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# Travel Daily

First with the news

Monday 21st January 2013

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## UK snow chaos

**ABOUT** 20% of flights in the UK were cancelled over the weekend as the country was hit by a cold snap causing freezing temperatures with lots of snow.

As well as airports, train services and roadways are affected with the wintry blast expected to last up to a week.

London Heathrow was one of the worst affected airports, while the cold has also affected flights in Europe incl Paris and Frankfurt.

## Etihad Opera House deal

**ETIHAD** has further strengthened its Australian ties today with the announcement of a new multi-million dollar partnership with Sydney's iconic Opera House.

The three year deal will see EY as the venue's exclusive international airline partner, and is the latest in a series of Etihad sporting and cultural sponsorships in Australia which include Melbourne's Etihad Stadium, the Islamic Museum of Australia, Melbourne Recital Centre and the Biennale of Sydney.

Etihad ceo James Hogan said the move symbolised the carrier's commitment to Australian tourism as well as to "arts and culture worldwide".

"We will develop a range of joint initiatives to promote tourism to Sydney and to increase the Opera House's capacity to bring the world's best to Sydney for the enjoyment of locals and visitors alike," he said.

"Strategic investments such as

these in tourism and the community - with their flow-on economic effects - are the foundation of our enduring partnership with Australia".

The pact will complement the recent \$6m deal signed by Etihad and Tourism Australia to promote visitation from the Middle East, UK and Europe (**TD** 17 Dec).

Rival carrier Emirates has also had a longstanding presence at the Opera House through its decade-long sponsorship as Principal Partner of the Sydney Symphony Orchestra.

## A&K launches Escapes

**ABERCROMBIE & Kent** has launched 'Escapes,' a new portfolio of hand-picked short holidays to accessible destinations in Asia, Australasia and the Indian Ocean.

MD Sujata Raman said the move followed research showing a change in travelling patterns, with trips ranging from four- to eight-days so that busy individuals can "easily identify and plan their perfect escape".

The program includes Myanmar, Indonesia, Maldives, Vietnam, Laos, Thailand and Cambodia as well as Australia and NZ, and each trip has exclusive A&K benefits to enhance the experience.

More info on 1300 851 800.

For other new brochure releases see **page seven**.

## QR companion fares

**QATAR** Airways is offering Business Class Companion fares to Europe leading in at \$5,432pp when booking two or more pax on the same dates and flights.

The "extraordinary" deal is valid for travel before 31 Mar 2013 when ticketed by 03 Feb.

Other companion J Class fare options are priced from \$5,454 to the Middle East, or \$8,106 to the United States, ex Perth only.

The Doha-based carrier is also making a play at online bookings, offering 2,000 bonus Qmiles when customers make their first reservation on the QR website.

## Eight pages of news

**Travel Daily** today has eight pages of news & photos, plus full pages: (**click**)

- AA Appointments
- Travel Trade Recruitment

## Jakarta flood crisis

**FLIGHTS** to and from the Indonesian capital of Jakarta are unaffected by significant flooding in the city which has seen the government announce a state of emergency.

The Ciliwung River has broken its banks, causing surrounding areas to be flooded with up to 50,000 residents seeking higher ground in other parts of the city.

Further rain is expected in the next few days.

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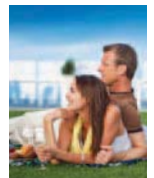
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## Life's a beach for Aussies

**TOURISM** Australia has hailed new research in which affluent Australians rated local beach holidays more highly than those in Bali, Fiji and Thailand.

The Domestic Consumer Demand Survey undertaken by Tourism Research Australia tested six regions including the Gold Coast, Tropical North Qld, the

Whitsundays, Broome/Exmouth/ Ningaloo Reef, Tasmania's Freycinet Peninsula and SA's Kangaroo Island against competing beach destinations overseas.

60% of the 1,200 "high yield Australian travellers" surveyed expressed a preference for the local beaches, with TA md Andrew McEvoy saying the results put to rest the "myth that Australians had somehow fallen out of love with the domestic holiday."

The research also looked at the drivers for beach holidays, with value for money cited as the most important consideration, followed by natural beauty, climate, safety and quality of accommodation.

38% of respondents had a perception that Australian beach breaks were more expensive than overseas competitors, versus 32% who felt that holidays abroad were more costly.

McEvoy said better understanding the triggers for choosing a beach holiday would help TA develop better marketing strategies to persuade more Australians to holiday at home.

### BNE 2012 arrivals soar

**BRISBANE** Airport recorded a 4.5% rise in passenger arrivals to 21.5m in 2012, with over 920,000 extra visitors than the year prior.

An additional 1.7m seats were made available domestically during the year, helping to boost local traffic 5% (+820,000).

Intrastate traffic volumes grew at three times those of total interstate volumes.

The year saw international pax volumes lift marginally by 1.4% - the first rise in 3 years - despite slight decreases in seat capacity and flight frequency.

Emerging Asian markets such as China and India, outpaced more mature markets during the year.

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## Travel Daily

on location in Hong Kong

Today's issue of TD is coming to you from the Seatrade Hong Kong Cruise Forum, courtesy of the Hong Kong Tourism Board.

**KEY** executives from the world's major cruise lines are in Hong Kong this week for the four day Seatrade Cruise Forum - Carnival, Azamara, Star Cruises, Princess Cruises, Royal Caribbean, Crystal Cruises and MSC to name a few, plus representatives of Asian Tourism Boards who will discuss the economic benefits for cruising in the region.

They'll also hear about exceptional shorex offerings, the potential for pre-and - post cruise programs, how best to market their range of product and the strong outlook for the industry across the region.

Attendees will visit Hong Kong's new passenger cruise terminal which is being built on the site of the old Kai Tak Airport and due to open around mid-year.

**TD** will report exclusively all week from the forum.

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Alison Hill  
Business Partnership Manager WA/SA

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## Sales & Marketing Coordinator

Air Mauritius, an international airline, operating out of its base in Mauritius has an exciting and challenging position at its office in Melbourne.

A detailed job description is available on the Air Mauritius website <http://www.airmauritius.com/vacancies.htm>

An application form can be downloaded at <http://www.airmauritius.com/aboutus/mkexternalvacancy.pdf>

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## Norwegian Cruise Line floats

THERE appears to be strong investor confidence in the future of the international cruise industry, with an Initial US Public Offering for Norwegian Cruise Line (TD 09 Jan) on Fri seeing the company's shares leap over 30%.

Norwegian, which is jointly owned by Malasia's Genting group and several US venture capital firms, has raised about US\$450 million from the NASDAQ listing which will help reduce debt and fund future expansion.

The company currently operates 11 ships and has three on order including the upcoming *Norwegian Breakaway* which is

scheduled to be named in New York in May this year, as well as *Norwegian Getaway* in 2014.

The public float, which saw the company offer about 12% of its shares, values Norwegian at about US\$3.8 billion.

That contrasts with about \$8.2b for Royal Caribbean, and \$29.7b for Carnival Corporation - both of which have seen strong rises in their share values over the last twelve months.

## Double Starpoints

STARWOOD Hotels & Resorts Asia Pacific is offering double rewards for Starwood Preferred Partners making a booking at select hotels within the region before the end of Mar.

Individual group bookings made valued at \$17,000+ will earn PCOs a mini tablet, or a regular tablet when booking is over \$23,700.

See [www.bit.ly/StarPCObonus](http://www.bit.ly/StarPCObonus).

## Egyptair to Zimbabwe

EGYPTAIR has announced the resumption of flights to Zimbabwe effective 01 Jun.

The carrier will fly to Harare four times per week as an extension of its existing Dar es Salaam route.



AIR CANADA

## Accounting and Administration Supervisor - Australia

### Scope/ Purpose of the Position:

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- Prepare financial and operating budgets
- Prepare monthly variance, plus supporting narrative
- Prepare business cases, and other Financial documents
- Manage contracts, deadlines, renewals
- Co-ordinate banking and financial transfers
- Making cash flow, inflows and outflows
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- Supervise Australian employee payroll
- Administration of offices in Australia

Position requires excellent IT, numeric and analytical skills.

Independent person with strong sense of integrity and confidentiality.

Experienced in airline or travel industry would be an asset for this role.

Please send CV to [jeannie.foster@aircanada.ca](mailto:jeannie.foster@aircanada.ca) and [nobuyuki.utsuki@aircanada.ca](mailto:nobuyuki.utsuki@aircanada.ca) on or before 4th February

## EY Economy chauffeur

ETIHAD is now offering its chauffeur service to Economy class guests arriving or departing from London, with the carrier saying that the "competitive and affordable" rates are comparable to the UK capital's black cabs.

Travellers utilising the service will be greeted at the arrivals hall, given luggage assistance, kerbside drop off and are guaranteed BMW or Mercedes vehicles.

A typical one way booking for two passengers from Heathrow to Paddington costs about £130.

Etihad offers its chauffeur drive service on a complimentary basis to First and Business Class travellers at 29 destinations across the globe.

Bookings for the new Economy class offering can be made online at [etihad.com/chauffeur](http://etihad.com/chauffeur).

## Europe booming again

INSIGHT Vacations managing director Joost Timmer says major events in London in 2012 are having a positive effect on sales of scheduled tours to the regions.

Timmer told *Travel Daily* that "Europe has really bounced back for us, largely due to the Olympics & the [Queen's Diamond] Jubilee - and we operate in 42 countries now in Europe, more than we ever have before".



## Window Seat

WHEN a craving calls, it calls.

An Air India pilot has risked her job after refusing to change her Mumbai-Jodhpur-Delhi shift to a more direct Mumbai-Delhi route due to an order she had placed to have her favourite dumplings delivered to her while in Jodhpur.

Chaos was sparked at the airport as no pilot was available for the direct flight, delaying it by an hour while one was found.

MULDER and Scully said it - the truth is out there...

UFO and extraterrestrial fans and believers will converge on Broadway at the Beach in Myrtle Beach, South Carolina on an as-yet unconfirmed date in the first half of this year for the world's first "Encounters: UFO Experience" exhibition.

On show will be more than 200 artefacts & documented film clips on modern-day sightings.

Visitors will be able to learn about US military involvement in modern sightings & evidence concerning Area 51 and Roswell.

The exhibition is expected to be the first stop of a world tour.

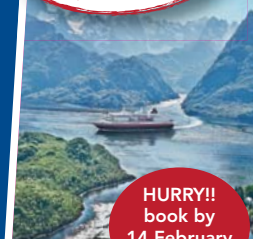
For more details on the exhibit, see [www.ufoexperience.com](http://www.ufoexperience.com).

## Hurtigruten celebrates their 120th Anniversary in 2013

To celebrate this great milestone, Hurtigruten is offering special Anniversary Celebration Fares on select Norway Classic Voyages - saving up to \$2,925 per couple\*!

PLUS, book any Classic Norway Voyage departing between 01 Apr & 30 Sep 2013 and receive a bonus Shipboard Credit of NOK1200 per cabin

Save up to \$2,925 per couple\* plus bonus shipboard credit\*



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\*Anniversary Celebration Fares valid on select Norway Classic voyages, subject to availability and may be withdrawn without notice. Saving of up to \$2,925 per couple based on full fare Classic Round Voyage departure 01 Aug 13 in outside cabin grade J/L. †Bonus Shipboard Credit is valid for any Classic Norway Voyage departing between 01 Apr & 30 Sep 2013 when booked by 31 Jan 2013. Travel Agent Lic. 2TA06929 (Discover the World Marketing Travel trading as Discover the World Cruising)

Monday 21st Jan 2013

## NT Singapore mission

A DELEGATION of nine Northern Territory tourism operators have joined the Territory's Minister for Tourism and Major Events on a mission to build awareness for the Top End and Red Centre as a leisure and business destination.

Minister Matt Conlan will meet with Singaporean travel media & travel agents during the three-day visit, along with holding talks with Singapore Airlines, SilkAir, Jetstar and Tiger Airways in order to strengthen ties and help build tourism into the NT.

"We want to invigorate our global marketing relationships and reinforce our positioning and promotion of the Territory."

Conlan said airline partnerships between Qantas and Jetstar, and Singapore Airlines and SilkAir provided "crucial air access" from traditional source markets and emerging markets.

Operators involved include AAT Kings, Great Southern Rail, Travel North, On TourNT, Nitmiluk Tours, SkyCity Darwin, Marrakai Luxury All Suites & Darwin Central Hotel.

## British Airways on sale

AIRFARES to the UK and Europe are on sale for a short time, with British Airways launching deals across its four cabin classes.

Flying via Singapore to London, options include World Traveller (Economy) fares from \$1,738, World Traveller Plus (Premium Economy) from \$2,892, Club World (Business) from \$6,392 or First Class from \$9,393.

Economy & Premium Economy fares are valid for departures between 01 Feb-31 May and 01 Sep-25 Nov 2013, on sale until 04 Feb - see [www.ba.com/au](http://www.ba.com/au).

## Aussies loving Canada

THE number of Australians travelling to Canada increased 9% year-on-year in Nov 2012, up by more than 800 to 9,905 arrivals.

The Jan-Nov 2012 arrival figure for Aussies grew 6% to 234,759.

## State of Origin on sale

SOUTHERN Cross Marketing has released packages for Game 1 in the 2013 State of Origin being played at ANZ Stadium on 05 Jun.

The \$795 + GST package incl Reserved Category 1 grandstand seating, pre and post-match function with food & beverages, match programs and more.

More at [www.sxsm.com.au](http://www.sxsm.com.au).

# Aussies headed abroad for Xmas

NEW booking trend research from hotel price aggregator and search engine HotelsCombined reveal Australians greatly preferred to head overseas for Christmas holidays in 2012, rather than travel to domestic destinations.

The data showed hotel searches to domestic destinations dropped significantly in comparison to Christmas 2011, with Hervey Bay (-48%), Terrigal (-72%), Port Stephens (-44%) and Kiama (-81%) all recording declines.

Meanwhile, searches to Asian, Indian & South-Pacific cities were up, namely Phnom Penh (+420%), Mumbai (+138%), Cook Islands (also +138%) & Tokyo (+95%).

But the news was not all bad for Australia, with the data showing

bookings to Tasmania increased 15% helped by its ranking in the list of Top 10 destinations on the rise as voted by TripAdvisor.

HotelsCombined analyst Paul Hayden said an international trip was increasing in popularity compared to family get-togethers.

"The ongoing strength of the dollar is the main factor for the significant upsurge seen in int'l hotel bookings over this period," Hayden said.

## US bans image x-rays

THE US Transportation Security Administration is withdrawing the use of the highly criticised airport scanners which produce naked images of travellers.

US Congress had insisted the machines needed to be modified by their maker, Rapiscan, by Jun to produce more generic images of travellers using the security body scanners, for privacy issues.

However, the TSA said on Fri it was terminating the contract with the firm, and will remove the controversial units within months.

The agency will continue to use other airport scanners to search travellers for explosives which produce a generic outline of a body, rather than a naked image.

## Air NZ appoints cpo

CAMPBELL Soup Company's Lorraine Murphy has been named as Air New Zealand's Chief People Officer, effective 04 Mar.

The Australian native was previously vp Human Resources - Int'l with Campbell in the US.

Air NZ ceo Christopher Luxon said Murphy was appointed after an extensive global search and would aid in developing world class capabilities and cultures.



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Monday 21st Jan 2013

## Avalon ship honours

**AUTHOR** Patricia Schultz and Philippine travel industry identity Marilen Sandejas-Yaptangco will launch Avalon Waterways' new Suite ships *Avalon Expression* and *Avalon Artistry II* this year.

Designed for Aussie travellers, the new ships will launch on 06 May and 11 Apr respectively.

## Perth sea sculptures

**THE** 9th annual Sculptures by the Sea for Perth will be held at Cottesloe Beach from 08-25 Mar, featuring 70 pieces.

More than 220,000 people are expected to visit Cottesloe Beach over the 18-day exhibit to view the sculptures.

## Elton John extends

**TICKETS** for Elton John's 'The Million Dollar Piano' show in Apr and May at The Colosseum at Caesars Palace in Las Vegas have gone on sale.

Tickets vary in price from US\$55 to US\$250 - for show dates and to book see [thecolosseum.com](http://thecolosseum.com).

## Wolgan Symphony

**EMIRATES** Wolgan Valley Resort & Spa has teamed up with the Sydney Symphony to present the exclusive inaugural chamber music weekend performance.

The exclusive event is being held 01-03 Mar, and features four "intimate and unique" concerts played - the highlight being an open air concert in the forecourt of the Heritage Homestead.

Performances will include brass and percussion musicians and string quartets.

A two-night Symphony Under the Stars package is priced from \$975pp per night, and provides accom in a Heritage Suite, three meals daily, two nature based activities per person daily & four Sydney Symphony performances - to book phone (02) 9290 9733.

## Australia super pricey

**A SURVEY** by the UK Post Office has found Australia to be the 2nd most expensive country to buy essential items when travelling.

The poll is based on eight items, such as food, drink and toiletries, with Australia (at £145) over £100 more expensive for Brits to make the transaction in than the likes of Spain, Sri Lanka or Indonesia.

Only South Korea at £147 was more expensive than Australia, the Holiday Money Report found.

# THAI tennis action



**ABOVE:** This really is the way to enjoy the Australian Open.

THAI Airways International hosted a group of key travel agent partners at Melbourne Park's Rod Laver Arena last Sat.

The sporting spectacle included a popular win by Andy Murray and by all accounts it was a fabulous day out.

TG gm Southern Australia, Mr Athivat Krisnampok is pictured above at the event with Deborah Morgan from Air Tickets as well as Belinda Murphy of Jetset Travelworld.

## Ryanair Morocco bases

**IRISH** low-cost carrier Ryanair has continued its relentless expansion with the launch of its first Morocco-based aircraft.

One Ryanair plane will be based in Fez, operating flights to Lille, Nantes, Nimes and St Etienne, while two planes will operate from Marrakech servicing seven direct destinations in Germany, France and Italy.

The move brings to 57 the total number of Ryanair operational bases across Europe and Africa.

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\*Airmiles quoted ex Adelaide. Advertised Economy Class return fares valid for sale until 28th February, 2013 for travel from 1st February until 30th November, 2013. First and Business Class fares are also available. All advertised fares are subject to seat availability at time of booking and includes taxes, surcharges and levies. Taxes are correct as at 20th December, 2012 and are subject to change. Final inclusive fare may vary depending on date of travel, departure point, final destination, flight routing and stopovers taken. Blackouts and flight restrictions apply. Further terms and conditions apply. For bookings or more details visit [emirates.com/au](http://emirates.com/au), contact Emirates on 1300 303 777 or see your local travel agent.

**Jetstar HKG chief**

THE new chief financial officer of Jetstar Hong Kong (TD Fri) is Howard Cheung, who moves to the Qantas/China Eastern Airlines JV from Amcor and Rio Tinto.

**CX traffic up 2.5%**

COMBINED figures for Cathay Pacific and Dragonair show the carriers flew 2.52m passengers during Dec, up 2.5% year on year. The passenger load factor was 80.7%, up 1.1 points. For the full 12 months to 31 Dec passenger numbers increased 5% while the annual load factor was 80.1%, down 0.3 points on 2011. Dec cargo carriage was up 3.4%.

**Staff engagement on agenda**



TRAVELEDGE recently held its annual conference, with a key topic discussed including ways to better engage with employees & get the best from them, which was covered in a humorous talk-show style format. Themed "Vision, Vitality and Vibrant," attendees enjoyed a light-hearted discussion hosted by comedienne Corinne Grant, who kept the room engaged, not to mention roaring with laughter while meeting conference targets. Attendees celebrated the year that was, partook in networking opportunities and discussed their

plans for 2013 and beyond. Pictured above from left during the panel are TravelEdge joint mds Grant Wilson and Sue Hollis, Corinne Grant, chief operating officer Stuart Milne and financial controller Andrea Gaylard.

**AirAsia X to Jeddah**

KUALA Lumpur-based low-cost carrier AirAsia X will launch new services from Kuala Lumpur to Jeddah, Saudi Arabia on 16 Feb. The route will initially operate as thrice weekly, moving to four weekly from 01 May.

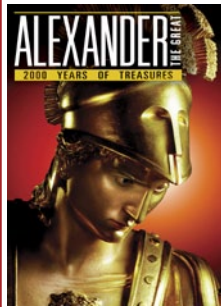
**World's best hotel**

TRIPADVISOR has named the Four Seasons Resort Hualalai Resort on the Big Island in Hawai'i as the world's best hotel, the vote based on reviews of millions of travellers rating the property on the TripAdvisor site. No Australian properties were featured in the user-compiled list.

**Brothers Grimm tours**

EASTERN European tour operator Beyond Travel has released a new range of escorted tours in Germany incorporating settings used as bases in famous Brothers Grimm fairytales. Tours include a nine-day package ex Frankfurt visiting towns such as Dresden, Wittenberg, Berlin & Hamburg, with all transport and eight nights accom & sightseeing priced from \$1,500pts.

**WIN EXHIBITION TICKETS**



This week *Travel Daily* is giving five lucky readers the chance to win a double pass to the *Alexander*

*the Great: 2000 years of treasures* exhibition, courtesy of **Australian Museum**. Direct from the State Hermitage in St Petersburg, this highly anticipated exhibition opened to the public at the Australian Museum on Saturday 24 November.



To win, simply be the first person to send through the correct answer to the question below to: [alexandercomp@traveldaily.com.au](mailto:alexandercomp@traveldaily.com.au).

**Name one of the two streets adjacent to the Australian Museum?**

Hint! Visit [www.alexandersydney.com.au](http://www.alexandersydney.com.au).

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<b>Africa</b>	AUD <b>5670</b>
<b>North America</b>	AUD <b>8193</b> (ex Perth only)

Terms & Conditions: Book on/before 3rd February 2013. Fares are per person to selected destinations. All fares are Business Class Companion Fares for a minimum of 2 people travelling together. Only available for departures from Melbourne or Perth. Available for travel between 23rd January and 31st March 2013. Advertised fares are based on the lowest priced routing. No stopover included. All advertised fares are subject to availability at the time of booking and include taxes and surcharges. Taxes are correct as at 16th January 2013 and are subject to change. For more details including full terms and conditions, contact your local Qatar Airways representative or call us on 1300 340 600.

## China biz by CWT

**BUSINESS** travellers visiting China are able to book domestic travel in the country via their smartphones via a new real-time app from Carlson Wagonlit Travel.

The app is called CWT Online China, and is described as an industry-first, and follows the launch of its international online booking tool in Sep last year.

## Community exchange

**ASIAN** ground operator Exotissimo Travel Vietnam has launched a range of community exchange tours to allow travellers to interact and assist with locals in small villages visited.

The initial range includes two experiences in rural Vietnam incl lantern-making and learning the art of traditional Vietnamese painting in a Hoi An village.

## Mahali Mzuri launch

**VIRGIN** Limited Edition has opened reservations for its luxury tented safari camp, Mahali Mzuri in Kenya.

Positioned in the Motorogi Conservancy in the Maasai Mara, the VLE camp has rates are priced from US\$590ppts per night in low season to US\$995 in high.

The swanky property is offering a free night for every four, five or seven night stay in Aug 2013, if booked before the end of Feb.

See [www.bit.ly/mzurioffer](http://www.bit.ly/mzurioffer).

## Langham appoints

**THE** Langham, Hong Kong has announced the appointment of Sheona Shng as Hotel Manager, moving on from a PR role at Langham Hospitality Group.

## Niseko Android app

**SKIJAPAN.COM** has launched a new app for Android devices featuring maps of the area to help skiing holidaymakers to the area.

An iPhone app on the region will be released next month.



## Call Centre Supervisor Customer Sales Office, Sydney

Cathay Pacific Airways is looking for a highly motivated and skilled Call Centre Supervisor to join the Central Customer Sales (reservations & ticketing) team.

### The candidate is responsible for a variety of key responsibilities:

- Ensuring meeting or exceeding Company sales targets
- Supervision of staff – monthly and annual performance reviews
- Supervising the day-to-day operational requirements for a very busy team.

### The candidate must possess and demonstrate the following criteria:

- At least 5 years experience in a call centre environment with proven experience in effectively supervising a team.
- Prior experience within airline operations or related industry would be an advantage
- Excellent communications and interpersonal skills
- Proficiency in computer understanding and use
- Proven ability to solve problems including evaluation, analysis, information gathering, interpretation
- Proven ability to manage stressful situations
- Displays willingness to make decisions.
- Excellent negotiation and personal presentation skills

An attractive salary package will be offered to the successful candidate.

If you have the above skills and are confident of achieving complete success, please send your resume to:  
Customer Sales Manager, Australia, [tricia\\_goodwin@cathaypacific.com](mailto:tricia_goodwin@cathaypacific.com)

Closing date for applications: 31 January 2013.

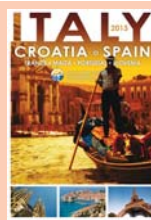
**Please note, only those applicants who are successful in gaining an interview will be notified.**



## Brochures of the Week

**WELCOME** to *Brochures of the Week*, *Travel Daily's* Mon feature.

If your firm is releasing a new brochure 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](mailto:brochures@traveldaily.com.au).



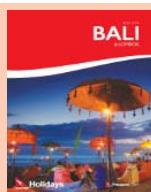
### Sun Island Tours - Italy, Croatia and Spain 2013

Italy is growing in popularity with Australian travellers, and the range available with Sun Island Tours show there is good reason for that. Inside this guide is a huge range of accom, coach touring packages - both escorted and independent, cruising, day touring into neighbouring European countries and coastal regions. For those seeking a unique experience, tours involving Ferrari's, horse riding, Italian cooking classes & more are also available.



### Skimax - Southern Hemisphere 2013

This new brochure from Skimax features a collection of the most popular ski resorts in Australia and New Zealand as well as Chile and Argentina in South America. The program includes a range of exceptional earlybird deals that must be booked and paid by 31 May, such as seven days in Queenstown from \$679pp quad share including car hire, accommodation and lift passes.



### Qantas Holidays - Bali 2013

Consistently popular with Aussies, Bali continues to grow even larger with a wider variety of hotels on offer. Qantas Holidays' new guide features a huge selection of properties ranging from budget through to high-end luxury, with private villas and huts also on offer. Hotels featured range in location from the vibrant, action packed hub of Kuta, to the peace and tranquility of mountainous Ubud through to romantic Uluwatu resorts overlooking the Indian Ocean.



### New Horizons Holidays - Africa 2013

The Perth-based wholesaler's available range in Africa has exploded this time around. Eight new escorted tours & product in Tanzania, Kenya, Uganda and Zanzibar barely scratches the surface of what is new. Much of last year's product remains, including popular South Africa, Botswana and Victoria Falls lodges and game reserves, with new safari experiences developed.



### Adventure World - South America 2013

Wander among the colourful neighbourhoods of cities and towns alike throughout the continent, dancing to the beat of a tailor-made Adventure World package. Whatever your calling, whether that be an Amazonian jungle adventure through to lying on the white sandy beaches or discovering ancient ruins, a package to suit can be tailored. The new AW guide offers product from the furthest northern and southern tips and everywhere in between.



### AAT Kings - Australia Guided Tours 2013/14

The best way to sell the many different ways Australia can be seen is in one brochure, which is the approach AAT Kings has adopted for 2013, with sister-brands Inspiring Journeys and Aussie Adventures product built into the one, massive 123-page guide. Day tours and Short Breaks through to multi-day journeys over four states and one territory are all covered in great detail, with many famous landmarks visited in comfort & style.



### Aurora Expeditions - Polar Voyages 2013

The mystery frozen continent continues to captivate travellers from across the planet, and sections of it can be seen and enjoyed from the comfort of a specially designed ice-vessel on a polar voyage with Aurora Expeditions. The new brochure contains a variety of itineraries of varying lengths and to different parts of the continent, with each sure to take your breath away.

## Stansted Airport sold

**HEATHROW** Airport Holdings will offload its 100% stake in Stansted Airport Limited in Feb for £1,500m (AU\$2,265m) to the Manchester's Airport Group.

## TA on Tassie revamp

**TOURISM** Australia says it welcomes Tourism Tasmania's reorganisation plan to shuffle its overseas marketing (**TD** Fri.) "We back the fact that Tourism Tasmania has taken a serious look at how it can perform better in building its international tourism profile & attracting more overseas visitors to the state," TA managing director Andrew McEvoy said. "We're certainly keen to do whatever we can to help Tassie continue to make the most of its wonderful tourism assets," he said.

## New leisure in India

**HILTON** Hotels and Resorts has opened the Hilton Shillim Estate Retreat in Pune, on the western fringes of India, its first leisure-based property in the country. The resort offers 99-villas with private gardens and pools.

# Mining hurting domestic tourism

A **NEW** study confirms that Australia's domestic leisure travel is being negatively impacted by the country's mining boom.

According to the latest Tourism Research Australia report on the economic impact of mining on tourism, a substantial increase in demand for accommodation and air transport, primarily in Western Australia, Queensland and the Northern Territory, is causing some parts of the sector to suffer.

The 42-page report highlighted "considerable opportunities" remain for the industry due to the mining boom, especially for companies linked to business and employment-related travel.

But feedback suggests domestic leisure travel is under pressure attracting and retaining skilled

labour & luring sufficient capital to meet the industry's growth needs, while battling to provide airline seats and beds for tourists which are now filled by mine workers. The resulting effect - coupled with a high Australian dollar - has had "a detrimental impact on inbound tourism performance," the TRA report said, as outbound leisure travel flourishes.

The TRA study suggested leisure operators already struggling in the current environment may need to begin planning ahead for the transition phase in a post-mining boom environment.

More at [www.bit.ly/TRAMining](http://www.bit.ly/TRAMining).

## Loyalty by American

**RIVERBOAT** operator American Cruise Lines has introduced its amended loyalty program with a bigger list of members benefits.

The Eagle Society offers perks for repeat guests such as free shore excursions, non-guest visitation and dining privileges, and invitations to exclusive Eagle Society voyages and receptions.

## Bali hotel room influx

**AVERAGE** hotel room rates in Bali will hold steady despite a reported 12,000 new hotel rooms to be constructed in the near future on the holiday island, according to a new report by Horwath HTL and C9 Hotelworks.

Further improvements on the table in Bali in the short term include a US\$200m upgrade to the Ngurah Rai Int'l Airport which will see annual capacity figures reach 25 million passengers.

"Australia continues to be one of the key drivers of demand," C9 Hotelworks managing director Bill Barnett said of the findings.

## Unisys upgrade Lotus

**VIETNAM** Airlines has signed a contract with IT firm Unisys to facilitate a software upgrade for its expanding Golden Lotus Plus frequent flyer program.

Unisys will provide three years worth of support for the upgrade of the program, which will see improved customer service to new and existing members.

**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](mailto:advertising@traveldaily.com.au)

## WIN A HOLIDAY TO SINGAPORE

**WIN THIS MONTH'S GRAND PRIZE**

- Four nights at **Grand Park City Hall, Singapore**
- Two return economy flights from Sydney to Singapore on **British Airways**
- Airport transfers



GRAND PARK  
CITY HALL



Throughout January, *Travel Daily* is giving readers the chance to win an incredible grand prize of a trip for two to Singapore, including flights and accommodation, courtesy of **Park Hotel Group** and **British Airways**.

Park Hotel Group is also giving away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the final weekly prize, simply answer Question 3 (below) by close of business on Friday 25th Jan 2013. The subscriber with the most creative answer will be the weekly winner.

There will be three questions throughout the month. At the end of January the **TD** reader with the most creative responses to **all three** questions will win the grand prize of a holiday for two people to Singapore, flying British Airways.

Q3: Grand Park is the Luxury hotel brand of the Park Hotel Group. How would you best describe the Grand Park Orchard and Grand Park City Hall?

**WIN THIS WEEK'S PRIZE**

- Three nights at **Grand Park Orchard**



GRAND PARK  
ORCHARD





Send your entries to: [parkhotelcomp@traveldaily.com.au](mailto:parkhotelcomp@traveldaily.com.au)

[CLICK HERE](#) for terms & conditions



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### CALLING ALL AIRLINE FINANCE SUPERSTARS BUSINESS PLANNING DIRECTOR SYDNEY – EXECUTIVE SALARY PACKAGE + BENEFITS

This position is critical in the negotiation process. Bring your strong financial and analytical skills to this global supplier. Key responsibilities include contracting solutions for major airlines & making recommendations to increase revenue. You will come from a strong airline and financial background with key skills in yield, net margins and revenue. Want to know more? Ring now a confidential chat.

### THE PINNACLE OF ACCOUNT MANAGEMENT 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.

### SOMETHING DIFFERENT IN 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.

### CALLING ALL CRUISE BUFFS! OPERATIONS MANAGER (CRUISE) SYDNEY – SALARY PACKAGE \$100K+

Are you currently working for a cruise line or cruise specialist in a leadership role? This is a rare vacancy for a cruise manager to join a leading travel organization. As an Operations Manager your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures and a call centre background. Ring today.

### LAST CHANCE TO SECURE A SALES ROLE IN OLD INDUSTRY SALES EXECUTIVE BRISBANE – SALARY PACKAGE TO \$70k

Love being on the road with this product in your hand! Agents will welcome you and want to learn more from your fun loving personality. You will enjoy being out and about and know how to put the hard yards in when it counts. Be rewarded here with superb famil trips for you to enjoy and bonus schemes. Everyone loves this brand which is growing bigger & better every year.

### FRESH START IN PRODUCT CONTRACTING PRODUCT MANAGER X 2 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 product 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.

### EARN THE BIG BUCKS HERE 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

### THE HUNGER AND THE PASSION FOR SALES CORPORATE BUSINESS DEVELOPMENT SYDNEY - SALARY PACKAGE OTE \$100K+

This role will set your pulse racing if you enjoy hunting for new business, developing a pipeline, building new relationships, delivering great pitches, negotiating deals and winning! If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, get on board this growing corporate agency and don't look back. You'll be joining a successful team and a fun working environment

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OF A CAREER  
IN TRAVEL  
RECRUITMENT?**

## **A Career in Travel Recruitment Sydney CBD - \$75-85K OTE - Ref SYDAC1**

Would you like to work for one of Australia's leading travel industry recruitment specialists? Travel Trade Recruitment is now looking for two exceptional individuals to join their team of consultants in Sydney, and provide a first class recruitment service to all travel industry clients and job seekers.

This is an excellent opportunity for an experienced Recruitment Consultant or Trainee Recruitment Consultant with lots of drive and determination to join a well-established company and develop their sales & customer service skills. You will enjoy working where no two days are the same, whilst utilising your travel industry knowledge and business development expertise.

The ideal candidate will be bright, articulate, computer literate, and have at least 2 sales years experience within the travel industry. In return you will be offered a great career opportunity with excellent salary package, fantastic merit based rewards, uncapped monthly commission scheme, generous quarterly bonuses, and many other financial rewards to incentivise your efforts.

**To apply, send your CV with a brief explanation of why you're the best person for this role to Andy Cole at [andy@traveltraderecruitment.com.au](mailto:andy@traveltraderecruitment.com.au) or click [here](#)**

### **Travel Consultant**

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

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](#)**

### **Corporate Travel Consultant x 2**

**Sydney - \$50-65K + Super+ Possible Bonus - Ref 0401**

Work for this fantastic TMC! Make the move and be well appreciated in this role. You would be offering outstanding customer service to these boutique accounts. The ideal candidate would have a minimum of 5 years experience for the senior role and at least 2 years past corporate for the more junior role. You would have strong GDS skills teamed with fares and ticketing. You will be well supported in your team and management with excellent career progression.

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

### **Africa Travel Specialist**

**S.E Melbourne - \$DOE + Super + Targets - Ref 322**

Do you know the big 5? Can you sell Kruger and Serengeti National Parks? If you are passionate about selling Africa and have travel consultant experience, then I want to hear from you. You will have second to none customer service skills and ability to meet the demands of high end clients. You'll be fluid in a GDS and have great attention to detail. Build tailor made itineraries and look after a booking from beginning to end. Sound like you? Call me today!**For**

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

### **South Pacific Travel Consultant**

**Sydney - \$Great Base (\$120K OTE) - Ref 389**

Seeking a super South Pacific seller! A fantastic opportunity to join a dynamic team in modern offices, based in Sydney CBD. This market leading specialist destination company are growing and expanding, a truly exciting time to join them and further your career! The ideal candidate will have at least a years experience in a travel sales environment, and have travelled to or sold extensively the beautiful South Pacific. Expect OTE of \$120K!

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

### **Travel Consultant (F/T or P/T)**

**Melbourne - \$Neg + 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](#)**

### **Team Leader**

**Adelaide - \$50-90K + OTE - Ref 394**

Do you have a passion for the outdoors and adventure travel? I am looking for a Senior Travel Consultant with leadership experience and qualities of a true team leader. Ideally, you will have at least 2-3 years experience in retail travel using Galileo or similar, have managed or supervised a small team and have excellent sales ability. In return, you will be rewarded with a great salary. Expect to work Monday to Fridays only - claim back your weekends!

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

*Start your job search at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)*