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# Travel Daily

First with the news

Monday 7th November 2016



## Hertz responds

**HERTZ** Australia has defended negative feedback from consumers received by NSW Fair Trading on its complaints register during the month of Oct (**TD** Tue).

A spokesperson for Hertz told **Travel Daily**: "We are aware of the customer complaints that were lodged with NSW Fair Trading... and have been in close contact with each of the customers to address their concerns."

The vehicle rental firm said all issues have been resolved.

"We take all complaints very seriously and work closely with our customers to ensure that they have a positive rental experience," the company added.

## AirAsia 'FlySmarter'

**AIRASIA** has kicked off a digital campaign to help educate consumers about how they can 'Fly Smarter'.

Coinciding with its ninth anniversary in Australia, the airline has created a series of online videos highlighting the lengths AirAsia will go to in order to keep its costs low.

"There is a common misconception that low cost airlines cut corners to offer low fares," AirAsia's Australian head of marketing Linda Na said.

"We are able to offer low fares because of our meticulous low cost management measures and by carrying only what passengers need and choose."

## Luxury Escapes TV show

**MELBOURNE-BASED** travel retailer **Luxury Escapes** is expanding its presence to the small screen via a new travel program on Network Seven, **Travel Daily** can reveal.

*Luxury Escapes: The World's Best Holidays* will premiere on TV from next weekend, going head-to-head with Channel Nine's long-running travel show, *Getaway*, which is backed by Scenic.

The six-part series showcases luxury offerings around the world, is focused on hotels, resorts and experiences and hosted by AFL personality Shane Jolley.

Jolley also hosts the *Breville Food Thinkers* video channel that is screened on Qantas' inflight entertainment system.

Overseas destinations to be uncovered in the series include Dubai, Denang, Hoi An, Ho Chi Minh City, Bangkok, Bali and Fiji, as well as domestic locations such as Melbourne and Port Douglas.

**Luxury Escapes** general manager Blake Hutchison told **Travel Daily** that Channel Seven's brief for the program was to be "centred on editorial, not advertorial".

"There's no mention of a deal at all," Hutchison said, adding there has long been a need for another travel program on Australian TV.

"We wanted to get out on the road without showing any bias."

"The destinations visited are those we support as a business."

Viewers of *Luxury Escapes: The World's Best Holidays* are able to send a text to the company for details on a particular destination to learn more.

Created by Igloo Productions, Hutchison said the program highlights that "experiences are the new black".

He said the experiences are "very accessible - you just need to know where to look."

"During this series we uncover insider secrets in much loved tourism hot spots making luxury travel more approachable than ever before," he said.

"I'm confident this new series will encourage more Australians to travel, consider new destinations and long for dream worthy experiences."

Hutchison said a second series was already in the works.

The half-hour program goes to air on 12 Nov at 4:30pm in Melbourne & 5:30pm in Sydney.

**MEANWHILE**, with more than one million customers, Hutchison revealed to **TD** **Luxury Escapes** is now testing markets abroad for business growth, with India and Southeast Asia on its radar.

## Albatross earlybird

**ALBATROSS** Tours is promoting its 2017 earlybird sale for Europe, the UK and Ireland, with more than 50% of its departures already guaranteed.

For full details, see **page 10**.

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## Bumper issue of TD

**Travel Daily** today has nine pages of news, including a photo page for **Excite Holidays** plus full pages from: (click)

- Albatross Tours
- AA Appointments jobs
- Rail Plus

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## TA Japan country mgr

**TOURISM** Australia has confirmed the appointment of Joe Yoshiyuki Nakazawa as its new country manager for Japan, taking up the role on 01 Dec.

He joins TA's Tokyo office from HRS Hotel Reservation Service Japan where he was md, and has had past roles at IATA and the Japan Travel Bureau.

TA regional gm for North Asia Andrew Hogg said Nakazawa's extensive experience in aviation and the Japanese market were key to his appointment.

## Garuda office move

**GARUDA** Indonesia will move its Sydney team to a new office on Fri and has warned there may be an increase in call wait times that afternoon.

The new office, including ticketing and call centre, will move to Level 9, 15 Castlereagh Street, with phone numbers to remaining unchanged.

## QF fires up on PNG route

**QANTAS** has labelled parts of the IASC's draft determination on the Australian flag carrier's alliance with Air Niugini on routes to PNG as "illogical and inconsistent", in a freshly submitted response to the Australian Government.

On Fri, QF executive manager, industry and international affairs, Tony Wheelens said the Int'l Air Service Commission's proposal to approve only certain components of the codeshare agreement "is not practicable".

Last month, the IASC gave a tentative green light for Qantas' partnership with Air Niugini on the Brisbane and Sydney routes to Port Moresby, but excluded the Cairns-Port Moresby service.

Wheelens told the IASC there were a multiple aspects in its draft nod which are "concerning", and urged the govt to authorise the codeshare in its entirety.

The Qantas exec protested the

flagged "trial period" on the SYD and MEL routes (**TD** 21 Oct) and slammed the organisation for releasing commercially sensitive material it provided to its competitors.

"The IASC Draft Decisions support a puzzling proposition whereby a monopoly provider on the Cairns sector presents a better public benefit outcome than the addition of Qantas' presence as a fully independent codeshare partner.

"This approach is illogical and inconsistent with the IASC framework which provides for criteria for the Commission to make a decision," Wheelens said.

Further, Wheelens blasted Virgin Australia's submission (**TD** 05 Oct) as "speculative, with unsupported statements throughout on matters where it has little or no standing, knowledge, or expertise".

## MH China expansion

**MALAYSIA** Airlines has flagged a major push into China, announcing eight new destinations and 11 new routes beginning in 2017.

The airline's ceo Peter Bellew said MH planned to triple its Chinese business over the coming five years.

"I see potential for flights to 20 Chinese cities from Kuala Lumpur, Penang, Kota Kinabalu and Kuching by 2019," Bellew said.

New routes coming next year include services from Kuala Lumpur to Nanjing, Wuhan, Chengdu and Chongqing.

Bellew said the airline would also promote tourism in Malaysia and China through seasonal or ad-hoc services to key leisure markets such as Langkawi, Kuching and Kota Kinabalu.

MH will also add a second daily flight between Kuala Lumpur and Shanghai, subject to slots, starting Apr 2017.

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TRAVELMARVEL  
Travel More

2 FOR 1  
AIRFARES\*

**PORTUGAL & SPAIN CRUISING 2017**  
ON THE MS DOURO QUEEN

## Cheap GC2018 tickets

**TICKET** details for the Gold Coast Commonwealth Games in 2018 have been released, with "accessible and affordable prices" for up to 1.5 million spectators.

Adult prices to high-profile events such as athletics will start from \$20, while children's admission will begin from \$10.

Opening Ceremony tickets will be priced from \$100 per adult or \$50 for children.

Queensland Premier Annastacia Palaszczuk said the government would ensure the games were accessible to all.

"GC2018 will be affordable for families and that means more people can share in what is sure to be a terrific experience," the Premier said.

Tickets will initially be available to the public via a request phase starting in Apr 2017.

Under the ticketing program 80% of all passes will be priced at \$80 or under.

Adult swimming tix will be from \$40, Rugby 7s from \$30 and track cycling from \$50, with children 16 and under half price.

The event will involve 6,600 athletes and team officials from 70 nations and territories, with 18 sports including the first presentation of beach volleyball at a Commonwealth Games.

"The action has a strong focus on the Gold Coast but it's important to remember that some events will be hosted in Brisbane, Cairns and Townsville," Palaszczuk added.

### Amadeus profit up

**AMADEUS** has reported an adjusted profit of €738.1 million in the nine months to 30 Sep, up 21.35% on last year.

Its performance was attributed to organic growth supported by recent acquisitions, including US tech company Navitaire.

### New look Qantas PJs

**QANTAS** has redesigned its Business class pyjamas in line with its newly unveiled rebrand.

Business travellers on select international flights will be offered long-sleeved pyjamas with a new raglan-sleeve top and a draw-string pants offering "a more relaxed fit".

The PJs are grey with a navy kangaroo logo and will be rolled out from today.



### Scarborough upgrade

**PERTH'S** popular Scarborough Beach will receive a \$100 million refresh this summer, with new promenades, a skate park, a playground, beach facilities and new surf club premises.



## Window Seat

**A TEENAGE** aviation enthusiast may just be sitting on the world's coolest job.

Nineteen y.o. Alex Macheras spends his nine to five taking to the skies on newly-delivered planes to try out the aircraft before they are put into service.

"It's a funny feeling laying down in a Business class suite, knowing that you're the first person using mini-suite 02A... and thousands of passengers will experience the same seat after you," he tells *Stuff*.



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## Destination HQ joining Magellan

**MELBOURNE-BASED** travel agency Destination HQ is joining the Magellan Travel Group.

Destination HQ is headed up by Stuart Ingram.

Previously known under the Beaumaris Travel and Mentone Travel Travelscene names, the business has 18 consultants and is believed to be currently one of Helloworld's largest associate members in Vic.

## Sentinel incident

**SENTINEL** Hotel in Portland, USA is contacting guests who may have been affected by a security breach at the hotel's front desk.

The property has identified a program was installed on a payment terminal which may have copied payment card data between 12 Jul-03 Oct.

Cards used on the Sentinel website were not affected.

## QR eyes Florence

**QATAR** Airways has revealed it will start a service from Doha to Florence once the runway extension is complete.

The Gulf airline also said it expects its negotiations to acquire 49% of Meridiana Fly to conclude by the end of Jan.

QR plans to upgrade the aircraft type currently flying to Pisa from an A320 to a wide-body model as soon as it receives more aircraft in its fleet.

## JITO women in travel

**JITO** is inviting women in travel, hospitality and tourism to attend its Women for Women on International Women's Day event.

Held on 08 Mar in Sydney, attendees will hear from nine female industry leaders plus Turia Pitt, bushfire burns survivor.

The day will include a three-course lunch and will conclude with networking drinks and canapes, [CLICK HERE](#) for more.

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## Bench Int'l supports Nat Geo



**NATIONAL** Geographic's Live Wild Seas, Secret Shores events, sponsored by Bench Africa, finished up last week.

Thomas Peschak, National Geographic photographer, presented some of his work in a series of talks around Australia, focusing on the ocean's creatures

such as sharks and manta rays.

Bench Africa's gm, Martin Edwards said Peschak's "enthusiasm is contagious and the atmosphere after each show was electric!"

Edwards is **pictured** with Thomas Peschak at the Melbourne Arts Centre.

# A different way to travel

Introducing Peregrine's newest way to discover the secrets of a destination – on a premium small ship adventure cruise. Glide across the glittering waters of Croatia's Dalmatian Coast, swim in the Seychelles crystal sea, explore Iceland's dramatic coastline or immerse yourself in the wonders of the Greek Islands.

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## Execs suss out W Brisbane



**MARRIOTT** International executives visited Australia last week following the group's acquisition of Starwood Hotels & Resorts, taking time to visit the site of the future W Brisbane.

The merger gives Marriott 15 hotels already operating in Australia, plus 15 in the pipeline.

**Pictured** at the W Brisbane site are from left: Rajeev Menon, Marriott coo, Asia Pacific; Sean Hunt, Marriott area vp Aust, NZ & Pacific; Peter Sia, gm, Shayher Group; Craig Smith, Marriott president and md, Asia Pacific; and Neeraj Chadha, Marriott multi-property vp, Aust.



Explore the far reaches of our earth in the November issue of *travelBulletin*.

**CLICK HERE** to read **travelBulletin**

## Three biggest ships

**THE** world's three largest cruise ships united for the first time over the weekend, as Royal Caribbean International's new *Harmony of the Seas* joined *Oasis of the Seas* and *Allure of the Seas* off the coast of Florida.

More in *Cruise Weekly* on Tue

## Sydney fish markets

**THE** NSW Government has reached a deal to redevelop the Sydney Fish Market, moving its operations to a new site nearby.

A \$250 million project will see the market expand and relocate to the site of a cement works on Blackwattle Bay, with the existing site to be sold.

The current market will continue to operate during construction, expected to be complete in 2020.

The decision ends a long-running saga over the market's future and is part of a larger redevelopment of the Bays Precinct in the city's inner west.

## NZ record numbers

**NEW** Zealand's international tourism numbers broke the three million barrier in 2015/16, a record result.

Releasing its annual report, Tourism New Zealand said the country welcomed 3.31 million foreign visitors last financial year, up 10.65% on the 2.99 million of the previous year.

Australians represented 1.36 million visitors, up 6.21%.

Tourism New Zealand ce Kevin Bowler said "records were broken across the board" in 2015/16.

The result contributed NZ\$10.3 billion to the local economy.

## GuestCentric partner

**GUESTCENTRIC** Systems has partnered with Hotelogix to offer its cloud-based automated hotel operations systems.

The alliance links the Hotelogix property management system (PMS) with GuestCentric's digital marketing platform.

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## New STB chairperson

**THE** Seychelles Tourism Board has appointed Kathy Mason as its new chairperson, replacing Wendy Pierre, while Sherin Francis nee Naiken remains as ceo.

## US/MEX transborder pact nod

**A PROPOSED** alliance between Delta Air Lines and Aeromexico has been given tentative approval by the US government following a 20 month deliberation.

DL and AM have sought antitrust immunity from US law makers to operate a joint venture between the US and Mexico that would enable the airlines to coordinate network planning, pricing and sales activity.

It would also span the alignment of frequent flyer programs and other benefits.

On Fri, the US Department of Transportation said it believed the pact "will not substantially reduce or eliminate competition, however, the application does raise questions as to whether the Joint Applicants would be able to exert market power at MEX and JFK where there is limited opportunity for new entry".

The DOT proposed a number of conditions, including DL divesting 24 slot-pairs at MEX and six at New York JFK, in order to remedy concerns, while also capping the

antitrust immunity for a period of five years.

Delta and Aeromexico's top competitors on flights between the US and Mexico are United and American Airlines.

"The proposed JV would provide a number of valuable public benefits including a third network competitor on par with the current first and second largest competitors, increased transborder capacity, enhanced price and service options," the DOT remarked.

Interested parties have two weeks to show cause why the transport regulator should not proceed with the move.

## LA Tourism recruits

**LOS** Angeles Tourism & Convention Board has appointed Carolyn Nightingale as its travel trade manager in Australia/NZ, based in Sydney.

Nightingale was most recently Delta Air Lines bdm, a role she held for seven years.

## Winners exploring the USA!



**TEN** of the top selling Virgin Australia and Delta Air Lines agents from the Visit USA show incentive this year were treated to eight days of adventure, sightseeing and tasty cuisine in Utah, Nevada & Oregon in Oct.

Divided into two groups, five of the agents experienced Utah and Nevada, taking in shows in Las Vegas, caving in Great Basin NP, hiking in Zion NP and horseback riding in Bryce Canyon NP.

The other five agents travelled to Oregon to view stunning waterfalls at Columbia George, sand dune buggy riding on the Oregon Coast, I Flying experience, bike riding through Portland and tastings of craft beer, pinot noir, whiskey & food trucks.

**Pictured above at Smith**

Rock from left back row are Carly Hockey, Escape Travel Shellharbour; Nicole Onyck, Escape Travel Fig Tree; Nicola Brown, Travel Oregon; Anthony Tuy, Flight Centre Wetherill Park and Kieron Weidner from First Nature Tours.

In front are Nicole Laurie, Virgin Australia; Lisa Itel, Travel Oregon and Karen McCardle from Travel Oregon; Greer Gardiner, Flight Centre Brisbane and Ev Savickas from Flight Centre Morningside.

The other group (not pictured) was comprised of Nicole Lindsay, HRG Australia; Brianna Johnson, Flight Centre Docklands; Libby Smith, Travelplan Ski; Sean Appleby, Flight Centre Stanhope Gardens and Phil Paull, Stage & Screen Travel.

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## Solomon Is numbers

**SOLOMON** Islands Tourism has reported the archipelago is on track for a record year of tourism, with a strong increase in international visitor arrivals recorded in Aug.

According to Solomon Islands National Statistics Office, the month saw 1,918 int'l visitors arrive, a whopping 34.5% spike on the 1,426 arriving last year.

The Aug figures bring the Solomon's eight-month arrival tally for 2016 to 14,953, up more than 11% compared to the same period last year.

Solomon Islands Visitors Bureau ceo, Josefa Tuamoto said while the visitation figures recorded at Honiara International Airport were "extremely encouraging", a major boon for the destination is its "ever-increasing positioning on the international cruise scene which so far this year has seen 10 major vessels entering Solomon Islands' waters".

## Momi Bay on track

**MARRIOTT** International says its new Fiji property is scheduled for delivery by Easter.

Area vp Australia, New Zealand and Pacific, Sean Hunt told **Travel Daily** the developers of the five-star Fiji Marriott by Momi Bay are committed to delivering the project before Apr next year.

## Rowntree cruising

**CHANNEL** Nine personality and *Getaway* host Catriona Rowntree will host a special departure of Scenic's 11-day Gems of the Seine river cruise in 2017.

Set for departure on 19 Jun, the itinerary will commence in Paris before visiting Les Andelys, Rouen, Honfleur, Caudebec-en-Caux and more.

Space is limited, with prices starting at \$8,190 per person including flights - **MORE HERE**.

**MEANWHILE**, Australian author and journalist Peter Fitzsimons is set to host the same Scenic itinerary departing on 29 Jun.

Fitzsimons will share his extensive knowledge of France's war history during regular lectures on board the cruise.

His departure is priced from \$7,645 per person twin share.

## MSC new ports

**MSC** Cruises will be adding the new destinations of Sarande in the Albanian Riviera, Kingstown in Saint Vincent and the Grenadines and Riga in the the Baltic Sea to its itineraries for 2017.

A call at Sarande, on the East Mediterranean, will feature on *MSC Poesia* sailings from 09 Apr to 28 Oct.

Visits to La Romana will be replaced with a call by Kingstown, on *MSC Fantasia* from 25 Nov 2017 to 07 Apr 2018 while one day at sea on *MSC Magnifica* from 13 May to 23 May will be replaced with a call in at Riga.

Bookings for the new journeys are now open.

Phone 1300 028 502 for more.



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## Brochures

**THIS** week's Brochures of the Week is brought to you by **Reed Holidays**. 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).

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### Reed Holidays - Seniors Coach Tours 2017

Contained inside are more than 70 holidays including special events from Opera in the Caves to Sydney Harbour as well as Canberra Floriade. Also featured is a fantastic range of 'Stayputs' around Australia in Norfolk Island, Hobart, Port Stephens and Port Douglas. Touring holidays include the ever popular 12-day Tasmania Highlights, The Kimberley, Darwin to Broome, Queensland Inland Explorer plus more. The brochure also details the 17-day New Zealand Spectacular and 15-day NZ Rail, Coach and Cruise. Most tours have guaranteed departures.



### Uniworld Boutique River Cruise Collection - Generations 2017

Nine all-inclusive Europe itineraries are featured in Uniworld Boutique River Cruise Collection's first Generations brochure which has trips with activities for every generation. New for 2017 is the 10-day Rhine-Main

Discovery & Munich sailing which gives young travellers the chance to visit the real-life inspiration for Disneyland's Sleeping Beauty Castle, Castle Neuschwanstein. Within the program Uniworld unpacks its range of onboard activities including dessert-making classes, language sessions and behind-the-scenes tours of the ship.



### Infinity Holidays - Europe, Britain and Ireland Tours

A range of itineraries designed for travellers who are searching for a more authentic European travel experience with longer stays and small groups are on offer in this brochure. The tours, operated by Infinity's partner Albatross Tours include a 16-day London to London trip, a 14-day Dublin to Dublin departure and a 17-day alpine adventure travelling from Paris to Milan and taking in the French and Swiss Alps.



### Scenic - Magical Wonders of Christmas in Europe and Canada 2018

Two new Canadian itineraries debut in this festive land and cruise tour brochure: the five-day Northern Lights Spectacular in Whitehorse, Yukon, and the 17-day Winter Wonders from Calgary to Vancouver. Other highlights include the 15-day Christmas Markets River Cruise from Budapest to Amsterdam and 16-day Christmas Wonderland cruise from Amsterdam to Budapest on board a Scenic Space Ship.

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# Come Alive with Los Cabos

**EXCITE** Holidays launched its Come Alive With Cabo incentive with Los Cabos Tourism, holding an agent event in Sydney last week.

The Mexican fiesta was filled with delicious Mexican cuisine and of course, margaritas! A mariachi man serenaded the crowd and two lucky agents ended the night with amazing prizes.

For a chance to win your very own luxury holiday to this premier destination, agents simply need to take the Excite Holidays' 30 second quiz on their dedicated Los Cabos website - go to [www.excitecampaigns.com/loscabos](http://www.excitecampaigns.com/loscabos)



**THE** Excite Holidays team - Samantha Davies, Anna-Maria O'Brien, Felicity Davis, Nicholas Stavropoulos, Meagan Maynard, Vanessa Richards and Lisa Farrugia.

**JAMES**  
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& Travel  
with one of  
the night's  
entertainers.



**EXCITE** Holidays' Vanessa Richards, Samantha Davies & Nicholas Stavropoulos with Paul Davies from itravel (second from right).



**TIFFANY** Rudd & Elki Baden from helloworld Eastgardens and Andrew Parchimowicz, CH Cruises & Travel.



**FELICITY**  
Davis from  
Excite  
Holidays  
and Anna  
Guillan,  
One&Only.



**BETH** Shepherd, Concierge Traveller with Vicki White, Goldman Travel Corporation.



**IRENE** Leben from Flightbiz, getting into the theme of the evening.



**SARAH** Thornton from Los Cabos Tourism.



## Win a Variety Cruises experience

This month Travel Daily, Variety Cruises and Discover the World are giving readers a chance to win a yacht cruise experience on the Glories of Spain and Portugal cruise, sailing on board *M/S Panorama II*. The total prize value is AU\$7,710.

To win, answer every daily question correctly and have the most creative final answer. Send your answers to [variety@traveldaily.com.au](mailto:variety@traveldaily.com.au)

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TERMS AND CONDITIONS

5. What ship features on page 3 of Variety Cruises' 2016-17 cruise book?



## Turkish visitors dip

**TURKEY'S** tourism revenue dropped to \$8.28 billion in Q3 of 2016, a 32.7% fall from the same period last year, according to the latest data from the Turkish Statistical Institute.

Foreign visitor numbers in the third quarter sat at 12.1 million, a whopping 5.3 million visitor decline from the prior corresponding period.

Total tourism revenue was over \$17.3 billion from Jan to Sep - down \$7.6b on the year before.

## Disney Holiday Fest

**DISNEYLAND** Resort has announced its annual Holidays at the Disneyland Resort festival will commence on Thu.

The new line-up features an evening water spectacular as well as the official debut of new Disney Princess Elena of Avalor during a cavalcade.

Popular attraction Disney Viva Navidad will also return as part of the Festival of Holidays program alongside A Bug's Land and Santas Holiday Visit - [CLICK HERE](#).

## NCL appointment

**CAMILLE** Olivere has been appointed as Norwegian Cruise Line's new senior vice president of sales, based in the Miami office and effective 30 Nov.

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First with the news

Monday 7th Nov 2016

## Runway Run supports charities



**ATHLETES** competing in Sydney Airport's second annual Runway Run over the weekend raised a total of \$11,500 which will be donated to the Ronald McDonald House Charities.

The event was open to members of the public for the first time this year and included team members from the gold medal-winning Australian Women's Rugby Sevens team

and the Greater Western Sydney Giants women's team.

Ronald McDonald House Charities Australia director Carolyn Townsend thanked Sydney Airport for the support.

"We're thrilled the public rallied behind the Runway Run, which was a unique opportunity to launch the appeal," she said.

The colourful competitors are **pictured above** celebrating.

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- NSW area – on the road
- Full time position M-F
- Flexible, supportive work environment
- Generous commissions

### You will be responsible for:

- Driving business and sales objectives to deliver on targets and KPIs
- Leading, coaching, mentoring and developing our growing sales team to drive growth
- Managing and reporting on sales team activity and results
- Maintaining your own cluster of agents
- Forging and maintaining strong relationships with key contacts in existing and new accounts
- Conducting product training sessions with agents
- Being the 'go to' person for agent enquiries
- Liaising effectively with the marketing team to introduce new ideas for increasing sales

Email your CV to [lauren@zenithpayments.com.au](mailto:lauren@zenithpayments.com.au) by 17 Nov 2016.



## POSITION VACANT – CONSULTANT

We are looking for a happy, well presented and motivated person to join our team. You will be committed and passionate, possess great initiative, love travel & have exceptional customer service & sales skills.

### To be a successful applicant you will require:

- Minimum of 3-5 years experience as a qualified international travel consultant
- Good computer skills with Amadeus & Travelog preferred but not essential
- The ability to problem solve, be organised, work independently and as part of our team
- No late night trading (Monday – Friday 9am – 5pm) and Saturday on rotation (9am – 1pm)

If you have all of the qualities listed above, please send resume & cover letter to: [parkdale@helloworld.com.au](mailto:parkdale@helloworld.com.au). Applications close Sunday 20 November. Only successful applicants will be contacted for an interview.

**Travel Daily** is Australia's leading travel industry publication.

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### **ANALYSE YOUR BEST CAREER MOVE**

#### **BUSINESS SYSTEMS ANALYST**

**BRISBANE & SYDNEY – UP TO \$66K PKG +BONUSES**

Join this forward moving and global operator using your analytical and travel systems experience. Working closely with key business and technical personnel you'll be able to leverage new and existing technologies to provide improvements in system deployment, product delivery efficiencies and system support. Native calypso and experience in a similar role is a must. Strong salary package and career opportunities on offer.

### **A SALES ROLE WITH A DIFFERENCE**

#### **REGIONAL MANAGERS x 2**

**VIC & NSW – PKG TO \$85K (DOE) + COMM + CAR**

Leading Travel Company is looking for a number of experienced account/business development managers to join their expanding team. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped comms. Prev. experience in a similar role required along with strong presentation, organisation & communication skills.

### **USE YOUR MANDARIN SPEAKING SKILLS**

#### **TRAINING MANAGER**

**MELBOURNE & SYDNEY – LUCRATIVE SALARY UP TO \$80K+**

Are you a qualified trainer in the travel industry with strong Mandarin speaking skills? Our client a global supplier to the Travel Industry have a vacancy in their training team. You will be responsible for design and develop, deliver & evaluate first class learning solutions to the customer base and ensure all delivered solutions are of the highest quality and meets or exceeds customer requirements. You must have a Cert IV and speak fluent mandarin.

### **HIGH BASE PLUS UNCAPPED BONUSES**

#### **CORPORATE TRAVEL – SALES MANAGER**

**SYDNEY – \$100K PLUS PLUS**

Are you working in a sales role but on a low base? Want to have security of a high base salary plus a very strong commission structure? If you consider yourself a consummate professional in Sales preferably with TMC sales, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting the SME space, you must be driven by winning new business and achieving targets. OTE over \$100k in first year.

### **TRAVEL TECHNOLOGY PROVIDER**

#### **HEAD OF PRODUCT**

**AUSTRALIA (EAST COAST) - SALARY TO \$200K + 20% KPI**

Leading technology provider in Melbourne is seeking a highly experienced Product Manager to head up the department. You will be accountable for the development of new products in order to meet market needs, whilst managing existing products and their enhancements. Seeing dramatic growth in the market place, this is an amazing opportunity to join a well recognised company that will offer an unbeatable salary package. Frequent travel required.

### **HIT THE ROAD JACK**

#### **BUSINESS DEVELOPMENT EXECUTIVE**

**QLD BASED – UP TO \$75K - \$80K PKG**

If you're well connected within the QLD travel market and looking for a first class product to represent – don't miss out on this challenging BDE opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is a must. Top package & benefits on offer.

### **JOIN THE BIG GUNS**

#### **COMMERCIAL PARTNERSHIP MANAGER**

**MELBOURNE – REMUNERATION PKG \$120K - \$135K**

This global travel company are looking for a Senior Business Development Manager to acquire new corporate travel business for their corporate brand. You will be focused on new business wins & complete lead generation across the LARGE market space. If you are good at building relationships & have fantastic relationship building skills, then this role is for you! With this leading TMC, your career will be put in number one spot. Terrific employee benefits on offer.

### **CORPORATE SALES – LARGE MARKET**

#### **CORPORATE SALES MANAGER**

**MELBOURNE – SALARY \$140K CIRCA**

This leading travel management company is looking for an experienced & driven BDM to join their large market sales team. You will be responsible for acquiring new corporate business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped bonuses. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

### **AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

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# WANTED

RAIL PLUS IS CALLING FOR BRIGHT AND AMBITIOUS TRAVEL CONSULTANTS TO JOIN THEIR EUROSTAR AMBASSADOR PROGRAM FOR 2016



## WHAT'S INVOLVED:

Consultants are to complete 30 questions + 1 creative question online via the link below. The module will be available beginning the 31<sup>st</sup> October 2016.

This program is designed to educate and expand your knowledge of Eurostar. Eurostar is the only high speed train that directly links the UK to France and Belgium via the Channel Tunnel.

Click [HERE](#) to register.

## WHAT'S UP FOR GRABS:

Consultants with the highest scores will be eligible for the following prizes, in the case of a draw the winner will be based on most creative answer to the final question.

**1st prize(\$1000)** - High Tea for you and 5 friends in your local cities including a limo to/from the venue\*

**2nd prize(\$650)** - 6 bottles of French Champagne

**3rd prize(\$350)** – Belgium goodie bag (beer, chocolate and waffle maker)

CONDITIONS: Only one attempt per consultant | Training program will close 11.59pm on the 14<sup>th</sup> Nov 2016 | Only opened to registered travel agents | This is a game of skill | Participants who achieve over 60% will receive a certificate of completion | \*where limousine transfers are not available a private car transfer will be booked