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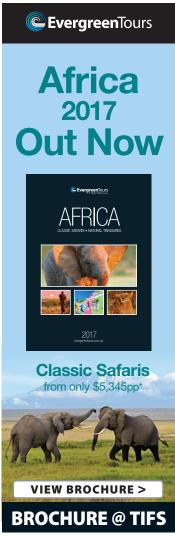




#### **Angie Howes 'Gong**

**FORMER** Helloworld head of trade marketing Angie Howes has been appointed as the marketing manager for Destination Wollongong.

More industry appointments on page six of today's *TD*.



# Insight launches fly free

INSIGHT Vacations is set to shake up the touring market, with a 'Fly Free to Europe in 2017' deal which offers complimentary economy air on all tours of 16 days or longer.

Traditionally the domain of river cruising, the Insight fly free deal is available right across the 2017 European summer season with Cathay Pacific, Etihad or Qatar while shorter tours also attract air discounts, with Economy flights priced at \$699 for tours 11-15 days and \$999 for trips less than

#### WTAAA hails Jayson

THE World Travel Agents
Associations Alliance has praised
AFTA ceo Jayson Westbury, who
has stepped down after a two
year term as chair of the WTAAA.

He's been replaced by Otto de Vries, ceo of the Association of Southern African Travel Agents (*TD* 30 Aug) who cited Westbury's "immeasurable contribution over the last two years.

"Much work lies ahead of us and I know that I can continue to count on his wisdom and guidance as we move forward".

The Alliance's most recent meeting also bestowed life honorary membership on Peter Barlow, founding delegate from the Travel Agents Association of NZ who departed the board after a decade, to be replaced by Andrew Bowman.

11 days in length.

"We want to give agents every possible reason to send their clients to Europe with us in 2017," Insight md Alex O'Connor told *TD* yesterday.

She said the operator believes there is significant pent up demand for travel to Europe in 2017 after an unsettled year, with Insight's 2017 Europe launch events filling up in record time and large waiting lists forming.

"That tells me that the demand for Europe is there when the value is right," she said.

O'Connor also highlighted expected strong demand for itineraries in the UK which have become significantly cheaper due to the improved exchange rate.

The new Insight Europe brochure also includes a range of new destinations including a Warsaw and Baltic States trip and Country Roads of Southern Scandinavia tapping into demand from repeat travellers.

The 2017 Insight program is being showcased in the **cover page** of today's *Travel Daily*.

#### Today's issue of TD

Travel Daily today has eight pages of news, including a front cover page for Insight Vacations, a photo page for APT plus full pages: (click)

- LATAM Airlines/Air Tickets
- AA Appointments jobs
- Air NZ Raro special

#### **GTI takes Texas**

**GTI** Tourism has been named as the Australian and NZ representative for Texas Tourism.

The move is effective immediately and will see GTI manage trade relations and roll out an integrated marketing, PR and social media strategy in partnership with airlines, Brand USA, Visit USA and other tourist boards to boost visitation.

The appointment follows a competitive pitch, with Texas Tourism being GTI's fifth new business win since the beginning of the year.

#### Cook Islands on sale

AIR New Zealand is offering non-stop premium economy fares from Sydney to Rarotonga from \$509, with the special deal in conjunction with the launch of NZ's Boeing 777-200 flights on its direct Cook Islands service.

For details see the last page.

#### LATAM incentive

AIR Tickets has launched new incentive offering gift cards for every Economy and Business class ticket sold on LATAM this month.

Ten agencies will also win a \$1000 gift card and there are also three pairs of Economy tickets to South America for the top sellers.

The promotion is open to members of helloworld branded, associate, business and My Travel Group as well as Air Tickets customers - see page nine.







**SYDNEY** 12/09/2016 **MELBOURNE** 14/09/2016 **BRISBANE** 16/09/2016



Thursday 8th September 2016



#### ITP eNett pact

**THE** International Travel Partnership of TMCs has announced a partnership with eNett to expand the use of virtual credit card payments across the ITP global network of 59 travel management providers.

ITP director of products & services, Virginia Palla, said supplier payments take up a huge amount of time and resources which can be better spent dealing with customers.

She said eNett Virtual Account Numbers "provide the perfect solution, automating the process and integrating with existing booking and payment systems".

eNett founder Anthony Hynes said the company's analysis had revealed the huge cost of manual reconciliation and related functions, while VANs also help minimise the risk of fraud.

#### Call it Arabia!

THE Abu Dhabi Tourism & Culture Authority is urging the travel industry to help influence consumer habits by changing the way they refer to Abu Dhabi's location, using 'Arabian Peninsula' rather than the 'Middle East'.

The organisation said it recently conducted a survey to find out if people would be more inspired to visit Abu Dhabi based on description, with a whopping 62% favouring Arabian Peninsula over just 4% support for the Middle East terminology, while 34% did not think it mattered.

# Sydney second cruise slot

A LACK of Sydney Harbour capacity during the exceptionally busy cruise wave season could be addressed as early as 2017 by a secondary time slot at the Overseas Passenger Terminal. according to Philip Holliday, chief operating officer of the Port Authority of NSW.

Speaking at today's Australian Cruise Association Conference in Sydney, Holliday said the move would see the arrival of the first ship shifted earlier, allowing for a second ship during the evening.

#### NZ puts 777 on Cook Islands route

AIR New Zealand this morning announced the deployment of its three class Boeing 777-200 aircraft on the direct Sydney-Rarotonga route.

The move is effective 31 Mar 2017 and will see the introduction of a premium economy cabin as well as lie flat Business Premier beds and the unique Air NZ Economy Skycouch.

NZ acting gm Australia, Blair Catton, said the 777-200 will increase seat capacity on the route by more than 30%, with the new product an "exciting proposition for Australians wanting to visit the Cook Islands".

Cook Islands Tourism Corporation ceo Halatoa Fua said Aussie visitor arrivals are up 16% so far this calendar year.

"Because there's limited infrastructure at the moment, we've got to try and get more out of the existing infrastructure," Holliday told TD.

He said there were "a whole heap of challenges" to overcome, mainly revolving around staffing to accommodate two ships a day.

Not giving away names, Holliday said all the lines are showing interest, "but to varying levels.

"The ones that are most positive are the smaller ships because it's not as time-critical for them and they have more flexibility."

For more from the conference see p4 and today's Cruise Weekly.

#### QF boosts Jet pact

**QANTAS** has confirmed details of its codeshare expansion with Indian carrier Jet Airways (TD yesterday) - and as well as more codeshare flights to India via Hong Kong.

Still subject to regulatory approval, the Qantas code will be available on 9W flights between Singapore and Chennai, Hong Kong and New Delhi from 01 Oct, and from 15 Oct on the Bangkok to India flights.

Tickets for the new routes are on sale now, and increases the number of codsehare services on the airlines from 28 to 77 return services a week.

#### **Contiki Ltd Edition**

**CONTIKI** has just launched 'Munch, Snap and Boutique Local', a trio of limited edition itineraries that tap into three millennial mega-trends.

The new trips are tailored to small groups of 25 young foodies, aspiring photographers and Gen-Y wanderers.

'Munch' offers foodie focused trips with the new nine-day journeys covering Rome, Florence, Barcelona and France departing on 27 May & 16 Sep priced from A\$350pp per day.

Nine-day 'Snap' journeys will follow routes selected for aspiring photographers across Berlin, Dresden, Prague, Salzburg, Ljubljana and Venice with departures on 20 May and 09 Sep priced from A\$337pp per day.

And twelve-day 'Boutique Local' tours provide 'Do it like the locals' itineraries with higher end accom and experiences in Spain and Portugal with departures on 10 May, 28 Jun and 23 Aug starting at \$368pp per day.

Managing director of Contiki Australia Katrina Barry said the new programs provided an answer to young travellers who were "more demanding than ever" with their key motivation to discover new and authentic experiences.

Social media "influencers" will also be joining the journeys to share their knowledge and tips.

The program was launched at a Sydney event last night - see p3.

planned cooperation on flights via Bangkok the pact will also include

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Travel Daily
First with the news

Thursday 8th September 2016





HURRY! Carnival Legend Industry Rates.
23SEP16 - 17 Nights - Honolulu, Papeete,
Bora-Bora, Suva, Noumea, Sydney.
Inside Cabin fr \$580\* pp incl taxes & port charges.
\*Conditions apply.

**CLICK HERE for further details** 

## **Contiki Legends in Sydney**



CARRIAGEWORKS came alive last night as the third instalment of Contiki Legends got underway to celebrate what's new in Europe for 2017 and launch the innovative 'Limited Edition Summer Series', more info p2.

Amongst the crowd were many celebrities, influencers, agents and trade partners who were

lucky enough to bag the hottest ticket in town.

Pictured L-R: Casper Urhammerceo of Contiki; John Veitch, ceo TTC Australia; Katrina Barry md Contiki Australia; Tom Walley, Flight Centre Travel Group exec gm; Sean Martin, md Student Flights and Chris Brandon-Flight Centre Brand Product Leader.

#### **APT Kimberley 2017**

APT'S Kimberley Wilderness Adventures has debuted their new 2017 program with a choice of 15 itineraries: eight 4WD Adventures, four Cruise Adventures and three Land and Cruise Adventures.

The most popular itinerary is the 15-day Kimberley Complete priced from \$9,695pp twin share which takes guests across the remote northerly part of WA.

Agents can now offer clients APT's new 'Fly Free' SuperDeal valid on all Sep departures of Kimberley Complete.

Browse the new brochure **HERE**.

#### **Captain Cook Melb**

**CAPTAIN** Cook Cruises will be running a Melbourne Cup lunch cruise on Tue 02 Nov on board *Sydney 2000*.

Prices are starting at \$129pp and include a three course menu plus a welcome drink.

Phone (02) 9206 1111.



## Window Seat

IN CELEBRATION of Scoot's inaugural Singapore to Jaipur route which commences in 02 Oct, the low-cost carrier has unveiled the name of its latest Boeing *Dreamliner* - The KamaScootra.

India chief for Scoot, Bharath Mahadevan said the no-frills carrier wanted a name with an Indian connection - something quirky and funny.

Lets just hope the name which pays homage to the ancient Indian textbook to lovemaking - doesn't inspire its pax to join the mile high club.





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# Travel Daily

on location at the

#### **ACA Conference**

Today's issue of TD is coming to you courtesy of the Australian Cruise Association, which is hosting its 20th anniversary conference in Sydney this week.

THE Australian Cruise
Association, which focuses on
the inbound cruise sector in
Australia, kicked off its annual
conference last night with
delegates from across the globe.

Sessions at Sydney's Four Seasons Hotel will today include a keynote address from Crystal Cruises ceo Edie Rodriguez, while other presenters include Captain Michael McCarthy who is chair of the ACA's continental counterpart Cruise Europe.

Ted Blamey from Chart Management Consultants will look at the Asian cruise region and Debbie Summers, recently appointed chair of Cruise New Zealand will also take the stage. Full details in today's issue of

Cruise Weekly.

# Amex launches new travel card

AMERICAN Express has released a new 'Explorer' credit card targeting Australians with a yen to travel, with bonus loyalty points, airport lounge access, an annual \$400 travel credit and smartphone screen insurance.

Offering up to two Membership Rewards points for every \$1 spent on eligible purchases, the product has also launched with an introductory offer of 100,000 points.

Reward points can be used with eight partner airline programs as well as redeemed for gift cards from retail partners or even used to pay charges on the cardholders' Amex statement.

Amex vice president of consumer products Australia/NZ, Austin Huntsdale, said the majority of cardmembers use points for travel, either to pay for a portion or the whole cost of their holiday.

Of those who book via American Express Travel Online 66% convert their points to air travel, while the remainder use them for hotels.





THESE plaques are set to go "straight to the pool room," after being presented by The Australian Cruise Association (ACA) at the opening of its annual conference in Sydney last night.

Destination NSW and the Ports Authority of NSW presented at the "Flavours of NSW" cocktail party in the Cargo Hall of the Overseas Passenger Terminal, with more than 25 food and beverage producers from across the state offering their wares.

NSW Parliamentary Secretary for Major Events and Tourism, Jonathan O'Dea, officially welcomed delegates, saying "as one of the world's most dynamic and cosmopolitan cities, Sydney continues to position itself as the gateway to Australia, offering travellers an abundance of pre and post cruise ship options".

Conference sessions opened this morning, hosted by former Tourism Australia md Andrew McEvoy from Fairfax, who is also a director of Sealink.

Pictured above at the plaque presentation are, from left: ACA chairman Stephen Bradford; Grant Gilfillan, ceo of Sydney Ports; Jonathan O'Dea, MP and ACA ceo Jill Abel.

Inset is Karen Christensen, recently named as md and senior vice president of Crystal Cruises Australia with Crystal president and ceo Edie Rodriguez and Kylie Taylor of Inchcape Shipping.

More pics from the event at facebook.com/cruiseweekly.



The French cruise line PONANT operates the youngest fleet of expedition small ships. As the World's leader in luxury expedition cruises, PONANT sails to the majestic glaciers of the Arctic and Antarctic and also offers relaxing itineraries in the Mediterranean or Caribbean and journeys of discovery in Asia, the Pacific & Russia.

#### PART-TIME CRUISE CONSULTANT

We are seeking an experienced Cruise Consultant to join our Sydney based Contact Centre 3 days a week. Reporting to the Call Centre Manager, this role is accountable for delivering exceptional service to our trade partners and guests and offers an opportunity to make the move from wholesale or retail to own a brand. Strong sales and service background essential along with travel consulting experience in the expedition, luxury or cruise space.

Confidential applications to philippa@alexander-associates.com.au | 0404 842 384
No agencies please

# VOYAGES of DISCOVERY





#### **Multilingual FIDS**

**SYDNEY** Airport has started rolling out new multilingual flight information displays (FIDS) (pictured below) in up to 13 languages within its T1 International terminal.



The new look FIDS and updated hardware, which have been launched in response to passenger feedback, feature bolder colours, larger font and a more "intuitive display" to assist readability and wayfinding.

The airport has already received such a positive response that they are considering expanding the refresh to other terminals.

#### QF Samsung ban

**QANTAS** is banning pax from charging Samsung Galaxy Note 7 phones on flights following a global recall of the device.

The carrier said it was a safety measure due to concerns devices containing the faulty battery could catch fire on board.

The recall was put out on 02 Sep after 35 incidents involving the device and faulty batteries.

#### **DestinationQ** rego

**TOURISM** leaders are invited to register for Queensland's largest tourism forum. DestinationQ which will be held in Mackay on Tue. 25 Oct.

The forum will explore ways to continue to grow Queensland's tourism economy.

Discussions will be framed around five topics: transport and connectivity, workforce skills and quality, digital experiences, leveraging and optimising events & infrastructure and investment.

"We want to position ourselves to capture our share of the growing tourism market, particularly the booming Asian market," Tourism Minister Kate Jones said.

**CLICK HERE** to register your interest in attending.

#### **Qatar In 24 Hours**

**QATAR** Airways and CNN International Commercial are joining forces for a second season of the travel show, In 24 Hours, an 'insider's guide' to exciting destinations across the globe.

Hosted by Australian presenter James Williams, the new series is designed to deliver practical advice to travellers.

This time around the program will include Los Angeles, London and Shanghai.

To check out the episodes online CLICK HERE.

#### **Helpdesk Executive**

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To apply send your application to pacifichr@travelport.com with the position title in the subject. Only shortlisted applicants will be contacted. For more information contact Molly Tierney, Human Resources Coordinator on +61 2 9391 4000.



### **Centre strip Great rates**

LINQ

## **Bollywood style with Scenic**



**SCENIC** invited a lucky group of six of its Diamond Elite travel agents to explore India.

Highlights included seeing the India Gate, Staying in the luxurious hotel Oberoi Amarvillas, exploring the Taj Mahal at sunrise and enjoying a brand new Scenic Enrich experience: high tea inside the residence of the Royal Family Jaipur, an area not normally accessible to other tourists which overlooks the Old City.

Their tour wrapped up in Gurgaon with a village Jeep safari and a unique Bollywood-style stage show.

Pictured are: Cathy Donaghy, helloworld Strathpine; Kiara Sinclair, Scenic; Deb Long, Weston Cruise & Travel: Ann Thornurn-Rann, helloworld Miranda: Kate Arnold, Sylvania Travel; Amanda Todd, Scenic; Rachel Horsting, Sorrento Quay Travel & Cruise, Scenic Tour Director.

#### CATHAY PACIFIC

#### **Business Development Executive, QLD** (Permanent role, 3 years, includes generous travel benefits)

Cathay Pacific Airways has an exciting and rare opening in our Brisbane Sales team. We are looking for an experienced **Business Development** Executive for our Brisbane Sales office. The purpose of this role is to generate revenue from accounts of high value for Cathay Pacific, in line with state objectives. You will be responsible for identifying and developing key accounts based on value, and maintaining effective relationships with these accounts. You will actively participate in projects to improve the Brisbane Sales team and represent the business as required.

#### The successful candidate must demonstrate the following:

- Extensive experience working in travel or a travel-related industry
- · At least 3 years in a similar business development role
- · Proven ability to achieve sales revenue targets
- Proven ability to identify key incremental revenue opportunities
- Has the capability to work autonomously
- Analytical and problem-solving skills
- Excellent negotiation, presentation and communication skills
- Excellent IT literacy, including use of Microsoft Outlook, Microsoft Office, Shepherd/Salesforce

If you have the above skills and experience, please submit your application via our website, here.

Applications close Sun, 25 Sept. Applicants must have the right to live and work in Australia to be considered.

An assessment centre for short listed candidates will take place on Thurs, 6 Oct.



## Outrigger Fiji service award

**OUTRIGGER** Fiji Beach Resort general manager Peter Hopgood has won *HM Magazine's* Ashley Spencer Service to the Hospitality Industry Award.

It is the first time that the award has been won by a Fijian resident, with Hopgood commenting that he was both honoured and humbled to have been recognised.

"You enter the hospitality industry because you are passionate about what you do and to be acknowledged in this way is just incredibly rewarding," he remarked.

Pictured above is Peter



Hopgood from Outrigger Fiji Beach Resort with editor-in-chief of *HM Magazine* and founder of HM Awards, James Wilkinson.

#### Air Serbia promo

IN CELEBRATION of the new spring season, Air Serbia has released special fares for trips between Australia, Belgrade and the Balkans.

Additionally, prices between Australia and greater Europe have also been slashed, with return tickets ex Sydney and Melbourne to Berlin priced from \$1,026.

Fares are valid from now until 09 Sep and the travel period is from 18 Sep to 06 Jun 2017.

Blackout periods and peak travel surcharges apply.

Call 1300 722 499 to take advantage of the special.

#### **Thredbo Festival**

**THE** 'One Hit Wonder Mountain Festival' kicked off at Thredbo ski resort this week.

Running from now until 10 Sep, free entertainment and live music is on offer for all resort guests.

Complimentary buses between Jindabyne and Thredbo are available via the e-store, with a full schedule of events and packages available at onehitwonderevent.com.

#### **Amex Xmas picks**

ASPEN, Whistler and the Nothern Lights in Yellowknife are the top Christmas getaways that Aussies are looking to book this year, according to new insights published by American Express.

Other international hot-spots identified by the study include Los Angeles and Miami, London, Rome, Singapore and Hong Kong.

The top domestic getaways recognised are Sydney, Melbourne and Brisbane.

#### **Book & Save rail deal**

**BOOK** a Eurail pass before 29 Sep through International Rail to receive free travel days.

Up to two extra travel days are available on the Eurail Global Flexi Pass, with the ticket to allow for unlimited journeys on national networks including both highspeed and local trains through 28 European Countries.

Passes can be validated up to Sep next year and are on offer for adult, youth and saver fares.

For more details phone 1300 387 245 or **CLICK HERE** to access the promo.



# 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.

Former Natural Focus Safaris/African Wildlife Safaris marketing manager **Praful Albuquerque** has had a career change, moving out of the travel industry to join **Raine & Horne Project Marketing**.

Former AAT Kings Managing Director **Anthony Hayes** has been appointed the new Sydney-based Chief Executive Officer of **FantaSea Cruising**. He will commence the role from Dec.

**Intrepid Group** has welcomed **Kate Parker** to the fold, who has joined the team as its new PR Manager Australia and New Zealand.

**Dimitri Courtelis** has been named **airberlin's** new Chief Financial Officer effective from 15 Sep. Courtelis joined airberlin in Nov, where he held the role of Deputy Chief Financial Officer.

**The Lido Group** has announced the appointment of **Belinda Morris** to the position of Area Sales Manager. Morris was previous with AMEX GBT as a Client Manager and Pan Pacific Hotel Group as Director of Business Development - Industry Partnerships.

**Shelley Eastwood** of **Heritage Hotel Management** has been internally promoted to the role of Director of Sales, Conference and Incentives. Eastwood will be spear-heading strategy for the MICE market.

New to the **Exhibitions and Trade Fair** team is **Paul Wang**, who has taken a role as an Account Manager and Sales Executive.

The Sabre Corporation has this week announced the appointment of Jerome Thil to the role of Vice President of Marketing for Sabre Travel Network Asia Pacific. Thil will be based in Singapore.

**Andrew Gay** has joined **Amadeus**, where he will be taking on the role of General Manager for New Zealand and the Pacific Islands. Gay will be part of Amadeus' IT Pacific's management team.

Carole Smith has been elected as the new President of the Australian Timeshare and Holiday Ownership Council. She is currently serving as the COO of Classic Holidays.

Acclaimed chef **Sean Marco** has joined **Crown Towers Perth** as its new Executive Chef. Marco has previously cooked for Queen Elizabeth II and has worked at renowned Michelin starred restaurants and set up several new restaurants and dining rooms.

**OAG** has expanded its leadership team, this week naming **Mark Clarkson** as its new Executive Vice President of Product Management. Clarkson brings to the table over 15-years experience in consulting and development express across the airline, airport and travel markets.



## ATTENTION TRAVEL CONSULTANTS LOOKING TO RELOCATE TO MELBOURNE

Aurora Travel is a boutique travel agency in the beautiful bayside suburb of Middle Park specializing in designing unique holidays for our lovely clients.

We are looking for an experienced consultant to join our friendly team. Importantly you need to love travelling!!!!

As a Magellan agent with a high end client base we are offered lots of beautiful educationals and it is our policy to avail ourselves to as many as possible

After all one of the first questions our clients ask us is "have you been there?" We believe first hand product knowledge is invaluable.

So if you are looking to make a move and are keen to expand your travel experiences and share them with our clients please contact Judy on 0412606539 or info@auroratravel.com.au



Thursday 8th Sep 2016

## **Agents Set Sail on APT Small Ship Adventure**

ISLAND hopping around Greece, dancing the night away on deck in Dubrovnik and cruising through the Corinth Canal – these are just a handful of the unforgettable experiences that APT laid on for two groups of lucky agents recently. The double famil showcased some of the highlights of APT's 15-day Adriatic & Aegean Odyssey Small Ship ocean cruise to the two groups of Aussie agents over two weeks.



CRUISING into Mykonos Marina Gerakiti, helloworld Hornsby; Lindia Hicks, RACQ Travel Maroochydore; Lyn McNaught, Lyn McNaught Travel; Leanne Reilly, Travelcentre Bendigo; Jacki MacWilliams, Meridian Travel; Janene Pendleton, helloworld Drummoyne; Lynn Druckmann, Flight Centre Mt Ommaney; Scott Ellis, APT.

Sailing aboard one of APT's own fleet of three boutique-sized vessels, the MS Island Sky, with around 100 other guests, each group was treated to the company's sought after fully inclusive small ship experience. Due to the boutique size of APT's cruise ship, the group was able to sail into ports and experience destinations that remain inaccessible to larger ocean liners.

The back-to-back famils commenced in Athens, with APT's Scott Ellis and Graham Werner hosting the first group of lucky agents as they spent six days sampling Greek island hopping at

Stopping first in Gallipoli to relive the ANZAC legend, the group then visited Lesbos, Ephesus, Delos and Mykonos before sailing back to Athens. Highlights included being welcomed by locals on the island of Lesbos, where the group enjoyed an exclusive after hours tour of the olive oil museum, followed by a home cooked dinner al fresco and dancing with the islanders in the courtyard; and the chance to explore one of the most important historic cities in Greece on Delos.

The second group was hosted by APT Business Development

Managers Georgina Symonds and Jacinta Crisp, boarding the same ship and sailing from Athens to Venice. A special highlight was cruising the Corinth Canal – which is just 21.3m wide and only navigable by small ship – followed by a stop at the sacred site of Delphi. The group also sailed across the Bay of Kotor in Montenegro, before cruising the Croatian coastline. Other highlights included an evening in Korcula & seeing the stunning waterfalls and 16 terraced lakes that make up Croatia's Plitvice Lakes National Park.

To find out more about APT's Small Ship programs for 2017 and 2018 call 1300 196 420, visit aptouring.com.au or see your local business development manager.



AGENTS at The House of the Virgin



APT'S Jacinta Crisp walked 1,500 steps to take in the stunning views



overlooking Kotor Bay.



AGENTS dining under Acropolis.

**AGENTS** sailing the Corinth Canal.



APT'S MS Island Sky just outside of Dubrovnik.



VIEW of the Acropolis in Athens.



JACKI MacWilliams, Meridian Travel and Leanne Reilly, Travelcentre Bendigo enjoying Delos.



## We will, we will rock you!



A GROUP of agents were treated to a musical extravaganza last week, with Royal Carribean hosting them to a special viewing of We Will Rock You in Melbourne.

The musical, which is based on the songs by rock legends Queen, also features onboard Quantum class Anthem of the Seas.

#### **Bangkok Avani hotel**

**AVANI** Riverside Bangkok Hotel in Thailand has offically welcomed its first guests.

The 26-storey, 248-key property offers a rooftop bar and pool, a number of dining options and a fitness centre.

#### **IHG** chocolate fest

**INTERCONTINENTAL** Sydney has partnered with NOVA Entertainment to present the smooth Festival of Chocolate.

Held at The Rocks on 10 and 11 Sep, guests staying at the InterContinental Sydney will be granted access to tickets to the VIP Cruise Bar rooftop event for "an indulgent insider experience".

All guests will receive a chocolate treat on arrival.

Pictured above are: Peter Heathcock, National Network; Kirsty Jensen, Cruise Republic; Hayley Bayford, Journeys by Design; Belinda Gallenti, Travel Insights; Emma Hardy, Flight Centre; Cameron Mannix, RCCL and Cruiseabout's Shaun Abblitt and Jaimes Aik.

#### CX A350 to Mel

**CATHAY** Pacific will be bringing an A350 service to Melbourne from 01 Feb.

The Victorian capital will be the first in the country to sample the new wi-fi enabled aircraft, with the A350 scheduled to fly on the CX105 route - one of its three daily services between Melbourne & Hong Kong.

Group gm Southwest Pacific Nelson Chin said it was really exciting to be introducing the Airbus A350 into Melbourne.

"I know people are going to love the quieter, more comfortable inflight experience with larger windows and new seats."

In Mar, CX will also introduce a Boeing 777-3000ER aircraft on the second daily flight from Melbourne to Hong Kong.



#### Russia early bird

**EASTERN** Europe Travel/Russian Travel Centre has launched a series of early bird discounts on five of their 2017 itineraries.

These include top five sellers: Russia a la Carte, Capitals of the Baltics. Romania in Depth, Warsaw/Krakow and the Premium First Class Trans-Siberian/Mongolian rail program.

A 5% discount is available for all journeys booked and deposited by 30 Sep, plus fares will be charged at the 2016 price.

For full details or to avail the offer call 1300 668 844.

#### Canada eTA update

**AUSTRALIANS** and Kiwis who are Canada-bound will no longer be able to travel without a valid **Electronic Travel Authorisation** (eTA), when the leniency period draws to a close 29 Sep.

Destination Canada are advising travellers to beware of nonofficially eTA websites and to only use the official Government of Canada Website when applying.

An eTA will be charged at CA\$7 (AU\$7.08), and in most cases the application is granted within minutes of submitting.

More info available **HERE**.



This month in Travel Daily, Rail Europe GSAs are giving you the chance to win in conjunction with Swiss Travel System

The prize is a trip for two including:

- 2 x Eurail Global Passes
- 2 x Eurostar Standard Tickets
- Hop on hop off bus tickets in two cities of your choice
- 4 nights accommodation in the city of the winner's choice

To win, answer each daily question correctly and have the most creative answer to the final question. Send your entries to rail@traveldaily.com.au

Q6. What is the cost of a Swiss Family Card?



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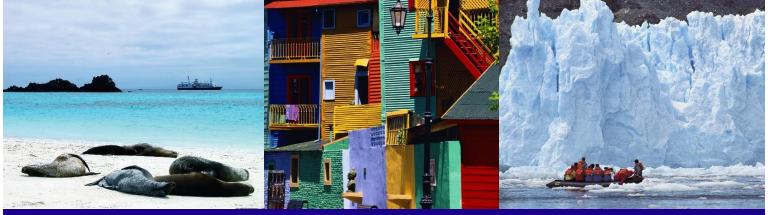


# Sell LATAM in September and be a winner! Three agents can win 2 x Economy tickets to South America for themselves and a companion

PLUS - 10 Agencies will win a \$1000 Gift Card

- \$150 Gift Card will be rewarded for every Business Class ticket sold
- \$50 Gift Card will be rewarded for every economy class ticket sold

Incentive Period: 05 September – 02 October 2016



Terms and Conditions: Valid on all LATAM sales ex Australia ticketed via Air Tickets, Smart Tickets or self plate between 05 September – 02 October 2016. Major Prizes: 3 Top Selling agents will win as follows; (1) Agency with the most LA sales revenue over the promotion period (2) Agency that demonstrates the most growth in LA sales versus the corresponding period in 2015 (3) Agency nominated by LATAM that has strongly supported LA and South America as a destination during the promotional period and over the past 12 months. A minimum of \$5000 in LA sales revenue during the incentive period is required to qualify for the major prize. Travel must be completed by 30 June 2017. Taxes & surcharges are not included and a service fee of \$50.00 per ticket applies. Secondary Prizes; (1) Top 5 agencies in sales revenue and top 5 agencies in terms of sales growth over the incentive period will each receive a \$1000 Gift Card. (2) Every Business Class return ticket issued will earn a \$150 Gift Card (first 100 tickets issued) (3) Every Economy Class return ticket issued will earn a \$50 Gift Card (first 200 tickets issued). Infant, group bookings and cancelled/refunded tickets are ineligible. FBT implications are the responsibility of the winning consultant. Sales will automatically be tracked by helloworld. LATAM Airlines and helloworld reserve the right to cancel or alter the conditions of the incentive at any time. This incentive is open to members of helloworld Branded, Associate, Business, My Travel Group and Air Tickets customers.







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#### \*NEW\* REPRESENT LUXURY

TRAVEL INDUSTRY BDM BRISBANE - SALARY PACKAGE UP TO \$70K

We are searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

#### FLUENT IN MANDARIN?

TRAINING TRAVEL COORDINATOR MELBOURNE – SALARY TO \$80K (DOE)

One of the leading suppliers to the tourism industry, this innovative company is seeking an experienced Training Coordinator. Responsibilities will include planning, cocoordinating & directing training & staff development programs utilising both internal & external resources. Overseeing the effective development, implementation & delivery of training programs, evaluating work processes to determine strategies which provide greater productivity.

#### REPUTABLE TRAVEL COMPANY

PERSONAL ASSISTANT

MELBOURNE - SALARY TO \$70K - \$75k (DOE)

Reputable Travel Company are currently seeking an experienced Personal Assistant to provide administrative support to both the MD and GM. In addition to general PA duties, you will also assist with the management of the Reception and Boardroom areas. To be considered for this position, applicants MUST have experienced working as a Personal Assistant at a GM / MD level. Sensational employee benefits on offer.

#### **GUIDE AND MOTIVATE**

HEAD OF RESERVATIONS – WHOLESALE SYDNEY – SALARY PACKAGE \$80 + BONUS

This successful well established wholesaler have a very rare vacancy in their city based team leading the reservations team. We are looking for a strong but personable leader who can bring their strong coaching and mentoring skills to a group of experienced reservations consultants, if you have a proven record of increasing sales through strong coaching methods we want you, please send your CV today, interviews commence next week.

## JOIN AN INDUSTRY LEADER FINANCIAL CONTROLLER

AUCKLAND - EXECUTIVE SALARY PKG

Our client is looking for a Financial Controller to manage their financials & optimise financial return. Join this leading hotel group and be responsible for leading the Finance team, budgeting, forecasting, monthly financials, decrease costs, yield & revenue management, reporting & other tasks as required. Executive salary, benefits & discounts on offer. Previous exp. in hotels as a Financial Controller, hands on operational finance & managerial experience required.

#### **LEAD & DEVELOP**

**DIRECTOR OF SALES** 

BRISBANE - \$110K + SUPER + BONUS ++

Are you a creative & innovative Director of Sales? Our client is looking for a dynamic leader to join their team to develop & manage the sales team, implement sales strategies & campaigns across all segments, budgeting & forecasting, all to maximise revenues across the hotel. Executive salary package on offer. Experience as a Director of Sales, track record leading a successful sales team along with great communication, presentation & negotiation skills required.

#### **INTERVIEWING NOW**

CORPORATE SALES MANAGER
MELBOURNE, SYDNEY – SALARY \$ 140K CIRCA

This leading travel management company is looking for an experienced & driven BDM to join their SME 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.

#### MID AND BACK OFFICE EXPERTS

PRODUCT MANAGER - TECHNOLOGY SYDNEY -SALARY PACKAGE TO \$95K

Our client a Global Supplier to the Travel Industry have an opening within their product area responsible for managing the mid and back office portfolio of products, gathering current and future product requirements and ensuring these are communicated to internal and external stakeholders. You will have project management experience, strong GDS knowledge and have strong problem solving skills, great salary and future career opportunities available.

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

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# You say premium, we say step this way

From 31 March 2017, we will be flying our Boeing 777-200 on direct services between Sydney and Rarotonga, offering award winning interior products including our Premium Economy seats. This service will increase seat capacity on the route by more than 30% and will be an exciting product offering for Australians wanting to visit the Cook Islands.



Extra seat recline with an extendable foot support and individual armrest



Delicious inhouse chef-designed menu choices matched with New Zealand wines



Noise cancelling headphones and amenity kit to make the journey more comfortable



Receive two priority checked bags (up to 23kg each) and two carry-on bags (up to 7kg each)