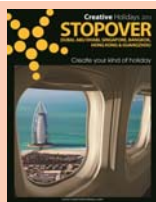
Carnival - Europe Cruise Holiday Planner 2013
Europe and its many directions and possibilities are well covered in this guide from Carnival. The company operate a multitude of ships in different regions, offering sun-bathed itineraries around the Spanish and Italian shores, through to sailings up the picturesque yet naturally awe-inspiring rivers of Northern Europe. The ever-changing view is just one of the perks, with the ships themselves offering endless choices and fun things to do.



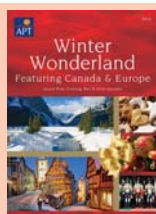
Wendy Wu Tours - Deluxe River Cruising 2013
Itineraries in this guide focus on the Yangtze River and different length cruising options available, packaged into a series of appealing all-inclusive itineraries. Deluxe tours offer five-star accommodation options both on land and with Victoria Cruises, most meals incl breakfast and lunch daily, with flexibility at dinnertime. Tours range from 4-8 days, with upgrades available.



New Horizons Holidays - Hong Kong and China 2013
Offering Xian for the first time - home to the famous Terracotta Warriors, New Horizons has also expanded its offering in a number of regions within the country. Such expansions include 15 new day and multi-day tours, 10 new hotels, with the glitz and glamour of the gambling hub that is Macau also thoroughly covered. A number of itineraries also offer opportunity to take in some of the many colourful festivals and parties China does so well.



Creative Holidays - Stopover Brochure 2013
For travellers looking to break up a long flight to see a whole new destination, or just to allow a rest between long-haul sectors will like the selections on offer in a variety of exciting destinations. Contained within this first-ever release is a selection of hotel and day tour content available in Dubai, Abu Dhabi, Hong Kong, Guangzhou, Singapore & Bangkok - perfect depending on your airline.



APT - Winter Wonderland Luxury River Cruising 2013
For the long-term planners, Christmas and New Year itineraries in Canada and Europe have been released by APT, featured in a new, warm-coloured brochure. A number of river-cruising options in Europe take in the famous Christmas markets, while Canada's Rocky Mountains can be enjoyed in their wintery splendour. Departures operate from 20 Nov to 23 Dec and range in length from 10-21 days, with extensions also available on some tours.



Sno 'n' Ski - Southern Hemisphere Brochure
Slopes suiting all skill levels in New Zealand, Australia and South America pack the new skiing guide to the Southern Hemisphere by Sno 'n' Ski. The program also offers information on lift access, ski and snowboard lessons and equipment hire, along with pass prices, accommodation and local transport options. A number of special earlybird deals are available for selected Australian and New Zealand properties. Visit www.snoski.com.au.



Inspiring Journeys - Australia 2013
Boasting a cover colour scheme reflecting the heritage of the Indigenous lands visited by some itineraries, the six tours on offer in this new guide delve deeper into such heritage. Guests will enjoy dining on locally produced cuisine depending on the region visited, each with unique flavours and will stay in wilderness retreats to get the full Australian effect. The small groups will also travel in specially designed vehicles to access areas coaches cannot.



CIT Holidays - Italy Escorted Tours 2013
The sights and sounds of Italy can be enjoyed across a number of varying itineraries, many of which offer touring aboard more than one mode of transport, from self-driving, to riding the railways, cruising the coast or travelling aboard a deluxe coach. Some itineraries also offer cooking tours, walking journeys with food and wine enhancements, and design-your-own rail plans.



Kimberley Cruise Centre - 2013/14
Sailing aboard smaller vessels offers the ability to gain a more in-depth view of some of the world's smaller bays and inlets. The Kimberley region is increasing in popularity for its natural beauty and crystal clear waters, while giving the feeling of total isolation due to its remoteness and lack of roads. Designed in the style of a coffee table book, this brochure offers a range of ways to see the area, while enjoying the personalised service small vessels can offer.



Rosie Holidays - Fiji 2013
The Fiji "Road Map" from Rosie Holidays offers a detailed guide to the destination so popular with Aussie tourists. Laid out in an easy-to-read format, details on the location of hotels and their proximity to attractions or the wharf to get to islands is all heavily featured. The range also offers a selection of hotels suited to specialist groups such as Honeymooners or Families.



Rail Plus - Your World on Track 2013
New in the latest guide from Rail Plus are a host of sightseeing options in the UK, Paris & many European cities that can be booked at the same time as rail sectors across a multitude of countries. Some of these include the London Dungeon, Loch Ness in Scotland and European Essentials such as a Sound of Music tour in Austria. High-speed rail journeys are also available in the US, New Zealand and China, as is a Trans-Mongolian adventure.

Flight Centre kicks off Expo season

IT was a busy weekend for many industry suppliers and lots of Flight Centre staff, with the debut of the company's 2013 travel shows across the country.

Flight Centre Travel Expos were held in Perth, Hobart and Sydney, with the events continuing next week in Canberra, Melbourne and on the Gold Coast - before rolling a week later into Brisbane, Adelaide and Newcastle.

The expos will also be held in Cairns, Townsville, Mackay and Darwin, with the program wrapping up on 10 Mar.

Travel Daily was at the Sydney Travel Expo on Sat and snapped these exclusive pictures - lots more on our website and at www.facebook.com/traveldaily.

RIGHT: The Aerolineas Argentinas team at the expo included Sergio Gomez and country manager Oscar Cilli.



ABOVE: I do like your hat! Cherylyn Antao, Nicole Taylor and Emma McInnes from On the Go Tours really inspired visitors to their stand.



BELOW: Neil Rodgers from Adventure World with Susan Tan, SAA.



ABOVE: Some of the Globus Family team: Darren Perry, Damian Borg, Rebecca Clark and Adam Mussolum.



LEFT: Aye Aye, Captain! Amy Ryan and Mark Rheinbay from Royal Caribbean bring some expo nautical spirit.



ABOVE: Callum Henson from Flight Centre with John and Lakis Polyviou of Sun Island Tours.



BELOW: FC's Brett Massingham & Lisa Zahra.



LEFT: Scott Graham and John Molinaro from Uniworld Boutique River Cruises, one of several Travel Corporation brands participating.



More pax on the rails

RAIL Europe has reported its strongest year-to-date in 2012, with 2.6m travellers and a 16% jump in sales for the full year.

Asia saw the biggest moves for the company, with a 59% growth in passengers on mainland China, 21.3% in China overall and a 42% jump in sales in Indonesia.

MEANWHILE, the company has released a 20% discount on UK BritRail & BritRail England passes, with second-class fares starting from \$138pp if booked by 15 Feb, with travel completed by 28 Feb.

US preferred over NZ

MORE Australians would like to holiday in the United States than New Zealand, according to the latest Roy Morgan Research data.

The number of Aussies plotting to visit the USA compared to NZ in the next two years has grown by 3.7% to 14.1% in five years.

Roy Morgan's Jane Ianniello said the New Zealand earthquakes has pushed the country from top spot.

"With the strong Australian dollar and cheaper airfares, the United States has become a more appealing & affordable destination for Australians," Ianniello said.

Etihad AF/KLM lease

ETIHAD Airways will wet-lease an Air France A340-300 aircraft to operate one of its two-daily services between Abu Dhabi and Paris from 15 May until 30 Nov.

The leased aircraft will operate flights EY37/38 on the leased jet.



WHOLESALE RESERVATIONS - CENTRAL SYDNEY

Representing a great range of national and international products this role involves processing reservations for both travel agents and direct clients.

Training in Queensland included

Fun, social team in a funky harbour view office!

Previous wholesale or retail experience essential

Confidential applications to Philippa Baker on 02 9506 7000 or email philippa@alexander-associates.com.au

Savings on the road

BACK-ROADS Touring has reduced the price of its range of 5-14 day summer 2013 itineraries through the UK & parts of Europe by 5% if booked by 28 Feb.

Sydney hotels in world's priciest

DESPITE flat growth, Sydney held its place at ninth in the world's Top 10 most expensive hotels in the world, according to the latest annual hotel survey by the Hogg Robinson Group.

Median Sydney rates climbed by less than \$1 over the year, sitting at \$299.01 as an average price, trailing just behind Paris and slightly ahead of Stockholm.

Moscow claimed top spot in the poll with an average of AU\$412 per night, followed by Lagos in Nigeria, which took second due to the high number of business travellers insisting on five-star properties for security reasons.

San Francisco and Tokyo posted the largest increases of 11% and

12% respectively, while on the flip side, New Delhi and Bangalore posted the two largest decreases of 19% and 22%.

No other Australian cities appeared on the 55-strong list.

AAX kids free zone

AIRASIA X has introduced its 'Quiet Zone' (TD 21 Sep) on all long-haul flights to China, Taiwan, Japan, Korea, Australia and Nepal.

The seven rows of seats are restricted to pax 12yo and above.

4 Sofitels for Asia-Pac

SOFITEL Luxury Hotels has announced plans to expand its Asia Pacific presence this year with four new hotels to open.

The new properties include the Sofitel Shenyang Lido, Sofitel So Singapore, Sofitel Bali Nusa Dua & Sofitel Shanghai Jing'an.

Perth Egypt exhibit

PERTH'S Western Australian Museum has secured rights to the *Secrets of the Afterlife* exhibition as part of its partnership with the British Museum.

Over 100 ancient Egyptian artefacts will be on loan during the exhibition, including four intricately decorated coffins and two mummies.

The internationally renowned show launches on 17 Mar.

Micros APAC launch

TWO-WAY hotel connection system Micros has announced its Channel Manager, powered by SiteMinder, will be rolled out into the Asia-Pacific region.

MEANWHILE, SiteMinder has announced the inclusion of rates and inventory of Spanish property group Silken Hotels will be added to its distribution platform.

Fight taken to Encore

AIR Canada has announced a significant boost to capacity in Western Canada over the first half of 2013 as rival carrier WestJet's new short-haul subsidiary Encore takes to the skies for the first time.

Capacity will double on some routes, meeting what the carrier says is "strong demand" on regions in the Western provinces.

Win
a luxury trip to Abu Dhabi



Abu Dhabi Tourism & Culture Authority is giving one lucky Travel Daily reader and their guest the chance to experience the awe-inspiring nature, exhilarating adventure, rich culture and warm Arabian hospitality of Abu Dhabi.

Your luxurious prize will include: return Coral Economy Class flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane) with award-winning Etihad Airways, 4 nights' accommodation at the 5* beachfront Fairmont Bab Al Bahr, an Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of February, simply send the correct answers for our daily questions to abudhabicomp@traveldaily.com.au and this fascinating Arabian holiday for two could be yours.

Q2. What are the unique names of each of Etihad Airways' three cabin classes?

The deadline for all answers is 5.00pm. Thursday 28th February 2013.

Click here for full terms & conditions and to view all questions.



DFAT Turkey bombing

AN EXPLOSION outside the US Embassy in the Turkish capital city of Ankara has forced DFAT to issue an updated warning for Australian travellers to the country.

The bomb went off outside the US Embassy, however the official warning for the country has not been changed from "Exercise a high degree of caution".

HTA capacity forecast

HAWAII Tourism Authority has released its 2013 air capacity projections, showing continued growth in visitor numbers will remain key for the organisation.

Double-digit growth is expected from Australia and New Zealand following the launch of new Brisbane and Auckland services, with new direct Asian routes also expected to perform strongly.

Milestone at Changi

SINGAPORE'S Changi Airport surpassed the 50-million mark for passengers utilising its terminals for the first time in its 31-year history in 2012, helped by record numbers recorded for Dec alone.

Total traffic for the year ended at 51.2m, a 10% jump on the numbers recorded one year prior.

The final month of the year saw 4.92m pax movements, a jump of 8.6% year-on-year in itself.

ANA seeks 787 compo

JAPANESE carrier ANA is in talks with Boeing for a measure of compensation for the grounding of its Boeing 787 Dreamliner fleet.

Boeing says it is not expecting a major financial impact from the Dreamliner situation, but that this could potentially change as the puzzling mystery is solved.

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

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GROW WITH THIS LARGE TRAVEL COMPANY CONTRACTING MANAGER SYD SALARY PACKAGE TO \$77k

Feeling stale in your current product role? Looking for a fresh start for 2013? Our client a leading travel organization based in Sydney has 2 vacancies for experienced contracting managers to join their team. If you have high level negotiation and contracting experience with at least 5 years product experience then call or email your CV today. Great salary and perks on offer.

LEAD THROUGH CHANGE AND GROWTH DIRECTOR OF ACCOUNT MANAGEMENT SYDNEY – EXECUTIVE SALARY PACKAGE

This new senior role is responsible for managing the Account Management team within a leading TMC. You'll have extensive experience in corporate account management and a positive track record of developing strategies for account retention & growth. Your leadership skills will influence the development d performance of your team resulting in improved client satisfaction.

PRODUCT PEOPLE MOVE INTO CORPORATE CORPORATE PRODUCT COORDINATOR SYD SALARY PACKAGE TO \$70k

This sought after TMC have a vacancy within their sales and marketing team looking after key suppliers and building strong relationships. You will be the primary contact for suppliers , working with them to ensure contract benefits are maximized. You will have a strong travel background with excellent excel skills and a strong commercial understanding. Great opportunity to start 2013 with something different.

LEAD YOUR TEAM TO SUCCESS OPERATIONS MANAGER (CRUISE) SYDNEY – EXCELLENT SALARY PACKAGE

Are you currently working for a cruise line or cruise specialist in a leadership role? This is a rare vacancy for a Team leader to join a leading travel organization. As an Operations Supervisor your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need to be well versed in the wholesale travel sector with a good understanding of cruise, call today.

LEAD THIS PROCUREMNET TEAM TO SUCCESS. SENIOR PRODUCT TEAM LEADER BRISBANE – SALARY TO \$90K PLUS

We are searching for a strong product leader with sound contracting and negotiations skills for this successful travel company based in Brisbane. These roles only come up once in a blue moon so you need to be quick. Working across Australia and the South Pacific you will have good knowledge of these areas, leadership skills and exceptional contracting skills. A great salary with career progression is on offer.

AFRICA ENTHUSIASTS THIS IS YOUR DAY ADVENTURE RESERVATION TEAM LEADER MELBOURNE – SALARY TO \$60K

Are you confident leading by example and being able to provide back up support for your team? This superb company is looking for a highly skilled manager with excellent knowledge of the Africa regions to lead and motivate a team of specialist reservation consultants who are experts in their field. You will need previous leadership skills, strong people skills and a great attitude, enquire today.

GREAT REWARDS FOR GREAT SALES SKILLS CORPORATE BDM X 3 MEL/BNE/SYD – EXCELLENT SALARY PLUS COMMISSION

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a leading corporate TMC offering a long term career and the real opportunity of progression. With a leading Brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar

BE THE FACE OF WA FOR THIS BRAND BUSINESS DEVELOPMENT MANAGER (CORPORATE) PERTH BASED – SALARY PACKAGE BASED ON EXP

You will not want to miss out on this sensational job opportunity. Our exclusive client is looking for a key Perth based Corporate BDM to be part of the growth occurring. You will be the face of the brand in WA and be apart of formulating new business. You will have a strong travel industry background preferably from the corporate sector with established contacts, ring today for a confidential chat.

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Finding talent within the Australian Travel Industry

Travel Consultant

Gold Coast - \$Competitive + OTE - Ref 2055G

Are you a travel industry professional looking for a fresh challenge? I have a dream travel consultant position based in beautiful Townsville. Uncapped earning potential and recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have international and domestic travel industry experience, be well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Senior Cruise Consultant

Sydney - \$Generous - Ref LYB124

All Aboard! A fantastic opportunity has arisen to join a market leading cruise company as a Cruise Consultant! Are you a seasoned sail-a-way specialist? Have experience selling cruise and air travel!? If you understand these terms; 'boat drill', 'join the Cruise Director on the Lido Deck for Miami Vices' and know how to find your 'Muster Station', then this role is for you! This company is constantly growing and look after their staff well with competitive salary packages.

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Travel Consultant (F/T or P/T)

Melbourne - \$Negotiable + Super + Targets - Ref 393

Have you a client base following? Are you an experienced Retail Travel Agent looking for a change and flexibility in your life? This rewarding global travel company is looking for Galileo trained consultants with their own client base, you will have the flexibility to work full time or part time and the opportunity to work to sales targets to earn that extra \$\$'s. The successful candidate can expect a rewarding salary along with uncapped earning potential and career opportunities.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Adelaide - \$35-40K + Super+ Incentives - Ref 6001

Are you looking for a new opportunity - we have the career move for you! Our client needs an experience Travel Consultant. If you love planning holidays, from the initial quote to issuing travel vouchers, read on. This is a great opportunity to work in this centrally located travel shop. Offer weekends away to fantastic once in a life time breaks! Deliver the best service with outstanding product knowledge. A fantastic opportunity to join this well established team!

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

BDM / Sales Manager

Brisbane - \$Competitive + Uncapped OTE - Ref 413A

Do you have sound understanding of corporate travel sales, business development experience & a proven sales record? A leading travel management company are looking for Sales / BDM to assist with their ongoing expansion across the travel market. You will manage existing accounts along with building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Senior Travel Consultant

Canberra - \$Competitive + Super + Comm. - Ref 419

Like the unique opportunity to work with a boutique travel agency in Canberra? Use your extensive travel knowledge to sell the world in a great office environment? A leading TMC are seeking experienced Senior Travel Consultants, ideally with their own client base, to join their expanding team. This is a great chance for a more senior consultant to settle down and sell fantastic products to your already existing clients whilst building new relationships.

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Reservations Consultant

South Melbourne - \$45K + Super + Targets - Ref 411

Do you enjoy working to targets? Are you ready for a new change? If you have solid reservations or strong retail agency experience selling worldwide holidays, I want to hear from you. This Global Travel Company is looking for a dedicated and passionate travel professional to join their busy department; work to targets, sell worldwide travel and work in a fun & dynamic team. You can expect great career opportunities and industry perks. Join the leader of the pack today!

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Multi-Skilled Corporate Consultant

Perth - \$DOE + Super + Bonus - Ref 6000

Our client is a boutique TMC looking for an experienced Corporate Travel Consultant. You will offer outstanding fares and ticketing, fluid Sabre skills, brilliant communication (written & verbal), and be passionate about what you do. The perfect candidate would have at least 5 years' experience and be a real team player. There would be an element of Corporate Leisure to the role - no 2 days are the same! This company has an amazing reputation and has fantastic offices.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)



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Business Development Managers for NSW, QLD & VIC

LAN Airlines is the largest air transport company in South America and one of the largest in the world. It operates daily flights between Australia and South America, with one-stop, services from Sydney to Santiago, Chile via Auckland, New Zealand, and with onward connections to over 150 South American destinations.

Business Development Manager NSW

A great opportunity has arisen for a highly motivated, service oriented and experienced full time Business Development Manager in New South Wales and the Capital Territory as part of LAN's Commercial team. Based in Sydney and reporting to the Senior Sales Manager for South Pacific, this exciting role offers the opportunity to work as part of a dynamic team in a great company and an ever changing industry leading the sales activity in the region.

Business Development Manager QLD

A great opportunity has arisen for a highly motivated; service oriented and experienced full time Business Development Manager in Queensland, Northern Territories and Western Australia as part of LAN's Commercial team. Based in Brisbane and reporting to the Senior Sales Manager for South Pacific, this exciting role offers the opportunity to work as part of a dynamic team in a great company and an ever changing industry leading the sales activity in the region.

Business Development Manager VIC

A great opportunity has arisen for a highly motivated, service oriented and experienced full time Business Development Manager in Victoria, South Australia and Tasmania as part of LAN's Commercial team. Based in Melbourne and reporting to the Senior Sales Manager for South Pacific, this exciting role offers the opportunity to work as part of a dynamic team in a great company and an ever changing industry leading the sales activity in the region.

Key Responsibilities:

- Develop, direct, support and monitor the sales strategy and associated activities in a proactive manner, based in report analysis and all relevant market information
- Participate in Trade and Consumer networking events as needed
- Develop strong relationships with clients and colleagues
- Provide timely, accurate and relevant Market Intelligence to Management including but not limited to prospect for new business partners and opportunities
- Conduct planned and regular visits to key accounts with emphasis on growing business, revenue performance tracking and increase product awareness
- Develop and deliver relevant presentations and training for agents
- Develop a Sales activity plan targeting the different segments and channels for the region with emphasis on key revenue suppliers

Skills & experience:

- Excellent communication and negotiation skills
- Knowledge in the use of GDS/CRS (Sabre training will be provided if required)
- Intermediate to Advanced MS Office
- Availability to travel interstate and overseas
- Spanish is desirable (but not necessary)
- Previous experience in the role
- Exposure to working within a performance based environment

Industry benefits and the opportunity to work with one of the biggest group of airlines in the world are offered. If you believe you could thrive in this position please send your Resume and Cover letter to lanaustralia@lan.com. Applications close 8 February 2013.