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Express Tasman alliance

EXCLUSIVE

THE Express Travel Group has this morning confirmed a new strategic alliance with New Zealand's First Travel Group (FTG).

ETG ceo Tom Manwaring described the pact as "a meeting of very similar minds," saying it would be an exciting opportunity for both organisations.

"ETG and FTG are owneroperated independent groups with very close values and business goals which can be garnered to produce real benefits for our agency members, suppliers, customers and staff," he said.

The agreement covers a wide

Quest Port Adelaide

QUEST Apartment Hotels is celebrating the opening of its new property in Port Adelaide, with the lodging the latest in a series of additions to the portfolio.

Upcoming expansion includes the launch of Quest Griffith next week, which will be followed by Quest Dandenong Central, Quest Fremantle and Quest Macquarie Park early next month.

See the cover page for details.

range of commercial objectives, with the aim of delivering exclusive products, revenue growth opportunities, innovation and operational process benefits.

First Travel Group md Andrew Bowman said the partnership allowed for "a joint focus on creating customer value whilst maintaining independence and local market flavour".

The alliance agreement creates a trans-Tasman strategic platform to allow exploration of future commercial opportunities, he said.

FTG has about 68 independently owned agencies across NZ with brands including First Fares, YOU Travel and Lifestyle holidays.

The group grew significantly last year after 37 former members of Helloworld's NZ-based United Travel brand departed en masse to join FTG (*TD* 05 Nov 15).

Today's issue of TD

Travel Daily today has seven pages of news and photos, a front cover page for **Quest** plus full pages from: (click)

- Albatross Tours
- AA Appointments jobs

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To learn more about our new

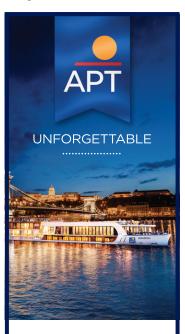
Contact Steve on 0409 287 547

or email steve@itravel-au.com

Paris free-sale units

FRENCH Travel Connection has introduced live availability for all its private apartments in Paris.

The enhancement enables agents to instantly see fullyfurnished apartments in the City of Light - for details, CLICK HERE.



THE BEST JUST **GOT BETTER** IN EUROPE

Hurry - APT's Best Celebration Savings end 30 November!







New CATO crisis insurance

GOW-GATES Insurance Brokers last night presented a new "Crisis Containment and Brand Protection Insurance" product, which is exclusively available to members of the Council of Australian Tour Operators (CATO).

Gow-Gates' Fred Esteban detailed the new product, which covers up to \$100,000 of PR and \$500,000 Kidnap & Ransom to allow CATO members to offer their clients "premium emergency response service" and help ensure their businesses can continue to thrive through any disaster.

Esteban cited a range of examples including the 2006 tour bus crash in Egypt which killed six Australians, and more recently the Dreamworld tragedy and a cruise bus crash in Vanuatu.

In each case different approaches were taken to manage the PR aspects of the crisis, with Esteban saying in the modern age of social media and the 24 hour news cycle, incidents

Ensemble NZ pact

ENSEMBLE Travel Group has secured its first formal deal in New Zealand, signing a new partnership with Travel Managers Group New Zealand, including Executive Travel Ltd, HRG NZ and its affiliate parties.

The deal, effective 01 Feb 2017. "unlocks exclusive travel benefits, savings and luxury products" for TMG New Zealand.

were quickly cast into the public eye before a proper investigation into the cause can be undertaken.

CATO members can access the new product for just \$275 (for those with a TTV of \$15m or less), or \$500 for larger operators.

In the event of an incident it provides professional crisis management and media relations services as soon as there is any publicity generated.

The new insurance option was unveiled during the CATO agm in Sydney, where chairman Dennis Bunnik also detailed new additions to the CATO ranks including Back-Roads Touring, Adventure World, Topdeck & the South American Travel Centre.

Attendees were also given a sneak peek at the soon-to-launch new CATO website.

Scenic adds Sri Lanka

SCENIC has added Sri Lanka to its program offering in 2017 with a 14-day Ultimate Sri Lanka trip debuting in its new India guide.

Operating round-trip from Colombo, the journey traverses Negombo, Sigiriya, Kandy, Hatton, Galle and Bentota.

The trip includes a range of Freechoice and Enrich activities, such as an in-depth walking tour of the remains of the Negombo's former 'fort' and a traditional Sri Lankan style meal at a communitysupported farm in Kandy.

CLICK HERE for more details.

Walsh Bay for events

A NEW outdoor event space has been proposed for Sydney's Walsh Bay Arts Precinct.

'Waterfront Square' is slated to be built above water between Piers 2/3 and Wharf 4/5 - see Business Events News for details.





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New Years eve Carnival Cruise Industry Rates

29DEC16 - 10 Nights Vanuatu & New Caledonia from \$2,804 \$739* pp * Conditions Apply.

CLICK HERE for further details

Mantra adds 900 AU/NZ rooms

HOTEL & resort operator Mantra Group has announced the rapid addition of five new hotels in Australia and New Zealand, adding more than 900 rooms to its total network.

The expansion includes new properties in Melbourne, Perth, Airlie Beach, Port Macquarie and in Queenstown, NZ.

Three of the five properties are newbuilds and include Peppers Southbank, Melbourne - a 164-room hotel on the corner of Clarendon and Haig Streets slated to open in late 2018.

Other new developments will be the Mantra 900 Hay Street, Perth - a 250-room, 4.5-star hotel in the WA capital's CBD - and Peppers Queenstown Resort, a 260 room and suite, full-service hotel on



Shotover Street in the city centre, both also earmarked to open in around two years time.

Further, the group will takeover management of Club Crocodile in Airlie Beach, rebranding it as Mantra Club Crocodile following a major upgrade to restore the property to its former glory and Mantra's standards, due to reopen before Christmas.

In NSW, the listed-hotelier has acquired management and letting rights for The Observatory in Port Macquarie on the mid-north coast, the group's fourth location on the state's coast.

Chief executive Bob East said "this latest group of acquisitions reinforces the strong momentum in our growth strategy and highlights our ability to convert our pipeline".

During FY2016, Mantra Group upped its portfolio by 11 new properties, adding 3,000 rooms.

East said that with seven acquisition announcements in the first five months of FY2017, "we're well-placed to exceed last year's record result".

TransAsia collapse

TAIWAN'S TransAsia Airways said it would be winding down its operations and suspending all scheduled flights after failing to recover from two plane crashes in the space of just three years.

The carrier has reported losses for the last six quarters.

Dave the Goose's space date!



TODAY we share another four agents who will be pitching to win a trip to the Super Bowl in next week's Do Dave's Itinerary Grand Final, courtesy of Air New Zealand, Brand USA and Keith Prowse Travel.

Luke Graham, FC Tea Tree Plaza, SA; Kate Whitfield, Ucango Travel & Cruise, Qld; Matt Johnson FC Edgecliff, NSW and Megan Fowler, FC Forest Lakes, WA have all designed itineraries for Air New Zealand's newest frequent flyer,

Dave the Goose.

Among them is Kate's suggestion that Dave spend a day at NASA's Johnson Space Center in Houston (pictured), where visitors can meet an astronaut.

CLICK HERE to see more detail on our Facebook page and stand by for our live feed on 30 Nov.



New India workshop

AGENT training platform Your Workshops has teamed with Incredible India to launch the latest workshop focusing on adventure activities and festivals available within the subcontinent.

Agents who complete the workshop before 31 Jan will go in the running to win one of two trips including airfares and a tailored land package.

See yourworkshops.com.au.

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1st DECEMBER











On The Go expands Asia



ON THE Go Tours held a launch function for its 2017 programs yesterday, with Asia a key highlight as the group capitalises on the growing pace of outbound travel to China.

The tour operator has added four new China itineraries which aim to take Australians beyond the traditional ports, making the most of new direct services to help travellers visit the lesser known parts of Southern China.

As well as the new 12-day

Southern China Explorer and South China Discovery trips, On The Go has added two eightday 'Backroads to Beijing' and 'Shanghai to Beijing' itineraries.

An additional 7,000 weekly seats have been added between Australia and China over the last 18 months - and the trend is set to continue with further announcements in the offing.

Pictured above are, from left: Aaron Dodkin, Jana Elia and Natalie James all from On The Go.



APTMS is a leading travel marketing and representation company with high profile clients from around the globe.

We are currently seeking a Sydney based and highly driven business development manager with account management experience and skill. The successful applicant will be responsible for the NSW territory and account management for at least two of our key accounts. This is not simply a sales and relationship role. It requires great skill in developing business where there previously was none. We have multiple BDMs throughout Australia each tasked with the same responsibilities for various accounts.

This role is a permanent part-time role of 3 days/22.5 hours per week. The key objective is to grow our presence (and ultimately sales on behalf of each principal) through multi-channel distributions including but not limited to travel agencies, wholesalers, media and MICE as well as for a small number of clients BtoC channels through various specialist organisations not necessarily linked to the travel industry.

We are governed by each client differently and as such the successful applicant needs to understand the need for exemplary reporting, constant communication with head office and direct accounts, immediate turnarounds on priorities and communication and a can-do, always available attitude. Prior experience using Salesforce CRM or another well established CRM will be highly regarded.

If travel is your passion and people are your flair, please contact Daniele Zanetti - daniele.zanetti@aptms.com.au





Click here for more details



AA/QF seek extra time

AMERICAN Airlines and Qantas have called on the US Department of Transportation to provide them more time to respond to its Show Cause Order (TD Mon).

Overnight, the carriers told the DOT its tentative finds and conclusions "require specific and detailed responses".

AA/QF have sought three more weeks to defend their proposed expanded joint alliance between the US and Australia, from the 02 Dec deadline to 20 Dec.

"The Joint Applicants need additional time in particular to consider the reasoning and analysis contained in the Show Cause Order, as well as to consider the implications of the Department's tentative findings and conclusions for their respective business interests".

The oneworld carriers added that "scheduling issues" due to the Thanksgiving holiday, meant many "critical employees" were currently not available.

"The Show Cause Order raises complex and important questions that will have a significant impact on the international aviation relations of the United States going forward," AA/QF said.

As flagged by Travel Daily on Mon, AA and QF yesterday cited the DOT's previous handling of the alliance between Delta Air Lines and Virgin Blue/Pacific back in 2010, in which it allocated more time for the parties to defend their Trans Pacific alliance, before they received a green light.

Eclipse solo supp drop

SCENIC is offering a 75% saving off the single supplement price for solo travellers booking its last remaining Deluxe Verandah or Verandah Suites aboard Scenic Eclipse, on select 2018/2019 Antarctica and Arctic cruises.

Prices for the 12-day Ultimate Antarctica tour, departing on 16 & 27 Jan and 07 & 18 Feb, are currently priced from \$26,495.

Single supplements for other cruises are also discounted.



Window

DELTA Air Lines brought a little bit of Thanksgiving cheer to Travel Daily headquarters this morning by sending us a scrumptious pumpkin pie (pictured below).

So to everyone out there in the travel industry who celebrates this American holiday, we hope you enjoy your serve of pumpkin pie just as much as we did here.

Happy Thanksgiving!



FJ new boeing fleet

FIJI Airways' next stage of its fleet modernisation program has been revealed, with the carrier to upgrade its five ageing Boeing 737-700/800s with five brand new 737 MAX 8 aircraft, valued at the list price of US\$550 million.

The first two narrow-body 737 MAX 8s will enter service in 2018 and three the following year.

They will replace the older 737s and operate on routes to Australia, New Zealand, Hawaii, Tonga, Vanuatu, Samoa & more.

FJ managing director and ceo Andre Viljoen said the deal came after an "extremely exhaustive procurement & selection process".

Viljoen said the package deal with Boeing, leasing company **GE Capital Aviation Services** and engine manufacturer CFM Int'l included a 12-year sale and leaseback financing arrangement.

The Fijian national carrier will configure the aircraft with a dualclass 170-seat cabin, featuring 12 Business class seats.



ACCC action on Meriton

THE ACCC has instigated action in the Federal Court against Meriton Serviced Apartments, alleging misleading or deceptive conduct over reviews of its properties on TripAdvisor.

The consumer watchdog alleges Meriton took steps to prevent guests it suspected would give negative reviews from receiving TripAdvisor prompts under its 'Review Express' process.

It says this was done by inserting additional letters into the guests' email addresses before they were offered for use by TripAdvisor.

The ACCC said Meriton had engaged in this conduct on several occasions, including with "the majority of guests that stayed at one of its hotels during periods where infrastructure or services failed, such as no hot

water or a lift not working".

"We allege that Meriton's conduct was a deliberate practice, undertaken at the direction of Meriton's senior management, aimed at minimising the number of negative reviews," said ACCC Commissioner Sarah Court.

"This practice was likely to create a more positive or favourable impression of the standard, quality or suitability of accommodation services provided by Meriton," she said.

In response, Meriton group general counsel Joseph Callaghan told *Travel Daily* there were notices in all its apartments inviting guests to post reviews on TripAdvisor, and the company did not agree the public had been deceived or misled.

Callaghan said the proceedings would be defended.



CLICK HERE to read travelBulletin



A GROUP of Personal

Travel Managers ventured to Queenstown recently as part of a famil hosted by Ski Express, flying Virgin Australia.

Highlights of the famil included a ski excursion at the Remarkables, zipining over treetops and a cruise aboard Queenstown's 103-year-old TSS Earnslaw.

The lucky group also dined at popular waterfront establishment Ivy and Lola's, sampling the restaurant's famous gluhwein and seafood chowder.

Pictured above readying for an adventure on the Shotover Jet are (from left): Jane Fowler, Michelle Kingston, Sarah Miller, Kim Mason, Alexa Pletherick, Michelle Schulze, Julie Painter, Karin

Christie and Philippa Williams.

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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily*'s Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Qualmark has welcomed on board three new Tourism Business Advisors: Gregg Anderson, Sandie Dunsford and Rob Finlayson.

Daniel Banens has been named Jetstar's new Head of New Zealand. Banens was most recently based in Singapore as CCO for dnata.

The Los Angeles Tourism & Convention Board has appointed Ashlee Ciora as its new Senior Director, Tourism where she will oversee strategy and programming on behalf of LA Tourism's international markets.

Kevin Skipworth CVO joins the Perth Convention Bureau as its new Chairman, replacing outgoing Chairman Ian Laurance AM who has elected to retire. Amy Hallam has also joined the Bureau as its new Senior Business Development Manager.

Metro Hotel Ipswich International has appointed Darryl McAlister as its new General Manager.

Helloworld's former Head of Product Maria Ferro has joined Jetabroad as its new General Manager Supplier Partnerships.

FCM Travel Solutions has announced the appointment of a new Global Director of Account Management. Based in the US, Scott Reddie will be tasked with building relationships with multinational clients.

Silversea Cruises has expanded its sales and marketing team for Australia and New Zealand by appointing five new Business Development Managers. New to the fold are Scott Graham, Julie Golding, Craig Farrell, Rebeka Belcher and Adam Davy.

Crown trio arrested

THE trio of Australian Crown employees detained last month on suspicion of violating Chinese gambling regulations (TD 17 Oct) have been arrested.

The Federal Government has been formally notified of their arrests after the employees spend five weeks behind bars.

Casino gambling is illegal in China and those guilty of it can spend up to three years in prison.

Verrückt pull down

SCHLITTERBAHN Waterparks will decommission and remove the Verrückt water slide from its tower in Kansas City after an accident earlier this year caused the decapitation of a 10-year old (TD 10 Aug).

"It is the only proper course of action following this tragedy," the park operator said on Tue.



Corporate Chatter

With Karen Tsolakis

HELLO everyone,

I've just returned from a wonderful five weeks in Europe. One word, WOW! It's a beautiful part of the world.

Anyway, after catching up with some industry and procurement friends I got a sense that corporates are either in full flight with RFTs, or have gone into early Christmas hibernation with many decisions still outstanding.

This week's column will touch on a topic that really gets under the skin of our Procurement brethren.

As consultants Tony and I hear varied perspectives from our customers and industry colleagues. Many different approaches and strategies

Procurement Managers hate this practice. It encourages leakage... and creates the perception the procurement team has not done its iob... 7

are used, but essentially most people on both sides of the table want to be successful in their given remit and recognised when they deliver a better result, superior services or a coveted outcome. Our role is to help them and their organisations through the complexities of tenders and ultimately achieve these.

However, there is little that can be done to repair fractures in a relationship and this example is a cracker in how to really peeve off your Procurement contact.

This is when suppliers, and I will call out hotels here, think it's a good idea to market direct to the business travellers of an

organisation they have preferred rates with, and send them emails with 'book direct & save 35%.

Procurement Managers hate this practice. It encourages leakage from the company program, can skew reporting but MOST importantly creates the perception the procurement team has not done its job and makes a mockery of previous internal communications. The Procurement Manager is blindsided, put under the spotlight and flagellated with "we can get better rates online or direct."

The small fact that this rate may actually not be available Mon to Thu, is irrelevant. The damage has been done.

Then when the hotel is called in, a typical response is "oh, it's only targeted to the leisure travellers".

Procurement is left to work harder to market themselves internally and regain credibility. The irony is that nothing is really gained by the organisation, the travellers, nor possibly the hotel itself, but the hangover has left him bruised and angry. Does the hotel then think they will be invited to re-bid or supported?

There is a much better way for

Partner with Procurement, discuss the intent to grow share and increase stickiness, but let them issue a Corporate release to say, "Procurement has negotiated new promotional rates with Hotel 'Pixie' that will save us up to 35%. Look out for an email from them for more details".

So in closing, a friendly note to Suppliers, perception is Procurement's reality and attempts to by-pass or dilute their sphere of influence, you do so at your peril. No one forgets an attempt that publicly and professionally undermines their credibility. Good luck everyone!

Karen Tsolakis is a director at Butler Caroye, joining the consultancy firm in April 2016. Previous senior roles include Head of Corporate Sales APAC at American Express Global Business Travel, Head of Industry and Corporate Sales at Qantas, Head of Corporate Services at Standard Chartered Bank in Singapore and Regional Director of Sales at FCm. Butler Caroye Asia Pacific was established in 1998 and is the region's foremost independent corporate

GBTA returns to AU

THE Global Business Travel Association (GBTA) has announced a return to Australia and New Zealand, in partnership with btTB (TD breaking news).

The pair aim to deliver education and networking opportunities to the business travel community beginning with the btTB Conference in Sydney 02-03 May, 2017, to be held in conjunction with GBTA.

"As a global organisation, GBTA is committed to delivering world-class education, events and research for travel professionals around the world," said Michael W. McCormick, GBTA executive director and coo.

"Australia and New Zealand are important markets for the business travel industry and this partnership with btTB provides us the opportunity to not only provide education to travel professionals in the region, but also to provide them with a platform through which their voice can be heard," he said.

Managing director at btTB Nigel Wardropper said he was looking forward to working with GBTA to provide a platform where travel buyers and sellers could come together to share knowledge and build valuable relationships.

"The partnership with GBTA will provide world-class content, resources and education," Wardropper said.

FCM appointment

FCM Travel Solutions has appointed Scott Reddie to the role of global director of account management, based in the company's Philadelphia offices.

Reddie has more than 16 years' experience and began with Flight Centre as a BDM for corporate travel in Brisbane in 2010 before relocating to the US in 2012.



Thursday 24th Nov 2016



TRAVEL Daily will bring you kev account moves and TMC wins. Below are recent winners (in no particular order).



Won by Orbit World Travel



Concierge Business Travel



Won by CTM

Novartis



Won by CWT

Astra Zeneca



Won by BCD

Southern Cross University



Won by STA/Traveledge

NZ hosted buyers

CONVENTIONS and Incentives New Zealand (CINZ) has put out a call for Australian hosted buyers to join its CINZ MEETINGS event 31 May and 01 Jun, 2017.

The hosted program is supported by Air New Zealand and will be open for applications from next week.

CINZ Australia Manager Sharon Auld said after 21 years the event had become known for outstanding hosting.

"MEETINGS gives buyers the opportunity to meet with their choice of around 200 exhibitors under one roof," she said.

The event will be launched in Australia at next week's PCOA Conference and Exhibition being held in Brisbane.

Peace-of-Mind Has A New Number <



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Shanghai/Hong Kong adventure



HRA. NewWorld and Cathav Pacific jointly hosted an agent famil to Shanghai and Hong Kong last month based at the NewWorld Shanghai and NewWorld Millennium Hong Kong Hotel.

The group of high performing

InterCon high tea

INTERCONTINENTAL Sydney will be starting new weekday high teas & weekend high tea buffets from 26 Nov priced from \$60pp.

CLICK HERE for the full menus.

agents who sell Cathav Pacific flights & its onward legs enjoyed three nights in Shanghai and two nights in Hong Kong.

The lucky agents pictured from front to back are Joanna Dash, where2/travel; Brooke Salter, Andrew Jones Travel; Robyn Rodick, Eden Corporate Travel; Kate Dalton, Cathay Pacific; Kristy Shute, The Appointment Group; Holly Chapman, Destinations; Kate Williams, MP Travel; Toula Liondis, Reho Travel; Michael Shneier, Sabra Travel and Craig Davies, Rosewood Hotel (HRA).

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 Variety Cruises value is AU\$7,710. To win, answer every daily question correctly and

Win a Variety Cruises experience



JQ regional boost

A NEW report has revealed strong economic growth resulting from Jetstar's regional expansion in New Zealand.

The research estimate's JQ's new routes to Nelson, Napier, New Plymouth and Palmerston North will amount in GDP growth of up to \$40m for the regions in the first year of operation.

The study went on to say that a GDP jump of this magnitude has the potential to support nearly 600 jobs across the airline's regional markets and highlights the important role of affordable airlines in growing economies.

Rocky recognition

ROCKY Mountaineer's vice president of global sales Karen Hardie has been named a 2016 Canada's Most Powerful Women: Top 100 Award Winner by the Women's Executive Network.

Hardie, who joined Rocky in 2012, has had a 30-year career in senior roles across the globe.

Horizontal Falls park

TWO new marine parks are being created at the famous Horizontal Falls in Australia's Kimberley region.

Environment Minister Albert Jacob said the move would ensure the long-term future of the unique conservation, cultural and ecotourism destination.

He went on to say the parks would "generate new tourism opportunities and ensure that tourism was sustainable and high quality" and protect the natural assets people come to like coral reefs, dugongs and turtles.

Istanbul opening

LUXURY hotel Fairmont Quasar Istanbul is set to open in Turkey on 16 Jan 2017.

The hotel will feature 209 guest rooms including 25 suites along with a Turkish-style grill and live mezze kitchen plus other restaurants, cafes and bars.

There will also be a day spa complete with a hammam, indoor pool and yoga room; CLICK HERE.



Thursday 24th Nov 2016

LATAM jv challenged

CHILE'S FNE competition regulator has deemed a pact between LATAM Airlines, American Airlines and IAG a threat to competition.

FNE believes the agreement which aims to help the airlines coordinate schedules, flights and prices could create a risk of "increasing fares and decreasing the quality of routes" due to the fact both parties would be "acting as a single economic agent, with important market participations".

The statement put out by FNE could increase the chances that Chile's TDLC anti-monopoly court cancels the deal.

FIFA 2018 queries

RUSSIAN Travel and Tours is now taking enquiries for Russia FIFA World Cup 2018 which will take place from 14 Jun-15 Jul.

The sport event will take place in 11 cities across the country. For more info email sales@ russiantravelandtours.com.au.

Abu Dhabi food fest

ABU Dhabi Food Festival will run right across the emirate from 05-23 Dec featuring MasterChef Australia's Matt Preston and dessert king Adriano Zumbo.

Unique events include desert, sea and sky-themed dining experiences, a Gourmet Golf event, a Fast Cars, Slow Food bbg and live music plus a Street Feast; see more HERE.

Mexi Lake opening

THE Mexi Lake Hotel. A Luxurv Collection Hotel, Changsha has opened in south central China. Housed in a 52-story tower, the hotel offers 310 spacious rooms, a luxury spa, four restaurants and 3,000m² of event space

overlooking the Mexi Lake.

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 at www.traveldaily.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Publisher/Editor in Chief: Bruce Piper Managing Editor: Jon Murrie Editor: Guy Dundas Contributors: Jasmine O'Donoghue, Bonnie Tai, Nathalie Craig, Jenny Piper - info@traveldaily.com.au Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au Business Manager: Jenny Piper - accounts@traveldaily.com.au Part of Business Publishing Group.

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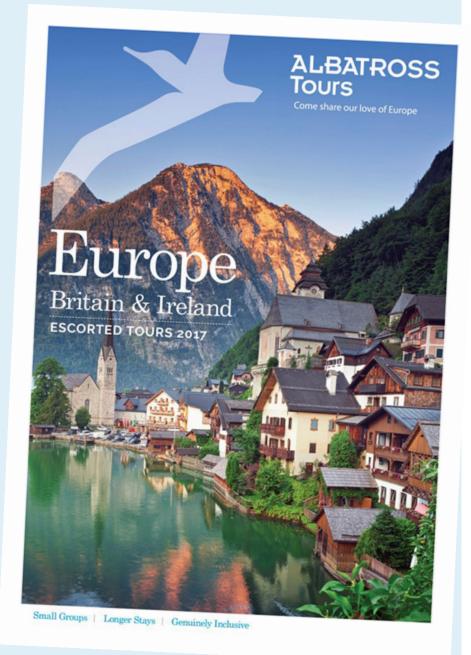




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LOVE THE THRILL OF THE HUNT? CORPORATE SALES MANAGER

BRISBANE - UP TO \$95K PKG + COMMISSION

Due to expansion this globally recognised and highly respected travel management company requires a talented sales manager to grow their corporate client base including large and SME accounts. You'll be experienced in working within the corporate market, pipeline development and winning new business through to account management and retention of clients. A generous salary package + lucrative commission structure is on offer.

EXPEDITIONS / EDUCATIONAL TRAVEL

REGIONAL MANAGER

MELBOURNE - PKG TO \$82K (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.

CORPORATE SALES – LARGE MARKET

STRATEGIC CORPORATE SALES MANAGER MELBOURNE – SALARY \$95K + BONUSES

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

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