



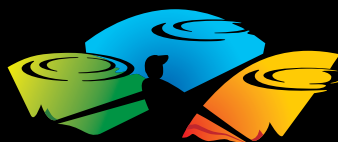
**SINGAPORE  
AIRLINES**

A great way to fly

A STAR ALLIANCE MEMBER



# WIN A WEEKEND REGATTA PACKAGE



**SYDNEY  
INTERNATIONAL  
ROWING REGATTA**  
18-24 MARCH 2013

As presenting partner of the upcoming Sydney International Rowing Regatta, Singapore Airlines is giving **20 lucky Travel Daily readers** the chance to **win a weekend Regatta package**.

The first 20 correct entries will win:

- **4 general entry admission tickets** to the Sydney International Rowing Regatta for either Saturday 23 March or Sunday 24 March
- **Catered lunch at the event**
- **Gourmet picnic hamper** delivered to your workplace

To win this fantastic prize simply answer the below questions.

1. List 3 new attractions that will be included in the Singapore Stopover Holiday program from 01 April 2013.
2. Name one of the Recommended Transfer Experiences offered at Changi Airport for transits of 3-4 hours.
3. How long has SilkAir been flying to the Top End?

Send your answers to:

**[SQ\\_SYDSALES@singaporeair.com.sg](mailto:SQ_SYDSALES@singaporeair.com.sg)**

**Winners will be announced 06 March 2013**

The Sydney International Rowing Regatta is proudly hosted by



**TERMS & CONDITIONS:**

The first 20 correct entries will win a weekend package. Entries close 12pm 05 March 2013. Winners will be announced 06 March 2013. Winners are responsible for their own transport to and from the event.

## New TripCase website!

- ✓ Keep your travellers informed with free mobile flight alerts
- ✓ Stay in touch with your travellers through message stream
- ✓ Itinerary automatically imported from Sabre Red



Contact Sabre Pacific today for access



# Travel Daily

## First with the news

Monday 4th March 2013

## TRAVEL AGENTS IN THE FUTURE

Join Australia's most successful home based travel consulting partnership

join.travelmanagers.com.au  
1800 019 599



## Win a regatta package

**SINGAPORE** Airlines is today giving 20 lucky **Travel Daily** readers the chance to win a fabulous Sydney International Rowing Regatta experience.

The **front full page** of **TD** today has the details and three simple questions, with the first 20 correct entries each winning four general entry admission tickets, a catered lunch at the event plus a gourmet picnic hamper.

For details, see the **front page**.

## Record NTIA nominations

**THE** National Travel Industry Awards are going from strength to strength, with nominations for the 2013 event once again surpassing previous levels.

Event manager Alex Cook said AFTA was thrilled at the response "and the quality of strong contenders in each category".

A full list of nominees will be available from Mon 18 Mar, with online voting from 20 Mar-19 Apr.

Ticket sales for the Hordern Pavilion extravaganza on 20 Jul will open on 18 Mar.

**MEANWHILE**, Flight Centre has strongly backed the addition of New Zealand to this year's NTIA, as exclusively revealed last week (**TD** Wed), with FC NZ executive gm Mike Friend telling **TD** "We look forward to participating in an

industry awards run by the relevant industry associations on a tried and tested voting and judging formula, and run on a not-for-profit basis".

Nominations for the four NZ categories in NTIA 2013 are open at [afta.com.au/NTIANewZealand](http://afta.com.au/NTIANewZealand).

## Heron Island deal

**HERON** Island is offering a \$999 per couple deal for a three night stay to celebrate the new direct QantasLink flights from Sydney to Gladstone (**TD** 12 Sep), which debuted this morning.

Eight return QFlink flights will operate on the route offering almost 1200 seats per week.

The Heron Island offer includes all meals and return boat transfers, plus kids aged 12 and under stay and eat free - 1300 233 432.

## A wizard of a job

**MERLIN** Entertainments Group is today advertising a role for a new general manager for the Otway Fly and Treetop Walk.

For details, see the **last page**.

## Vale James Strong

**FORMER** Qantas ceo and non-executive director of the carrier, James Strong, died in Sydney last night, after lung complications following surgery.

The 68-year-old led the carrier between 1993 and 2000, including its privatisation, and had been a director since 2006.

He was also a former chairman of Woolworths and held roles with the Australian Grand Prix and Opera Australia.

## Another packed issue

**Travel Daily** today has eight pages of news & photos, a front full page for **Singapore Airlines** plus full pages: (**click**)

- AA Appointments
- Travel Trade Recruitment
- Merlin job ad

## Jetstar Asia SIN-PER

**JETSTAR** Asia this morning announced the addition of up to six extra weekly services between Singapore and Perth, with the move offering an extra 2000 weekly seats between the cities.

CEO Bara Pasupathi said the new schedule of up to 13 return flights per week would make Jetstar Asia the first Singapore-based LCC to offer double daily services on the route.

Last year, the Qantas offshoot carried over 100,000 passengers between SIN and PER, with Singaporean travellers now the WA capital's third biggest market.

earlybird car rental sale now on!

great britain discounted rates

**PLUS**  
renault eurodrive european leasing  
free bonus days & more!  
book and pay by 28 march 2013

call us on  
**1300 55 45 07**

book with the world's largest car rental wholesaler



holiday autos.com.au



AUSTRALIA'S GLOBAL  
**WOW SALE**  
Book from 3-6 Mar 2013



All worldwide cruises

Up to US\$200 Onboard Credit\*

Half price deposits\*

Save up to \$2000\* PER CABIN

\*Click here for more

Great Holiday INGREDIENTS!



1000 points\*



Click here to discover Fiji bonuses!

For more information visit [www.qhv.com.au/agents](http://www.qhv.com.au/agents)

viva! holidays  
viva life!

AIR PACIFIC  
FIJI'S INTERNATIONAL AIRLINE

\*Conditions apply

# SAIL & SAVE

\*Select Sailings



## Holland America Line

A Signature of Excellence

FIND YOUR CRUISE >

## Agency Sales Representatives

- ▶ Great products across the Globe
- ▶ New South Wales territories
- ▶ Become the face of this great wholesaler
- ▶ Salary packages paid on experience

Contact: Ben Carnegie  
02 9278 5100  
ben@inplacerecruitment.com.au



[click here for details](#)

# Travel Daily

First with the news

Monday 4th March 2013

New Caledonia 2013 MICE Airfare  
**Only \$599**

Put somewhere **NEW** on your radar



Ex SYD/BNE inc all taxes

[CLICK HERE](#)

## PAL selling Brisbane

**PHILIPPINE** Airlines has begun promoting special introductory fares between Brisbane-Manila, via Darwin (**TD** 20 Feb), through travel agent partners in Australia.

Brisbane-based Philippine specialist All About Asia is offering launch fares starting 01 Jun priced from \$948 return, including tax.

Flights will depart Brisbane on Sun, Tue & Thu at 10:10am, have a brief technical stop in Darwin, and arrive in Manila at 6:00pm.

## oneworld RTW adds QR/UL

**THE oneworld** airline alliance has significantly expanded its Global Explorer round-the-world fare with the addition of the networks offered by members-elect Qatar Airways and SriLankan Airlines.

Effective immediately, QR and UL sectors are available on the fare, seen as a major step by both carriers towards their full implementation into the alliance.

The Qatar Airways network covers 125 destinations in 71 countries, while SriLankan serves 32 airports in 22 countries.

**oneworld** said the move

significantly expands the routing options available through Global Explorer, with QR's routes adding direct connections between hundreds of city pairs, particularly between Asia and Africa or Southern Europe.

QR adds four new countries to the Global Explorer map: Iran, Rwanda, Mozambique and the Seychelles, along with 17 more destinations across the Indian sub-continent, the Middle East and Africa.

The addition of UL includes Tiruchchirappalli in India as well as boosting availability to South Asia and the Maldives.

Announcing the move on Fri night, **oneworld** also confirmed the withdrawal of Gulf Air from the Global Explorer fare effective from 28 Feb.

## Rail Plus adds US trip

**RAIL** Plus has added the classic Pullman train route between Chicago and New Orleans in the USA to its Great Rail Journeys portfolio.

Fully-restored Pullman Rail Cars are used for the trip, offering Club, Observation and Dining Cars and a choice of four overnight accommodation styles and prices from \$516 per person twin share.

See [www.railplus.com.au](http://www.railplus.com.au).

## Pullman Dubai opens

**ACCOR** has officially opened the doors to its 11th Dubai hotel - the Pullman Dubai Deira City Centre.

The 317-room property offers views of Dubai Creek and the Dubai Golf & Yacht Club.

HAWAII

**Fire and Ice**

**SUPERTOUR 2013**

ALASKA

## Top 150 ANNOUNCED!

Keep booking from our superb range of tours, city stays, and river cruises and increase your chances of joining Supertour 2013.

To book call **1300 130 134**

**GLOBUS**

**COSMOS**

MONOGRAMS

**AVALON**  
WATERWAYS

**DELTA**

**NONSTOP SERVICE FROM SYDNEY TO THE U.S.**

Connect to the U.S. with daily flights to New York-JFK from Sydney\* via Los Angeles.

For details, visit [delta.com](http://delta.com) or call **1800 458 368**.

Virgin australia

\*Travel from Melbourne and Brisbane is also available with our codeshare partner Virgin Australia.

## Cicada Lodge open

**THE** Northern Territory-based Cicada Lodge has opened for business in Nitmiluk National Park, about 300km south of Darwin.

Consisting of 18 elevated rooms and targeted towards high-end "world travellers", the property is a 100% joint venture between the Jawoyn people and Indigenous Business Australia.

Two night packages with drinks, a dinner cruise on Nitmiluk Gorge & more start at \$1,574ppts.

**ASIA COLLECTION**

TraveltheWorld COMPAGNIE DU PONANT YACHT CRUISES

**€300 ONBOARD CREDIT\***

Book by 15 March

Small Ship Cruising in Asia onboard the brand new *Le Soleal*

OCT 2013 - MAR 2014



## Twice daily non-stop to Africa.

South African Airways. Bringing the World to Africa and taking Africa to the World.

[flysaa.com.au](http://flysaa.com.au)



**SOUTH AFRICAN AIRWAYS**  
A STAR ALLIANCE MEMBER

## EUROPE IN A BRAND NEW RENAULT

- ✓ Best Self-Drive Option - 21 Days - 6 Months
- ✓ 100% All-Inclusive Insurance, Nil Excess
- ✓ Earlybird Sale Now On! ✓ 28 days from \$1299!
- ✓ Book and Pay by 31 March 2013

Discover more at

**RENAULT EURODRIVE**

[www.renaulteurodrive.com.au](http://www.renaulteurodrive.com.au)



# Travel Daily

First with the news

Monday 4th March 2013



## VS launches 'Little Red' in the UK

VIRGIN Atlantic's new domestic operation in the UK will be nicknamed 'Little Red', and is set to take to the skies from 31 Mar.

The new regional carrier, first flagged early last year (TD 11 Apr), has been launched to provide competition on monopoly routes held by rival British Airways.

A London-Heathrow fleet of four Virgin Atlantic A320s (leased from Aer Lingus) will operate four times daily to Manchester, thrice daily flights to Aberdeen and six daily Edinburgh services.

Little Red will make use of nine of the twelve pairs of landing

slots granted to Virgin last year, which were ceded by BA after its purchase of bmi (TD 24 Apr).

"Virgin Atlantic Little Red will stop British Airways dominating routes and driving higher prices," Virgin Atlantic president Sir Richard Branson commented.

Little Red will offer 23kg of checked luggage at no extra cost plus complimentary drinks.

MEANWHILE, Air New Zealand has confirmed it will codeshare on all of the new Virgin Atlantic Little Red flights, while selected services will also carry the South African Airways code.

## Toowoomba to Roma?

SKYTRANS says a Qld State Govt decision not to "declare" the route between Toowoomba and Roma has paved the way for direct Skytrans flights between the inland Qld cities.

Skytrans already operates Toowoomba-Sydney flights twelve times a week, with the addition potentially providing travellers with a connection from Roma through to Sydney.

Skytrans md Simon Wild said the carrier had been liaising with government and industry since it commenced the Toowoomba route last Jul, adding that "whilst this announcement represents great progress, there is much to be done yet in terms of regulatory approvals before these services can become a reality".

## Blume for No Vacancy

NEW Wotif ceo Scott Blume will join a panel of Online Travel Agents at the 2013 No Vacancy Australia Conference, taking place in Sydney on Thu 14 Mar.

Blume will join Adrian Currie of Booking.com, Yury Shar from HotelsCombined.com and Bruce Fair of Hooroo.com on the panel to discuss the concept of "The Customer Is Always Right".

Other speakers will include Bob East of the Mantra Group, Simon McGrath from Accor and Paul Fischmann from 8Hotels.

Book at [www.traveltrends.biz](http://www.traveltrends.biz).

## QM2 Wellington prang

CUNARD'S Queen Mary 2 suffered minor damage in Wellington, NZ on the weekend after a pleasure cruise tugboat collided with its docking platform.

## Window Seat

EVER wanted to drop a hint to your partner that it's time you both took a weekend away?

The Mr & Mrs Smith Boutique Hotel chain has designed a fun new free app allowing users to create a suggestive note to their partners it's time for a holiday.

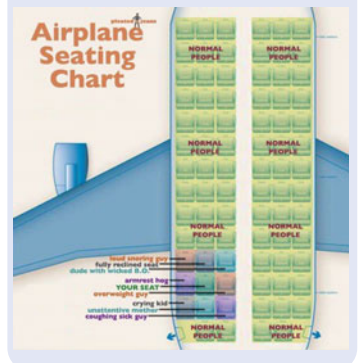
Aimed at couples in their 20's and 30's, simply write your note, or use one of the pre-prepared ones styled around one of the wanderlust-inducing images.

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

TRAVEL Daily has viewed a rather amusing "Airplane Seating Chart" on a website known as "Pleated Jeans", which details different types of people that we sometimes get stuck seated next to during a long flight.

The area marked as "Your Seat" is shown as being surrounded by a loud snoring guy, an armrest hog, a crying child and unattentive mother, a coughing person, an overweight person, somebody who has fully reclined their seat and a person with "wicked" body odour.

View the seating chart (below), at [www.bit.ly/yourseat](http://www.bit.ly/yourseat).



## WANT TO WORK FOR AN AWARD WINNING WHOLESALE TRAVEL COMPANY?

### AREA SALES MANAGER SYDNEY BASED

- ✓ Competitive salary package
- ✓ Generous allowance to spend across our travel brands
- ✓ Opportunity to drive new business

The right candidate will be attuned to the needs of the retail leisure market and possess the following:

- ✓ Minimum 2 years of business development experience in retail, corporate or wholesale travel
- ✓ Excellent written, verbal and presentation skills
- ✓ An ability to build and nurture relationships
- ✓ Business Acumen with an ability to affect change

Backed by an established Sales Department you will receive the resources and support needed in order to succeed.

### COULD THIS BE YOU?

To apply, forward your CV and covering letter to [recruitment@globusfamily.com.au](mailto:recruitment@globusfamily.com.au) with the position title in the subject line by **Friday 8th March, 2013.**



GLOBUS

COSMOS

MONOGRAMS

AVALON WATERWAYS

**NT MUSTER 2013**

**YOU ARE INVITED TO NT MUSTER 2013**

SYDNEY Tuesday, 26 March 2013 MELBOURNE Wednesday, 27 March 2013

**REGISTER NOW**

YOUR CLIENTS' BEST STORY.

**NT**

## Groupon ceo booted

**THE** 32-year-old US founder and ceo of online daily deals firm Groupon, Andrew Mason, was sacked last week after another disappointing financial result.

According to a unverified memo Mason sent to employees, he was "getting in the way" of growing & developing the business.

"I've decided that I'd like to spend more time with my family.

"Just kidding - I was fired today.

"If you're wondering why...you haven't been paying attention," he quipped.

Mason held the role of ceo for four and a half years, and retains a shareholding in the company which is currently worth about US\$250 million.

A search is under way for a new ceo and in the meantime an Office of the Chief Executive has been created comprising exec chairman Eric Lefkofsky and vice chairman Ted Leonsis.

As well as typical coupon deals, Groupon has targeted the Australian travel sector, with a dedicated local travel division.

## Shanghai Disney due

**THE** US\$3.8 billion Shanghai Disneyland project (**TD** 08 Apr) is expected to open by Dec 2015, becoming the world's 6th Disney amusement park and first on the Chinese mainland.

Currently under construction, the Disney resort will be 45mins from the heart of Shanghai and 10mins from Pudong Airport.

Shanghai Tourism Administration deputy director of International Promotion told **TD** the resort will feature two Disney properties on-site, while a precinct located just outside the resort would offer opportunities for groups and space for meetings.

A Shanghai Disneyland 'production center' which details the technical & creative wizardry of the park will open in the second quarter of 2013.

## JAL/LAN codeshare

**ONEWORLD** carriers Japan Airlines and LAN Peru are seeking permission from US authorities for a reciprocal blanket codeshare between Japan and Peru.

Planned to launch around 14 Apr 2013 for an indefinite period, codeshare services will transit via the United States, with the 'LP' designator of LAN Peru on Japan Airline's services and the 'JL' code of JAL on LAN flights.

## Aussies flocking to Shanghai

**AUSTRALIANS** are heading to Shanghai in droves, with new data revealing Aussies are now the 5th biggest source for the Chinese city.

Speaking at a Sydney function on Fri, Shanghai Tourism Administration's deputy director for International

promotion Patrick Cheng said the Australian market had spiked in recent years - moving up from 9th/10th highest source - fueled by increasing demand from leisure & convention/incentive markets.

The city is rapidly expanding in terms of MICE sector appeal, with the new Shanghai Convention & Exhibition Centre of International Sourcing slated to open later this year in western Shanghai.

Two new art museums were also opened in the Chinese city late last year, the China Art Museum and the Powerstation of the Arts (which was formerly part of the Shanghai World Expo site).

Local Shanghai Tourism Admin. representative Helen Wong said Shanghai offers "huge potential

to grow", appealing to visitors wanting to experience a mix of eastern and western cultures, the modern and the contemporary, along with the city's interesting mix of ancient and recent history.

It's rare to find a cosmopolitan & vibrant city that can take visitors back 1,000 years within an hour of the heart of the city, she said.

Shanghai's shopping options are also a huge drawcard to tourists, ranging from boutique to textiles.

Wong said increased air capacity out of Australia was making Shanghai more accessible, while a growing number of int'l brand hotels was drawing "quality tourists" to the destination.

Helen Wong is **pictured** above at the event with Patrick Cheng.



The romance is back

Experience more >>

Virgin australia

**SUPER RUGBY Rd 3 Winner**

**CONGRATULATIONS**

**James Lesui**

from *Voyages*

James is the top point scorer for Round 3 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a complimentary pass for two people to Sydney Tower Eye, courtesy of **Merlin Entertainments Group**.



**1st Prize:** 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



**QF same-day reversals**

**QANTAS** has activated a GDS enhancement which will allow same day 'Void Exchange' or 'Cancel Refund' transactions for QF-081 validated e-tickets.

The move allows tickets that have been reissued or refunded in error to be reversed on the same day, meaning agents can now perform these transactions in their own GDS environment.

The change is available in Sabre, Amadeus and Galileo.

**Tas 'comeback' tour**

**THE** Tasmanian Government will launch a two month post-bushfire marketing campaign to support tourism operators in the state's East Coast and Tasman Peninsula tourist hot spots.

The \$250,000 marketing blitz, dubbed a 'Tassie Comeback Tour', will run in partnership with Tourism Tasmania & the Tourism Industry Council of Tasmania and aims to restore tourism by having visitors "stay a night or two."

**Tourism plan for NSW regions**

**MATTERS** affecting regional tourism bodies such as long-term infrastructure requirements, roles of Crown lands, attracting major events and branding & positioning destinations will all form part of a major Destination Management review by Inland NSW Tourism.

More than 35% of the state of NSW will be subject to the review, including Broken Hill, Dubbo, the Southern Highlands, Goulburn, Yass and Young, Bourke, Moree and Lightning Ridge, New England and Tamworth.

The process will see a long-term strategy developed to help boost tourism numbers to the regions and will consist of a series of three-part workshops conducted.

Industry, local government and

community leaders will all be engaged to provide their insights, with the entire process forming part of the NSW Govt's response to the Visitor Economy Action Plan, published in Dec last year.

Inland Tourism ceo Graham Perry said the development of the long-term strategy would help in the achievement of state-wide 2020 expenditure targets as well as boost tourism employment.

"Our aim in this Destination Management process is to facilitate meaningful stakeholder collaboration to help destinations recognise their points of difference and achieve sustainable growth and industry viability through the development and protection of key products and assets," he said.

**EK's latest iPad winner**



**ABOVE:** Mohammad Zafar from Travel International in Adelaide was hardly able to contain his excitement after being named as the fifth bonus prize winner in the Emirates and Dubai Tourism Mega Incentive.

Mohammad has won an iPad Mini in the promotion which is offering 280 lucky travel agents from Australia and New Zealand a trip to Dubai in May this year.

For opportunities to win, simply sell and log EK flights and Dubai stopover packages online at [www.emiratesincentive.com.au](http://www.emiratesincentive.com.au).

**Trafalgar Morning vid**

**CHANNEL 7's** Morning Show last Thu and Fri featured the final two Trafalgar videos filmed in Vienna, Milan and Lake Como with presenter Laura Csortan.

Both can be viewed by clicking on the logos left and right.



**Every journey begins when you're ready**

Your clients can now enjoy the choice of 3 daily flights from Perth via Dubai to over 125 destinations worldwide.

Hello Tomorrow  Emirates

**Flight Schedule**

Days	Flight No.	Depart Perth	Arrive Dubai
Daily	EK425	06:00	13:00
Daily	EK423	15:10	22:10
Daily	EK421	22:05	05:00

[emiratesagents.com/au](http://emiratesagents.com/au)

Generous luggage allowance ♦ Gourmet food and wine ♦ Unrivalled inflight entertainment

## Disney exclusives with Viva!



**VIVA!** Holidays has this month launched a number of exclusive packages valid for Australian travellers at Disneyland Anaheim.

On sale under the special 'G'Day Disneyland' banner, deals include special Virgin Australia fares to Los Angeles complete with three nights accom, 3-day Disneyland Park Hopper tickets as well as entry to one of four Disneyland events exclusively for Australians.

Special packages are priced from \$1,912 per adult, \$1,274 per child for travel between 05-26 May and are on sale until 17 Mar, with kids under the age of 10 staying free.

## Ryanair blocked from Aer Lingus takeover

**EUROPEAN** competition officials have for the third time blocked a proposed takeover of Irish flag carrier Aer Lingus by rival Ryanair.

The European Commission said merging the two Dublin-based carriers would harm consumers by creating a "monopoly or a dominant position" on almost 50 overlapping routes.

Ryanair is already the biggest shareholder in Aer Lingus, with the offer valuing the airline at about €700 million.

## PTM's record week

**TRAVELMANAGERS** agents reported a 14% year-on-year average increase in sales revenue during the week of 18-24 Feb according to gm Michael Gazal.

And no, it's not the Mickey Mouse Club - Viva! Holidays team members are **pictured** above decked out in their USA colours, clearly excited about the new deals on sale now.

See [www.qhv.com.au/agents](http://www.qhv.com.au/agents).

## AA adds routes

**AMERICAN** Airlines has announced three new routes, including daily non-stop flights between San Diego and Miami.

Also new are flights from Dallas Fort Worth to the Mexican cities of Hermosillo and Zacatecas.

Both will be served using 44-seat ERJ-140 regional jets, with the move bringing to 20 the total number of AA Mexico ports.

## Agency closures

**THREE** travel agent head offices have been terminated from the Travel Compensation Fund due to closing or being sold.

The TCF advised AKD Holdings (ABN: 88 061 718 974) of North Sydney, NSW and Tapa Travel & Technology (ABN: 35 108 556 565) of Sydney were both closed, while Proud & Brinkworth Trust (ABN: 17 307 282 306) of Parkside in South Australia had been sold.

## City hotels get on the front foot

**HOTELS** in the capital cities of Sydney, Melbourne, Brisbane and Perth have maintained strong occupancy levels, with new hotel openings remaining slow, the latest Deloitte Tourism & Market Outlook Report has found.

The report, based on the quarter to Sep 2012, revealed fluctuating market conditions and record tourist arrival figures have forced commercial developers and governments to take proactive steps to ensure hotel groups are encouraged to develop new properties in Australian cities.

Currently, 60 new hotel projects are at varying development stages across Australia, including Four Points by Sheraton projects in Sydney and Brisbane, Crown works in both Sydney and Perth & smaller projects in Melbourne.

However, many of the larger projects are not expected to be opened until 2015 or later.

**MEANWHILE**, on the tourism

outlook, the Deloitte report found the number of short domestic holidays taken by Australians had increased by 10.6% in the year to Sep 2012 - the highest on record.

Western Australia saw the largest growth, with visitor nights climbing 26.4% year-on-year.

Outbound departures remained strong, but not as strong as the double-digit growth figures recorded over the last two years.

Inbound arrivals were led again by China, although the report found a revival from traditional markets of Japan and the USA.

## CA big Boeing order

**AIR** China has placed an order with Boeing worth US\$5.2b at list prices for 20 B737-800 aircraft, two B747-8 jets and a B777-300, in addition to eight cargo planes.

The purchase agreement will see the sizeable aircraft order begin to be delivered over the next two years.



## Business Development Executive (Melbourne)

Cathay Pacific Airways is seeking an experienced, full-time Business Development Executive Corporate at our Melbourne Sales Office.

The candidate is responsible for identifying and achieving specific revenue targets from retail and corporate travel accounts, whilst maintaining valued existing accounts.

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

- Extensive experience in the travel or travel related industry
- Proven ability to identify key incremental revenue opportunities
- Proven ability to achieve sales revenue targets
- Analytical & problem-solving skills
- Proficiency in PC skills including Microsoft, PowerPoint, Excel
- Excellent negotiation, presentation and communication skills
- Ability to manage own time, with minimal supervision

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

**Please send your resume to Jason Aghan, Business Development Manager VIC, [Jason\\_Aghan@cathaypacific.com](mailto:Jason_Aghan@cathaypacific.com)**

**Applications close Friday 15 March 2013**

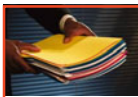
**Please note, only those applicants who are successful in gaining an interview will be notified.**



2013 RIVER CRUISING IN  
SWAN HELLENICS RENOWNED  
COUNTRY HOUSE STYLE

DANUBE - RHÔNE - DUTCH WATERWAYS





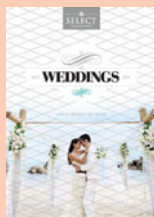
## Brochures of the Week

**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).



### New Horizons Holidays - Singapore & Malaysia 2013

The West Australian wholesaler has significantly expanded its offering for 2013, with more than 20 new hotels and resorts, including the Banjaran HotSpring Retreat in Malaysia. Also new is a tour of the new Legoland theme park, departing from Singapore and travelling just over the Malaysian border and offering more than 40 family themed rides and attractions. A new page dedicated to cruising options from Asian ports also features.



### Select Vacations - Weddings 2013/14

Getting married in a tropical paradise is a growing market among Australian travellers, with this brochure from Select Vacations bringing together many of the best packages in Thailand, Fiji, Bali, Vanuatu, Tahiti and many more. Packages include all of the legalities involved with registering a marriage overseas as well as the group travel plans for all friends and family of the bride and groom to make the experience as hassle-free as possible.



### Creative Holidays - Hong Kong & China 2013

Increases in interest and bookings to China have seen a steady climb in the available product range. New for 2013 include four new itineraries to take independent travellers to many of the popular attractions and cities across China and the city of Hong Kong. They join an already strong selection of shorter Creative Breaks as well as two new hotels - the Cactus Resort and the Horizon Sanya - in the burgeoning Chinese beach resort holiday destination of Yalong Bay.



### Kirra Holidays - New Zealand Ski & Snowboarding '13

As another ski season approaches, Kirra Holidays has released a bumper program highlighting many options for lovers of skiing and snowboarding in New Zealand. All the main ski fields on the North and South Islands are covered, with detailed maps included. Packages have been put together to suit adventure seekers, families and skiers of all skill levels. Also included is info on motorhome hire, ski passes, transfers and suggested itineraries.



### Helen Wongs Tours - Vietnam 2013

A three day Halong Bay cruise aboard an Au Co luxury vessel forms one of the newest inclusions to the Helen Wong's Tours 12-day Treasures of the Bay itinerary in Vietnam. Featured in the new guide are 12 popular group tours, five premium itineraries & four Indochina Encounters for independent travellers. Also new within the guide are a series of QR scan codes which unlock a series of special videos and photo albums teasing the places visited.

## ATEC China workshop

**TOURISM** operators in the Perth and Margaret River regions of WA will this week have access to a new 'Welcoming Chinese Visitors' training program to help tourism businesses prepare for increased numbers of Chinese guests.

Run by the Australian Tourism Export Council, 20 sessions of the three-stage program will be run in the first half of this year.

For more details or to register to attend, visit [www.atec.net.au](http://www.atec.net.au).

## Randall's agent rates

**RESORT** representation firm Randall Marketing has released its latest special rates available to Australian travel agents.

The rates apply at nearly 30 hotels and resorts in Thailand, China, Malaysia, Hong Kong, Singapore and Macau which are represented by Randall Marketing.

The document also details blackout dates, service charges, taxes and more and can be viewed at [www.randallmarketing.com.au](http://www.randallmarketing.com.au).

## PG real-time seat sell

**BANGKOK** Airways is now offering real-time seat availability following the implementation of the Amadeus Dynamic Availability solution onto its seat inventories.

## Dining with the First Class pax



**AN OPPORTUNITY** to experience dining in the Qantas International First Class Lounge at Sydney Airport was one not to be passed up for this group of Travelscene members from NSW, who took part in a recent tour of the facility.

In addition to an elegant dinner and refreshments, the group saw the luxury of the spa treatment rooms on offer for QF's First Class and Platinum pax pre-flight.

The group, hosted by QF NSW state manager Emma Brodie, are **pictured** above, from front to back on the left: Barbara Gross, Sabra Travel; Patrick and Cathy Natoli, Travelscene at Lazeaway; Leonie Clay, Travelscene Nowra; Graham Muldoon, Travelscene and Rita Eley from Qantas.

Front to back on the right: Gil

McLachlan, Ovation Travel; Sean Skilton, Travelscene South West; Pauline Phillips, Travelscene Belrose; Helder Coelho, Travelscene Wollongong and Emma Brodie from Qantas.

## REX reassesses Dubbo

**REGIONAL** Express has declared an intention to redeploy services to Dubbo to other regional NSW ports over a dispute on security screening fees imposed by the Dubbo City Council last month.

The charge forces REX to levy a security screening fee on pax not legally required to be screened due to REX operating smaller aircraft than arch-rival QantasLink on Sydney to Dubbo services.

In an increasingly acrimonious situation, REX claims it is unfair for its passengers to subsidise QFLink to the tune of \$300,000 per year, and has said it will "refuse to pay any security-related charges levied by the council henceforth".

## WIN TICKETS TO



Every day this week, we are giving readers the chance to win a double pass to **The Addams Family** at The Capitol Theatre 7.00pm on Tuesday 19th March.

The Addams Family is a smash-hit musical comedy that brings the darkly delirious world of Gomez, Morticia, Uncle Fester, Grandma, Wednesday, Pugsley and of course, Lurch to spooky spectacular life.

Come meet the family. We'll leave the lights off for you.

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

**What is the name of the youngest Addams?**





## Slithering into 2013



**AMADEUS** invited more than 200 Sydney travel professionals to a special Chinese New Year celebration recently, to usher in the Year of the Snake.

The annual event, now hosted by the travel technology giant for the fifth successive year, saw guests partake in a delicious

### Nile in Style discounts

**TEMPO** Holidays has cut 30% on its ten-day 'Nile in Style' itinerary, visiting Cairo, Abu Simbel & more, if paid by 31 Mar for travel to 27 Sep, now priced from \$1291ppts.

### Carnival Spirit sale

**SAVINGS** of up to \$500pp on Pacific island cruises are available in a three-week sale kicking off today by Carnival Cruise Lines.

Fares for a balcony cabin on a 10-day Vanuatu & New Caledonia voyage have been reduced to \$1,150ppts during the sale, which runs until 24 Mar.

### United Caribbean site

**TOURISM** authorities from more than 30 Caribbean islands have joined forces to roll out a revamped website promoting the region to international visitors.

The platform has been created by the Caribbean Tourism Development Company, and will form the basis for a cooperative marketing strategy for the region.

### Dubai on the up & up

**AUSTRALIAN** visitor numbers to Dubai jumped by 7% year-on-year in 2012 according to official results from the Dubai Department of Tourism & Commerce Marketing.

More than 193,000 Australians stayed at least one night in Dubai during the year, with Jun, Sep and Oct the most popular months.

DTCM Australia & NZ director Julie King said she was looking forward to even higher numbers stemming from the imminent start of Qantas flights via Dubai.

**MEANWHILE**, Dubai Airport has welcomed more than 5.5m pax through its terminals in Jan alone.

The result was a 14.6% jump on Jan 2012, with holiday traffic as well as Dubai Shopping Festival visitors cited for the increases.

### Tour the World debut

**THE** first episode of the second series of Tour The World will hit Australian TV screens on 06 Mar.

The weekly episodic series joins groups of Aussie travellers while on tour in various places around the world, and will be screened on digital Channel 74 at 7pm AEST.

Chinese banquet at The Eight Restaurant in the Sydney CBD.

Attendees, **pictured** above in the back row from left were Tina Lu, Ruby Baltazar, Tony Carter, Glenda Prudius, Pethra Soderqvist, Grace Chan and Nick Ward.

Front row: Fanny He, Channing Travel; Vivian Zhang, NSW Travel; Alice Ye, China Travel Service; April Au, China Best Tours; David Katz and Fergus Park of Amadeus.

### QH NT bookings climb

**QANTAS** Holidays saw an 18% increase in Northern Territory bookings between 14 Jan and 02 Feb, during a major Tourism NT campaign promoting the NT as *Australia's Unexplored Backyard*.

QH gm Michael Londregan said over 1200 enquiries were received.

### Cabana Bay res opens

**RESERVATIONS** have opened at the new 1,800-room Cabana Bay Beach Resort at Universal Studios Orlando in Florida for stays from 31 Mar next year onwards.

The property will be the fourth resort complex within the sprawling Florida theme park and will be managed by the Loews Hotel Group.

**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)

# WANTED

**Mr/Miss Singapore-Know-It-All**  
Guilty of knowing the best off-the-beaten track experiences to find the Real Singapore

Stand to win a Get Lost and Find the Real Singapore adventure for two. Includes return economy class fares, 2 nights stay at Shangri-La Hotel, Singapore & 2 nights stay at Shangri-La's Rasa Sentosa Resort & Spa and attractions passes.

Just answer the daily question on Singapore in TD's newsletter for the month of March (20 questions in total). The prize will go to the reader with the most number of correct entries and the most creative caption for the last question.

**Email your answer to:** [singaporecomp@traveldaily.com.au](mailto:singaporecomp@traveldaily.com.au)



**Q.2: These intricate beaded slippers are a main feature of a particular culture in Singapore. Which is it?**

Hint! Learn about this fascinating culture in TD's Singapore Cheat sheet #1

Brought to you by:



[Click here for Terms & Conditions](#)



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

PO Box 1010, Epping, NSW 1710  
Phone: 1300 799 220 Fax: 1300 799 221

*Travel Daily* is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Assistant Editor:** Matt Lennon  
**Contributors:** Chantel Housler, Jenny Piper and Barry Matheson  
Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

**Travel Daily Group:**

**Advertising and Marketing:** Christie-Lee Lachance, Lisa Martin and Magda Herdzik  
Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

**CRUISE**  
WEEKLY

**Travel Daily TV**

**Pharmacy DAILY**



## CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA

### JOIN THE LARGEST RECRUITMENT TEAM EXECUTIVE RECRUITMENT CONSULANT SYDNEY – SALARY PACKAGE OTE \$80K+

Sick of dealing with client complaints? Tired of looking after staff? Here's a chance to use your client management skills in a whole new direction! Join the AA Team and enjoy the variety and challenge this role will provide when you place senior managers in their next perfect role

#### WHAT'S IN YOUR DAY:-

- interviewing and short-listing candidates
- negotiating job offers,
- confirming placements,
- marketing including placing adverts,
- client account management and business development

#### WHAT'S IN IT FOR YOU:-

- an excellent salary package plus uncapped commission
  - achievable team bonuses
  - upto 25 days paid holiday leave
  - one on one training and development
  - exciting annual 5 star conferences
- Min 5 years travel exp including supervisory a must for this role!

### LARGE MARKET ACCOUNT MANAGEMENT CORPORATE ACCOUNT MANAGER SYDNEY - SALARY PACKAGE \$90K PLUS BONUS

Manage a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to a global brand that celebrates and rewards success and offers long term career development

### BUILD STRONG RELATIONSHIPS

#### CORPORATE ACCOUNT MANAGER PERTH & MEL– SALARY PACKAGE TO \$85k + INCENTIVES

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

### LEAD FROM THE FRONT CORPORATE TRAVEL MANAGER PERTH– TOP SALARY \$80K PLUS

You don't find many corporate management roles in Perth so be quick. Work for this TMC and manage a high profile account, lead and motivate your team whilst liaising with the clients to resolve any issues on a daily basis. You will be a strong manager from the travel industry with exceptional presentation and communication skills. Great salary on offer, no consulting involved, pure management role.

### HOT INDUSTRY SALES IN NSW

#### BDM – WELL KNOWN TRAVEL PRODUCT SYD - SALARY PACKAGE to \$60k + Incentives

This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great familis, car allowance & bonuses await the perfect person.

### BRAND NEW SALES ROLE MELBOURNE CORPORATE SALES MANAGER X 2 MELBOURNE– SALARY PACKAGE OTE \$125k

If you have the determination & resilience of a successful BDM this exciting opportunity with a leading Brand is available now. If you can articulate your proven ability to build new business through your initiative, relationship skills and target-driven attitude this company has a place for you on their growing team. Your success will ensure their continued growth and you will be rewarded with a fantastic salary + bonus & benefits

### LEADERS MOVE AWAY FROM FACE TO FACE

#### RETAIL TEAM LEADER SYD - SALARY PACKAGE \$60K PLUS INCENTIVES

This leading international wholesale organization have a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success. Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

## AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Ph: 02 9231 2825      Email: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com



## Finding talent within the Australian Travel Industry

### South Pacific Travel Consultant

**Brisbane - Competitive Salary Package - Ref 388A**

Do you have a passion for the South Pacific? If you want to use your expertise in selling the Pacific Islands and specialise in this niche product, then this is the role for you! You will work in a retail and wholesale environment, tailoring itineraries and offering your expert product knowledge to all of the South Pacific islands in order to secure bookings. Uncapped commission and a fun & friendly team environment are offered with this leading Queensland travel company.

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

### Travel Manager/Consultant (F/T, P/T & Temp)

**Central Coast - \$Various + Bonus + Commission - Ref 450**

Looking for work on the Central Coast? If you have 2+ years in the travel industry handling global travel packages, we have some great managerial, consultant, temporary, permanent and part-time opportunities within retail/wholesale TMC's and award winning agencies. If you have a real love for travel, give 5\* customer service whilst juggling several clients' bookings, GDS savvy and are a reliable team player, call me for more info!

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

### Wholesale Reservations Consultant

**Melbourne - \$45K + Super + Commission - Ref 411**

Want to move away from retail travel & work for a global travel company with great career opportunities? If you have solid reservations or retail agency experience selling worldwide holidays, I want to hear from you. This travel company is looking for a dedicated and passionate travel professional to join their reservations department; work to targets and work in a fun & dynamic team. You can expect excellent industry perks & great commission.

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

### Travel Consultant

**Adelaide CBD - \$DOE + Super + Incentives - Ref 6001**

This is a fantastic new role that has just become available in Adelaide. Do you love planning holidays, from long haul Europe trips of a life time to romantic weekends away to Melbourne? We are looking for a travel industry professional that has awesome product knowledge and fantastic customer service skills. This company is stable and well established, looking for an experienced consultant to join the team. If you love travel and you love sales - this is the role for you!

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

### Wholesale Travel Consultant

**Brisbane CBD - Fantastic Salary Package - Ref 444SA**

Passionate about travel and looking for a new challenge with a leading Wholesaler? The ultimate wholesale Travel Consultant position has just opened up in Brisbane to sell worldwide holidays to both direct customers and Travel Agents! Great \$\$\$, recognition and endless rewards are on offer with this fantastic opportunity! Ideally you will have wholesale travel industry experience and GDS experience along with A-Grade customer service skills.

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

### Travel Consultant (Snow / Ski Holidays)

**Sydney - \$Competitive + Super + Bonus - Ref 358**

Do you love all things Ski & Snow? Are you experienced Travel Consultant located on the Northern Beaches? Need a change from face-to-face selling? We are looking for a highly motivated individual who is passionate about booking Domestic Snow Holidays to join our team! Be generously rewarded for your hard work and integrated into a friendly like-minded team. If this sounds like the perfect role, Apply today don't wait!

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

### Travel Manager

**Melbourne - \$Excellent + Super + Incentives - Ref 1211**

Is the beast inside you asleep? Turn your Moan into a Roar! My client is looking for a passionate Travel Manager with a loyal and steady client base & a drive to always be the best. You will reach sales targets, KPI's & provide exceptional customer service, you'll work on repeat clientele. Use your amazing motivational skills & years' travel industry experience using a GDS. If you want MORE you're looking in the right place. Arise to the challenge and roar!

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

### Corporate Travel Consultant

**Perth - \$50-60K + Super + Benefits- Ref 0455**

Our client is a boutique TMC looking for an experienced Corporate Multi Skilled Travel Consultant. You will offer outstanding fares and ticketing skills, fluid use of Amadeus, brilliant communication, both written & verbal, and be passionate about what you do! The perfect candidate will have at least 5 years experience and be a real team player. This is a busy boutique agency with an amazing reputation. Earn an excellent salary and be appreciated for your experience!

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

Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
or download your **FREE Travel Trade Jobs App**  
(Available on Apple & Android Smartphones)





# GENERAL MANAGER OTWAY FLY & TREETOP WALK

Merlin Entertainments Group is home to a fantastic range of attractions globally including Madame Tussauds, The EDF Energy London Eye, SEA LIFE, WILD LIFE and LEGOLAND.

Here in Australia we have added six new attractions to the family including Melbourne Aquarium, Underwater World, Mt Hotham, Falls Creek, Otway and Illawarra Fly Tree Top Walks. We employ over 18,000 people worldwide who are dedicated to delivering magical experiences in over 80 attractions all around the world.

We currently have an incredible opportunity for a highly motivated, hands on General Manager to join the team at Otway Fly Treetop Adventures! If you are a talented individual ready to take the next step in your career this maybe the role for you!

As a smaller attraction the successful candidate will be heavily involved in the day to day operations of the business as well as being responsible for the overall management of the attraction.

Responsible for ensuring the effective day to day operation of the business to maximize profit, driving improved visitation, achieve customer KPI's and deliver EBITDA targets, you will also implement and drive the strategic 5 year business plan for the attraction.

Consistent delivery of brand proposition in terms of customer service, building and maintaining local and regional 3rd party relationships and driving marketing are essential to your success in the role.

You will have the ability to develop and motivate your team to achieve business goals whilst maintaining a fun and safe working environment.

So if you are a team player who is vibrant and passionate about delivering exceptional guest & employee experiences in a great company and a team who love what we do, we want to hear from you!

Please send your CV to  
[michelle.heere@merlinentertainments.com.au](mailto:michelle.heere@merlinentertainments.com.au)  
Deadline: 15<sup>th</sup> March 2013

