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EXCELLENCE IN TRAVEL



VA IASC clarification

VIRGIN Australia has withdrawn its application with the Int'l Air Services Commission (IASC) for capacity renewals on the Fiji, Vanuatu and New Zealand routes (**TD 12 Jul**) to be operated by a wholly-owned subsidiary.

VA has also nominated that its flagged wholly-owned subsidiary for the USA and Samoa routes is for Tigerair Australia, trading as Tiger International Number1.

Similarly on newly requested capacity on Italy & Samoa routes (**TD 11 Jul**), Virgin Australia has nominated Tigerair Australia as a possible service operator.

Partners celebrate

MOBILE travel group Travel Partners is celebrating its buyout by the Flight Centre Travel Group late last week, with the company reiterating that it's still the "same Travel Partners".

See the **cover wrap** and **page two** for more details on the deal.

Million dollar stars shine

TOP-SELLING agents in the inaugural Global STARS rewards program have broken the million-dollar sales barrier for the first time, earning top honours at a glittering event in Perth on Sat.

Five agents were admitted to the "Millionaire's Club", having set new records since the merger of the Qantas Holidays Global Achievers and Sunlover Holidays Stars reward programs.

Helloworld Travel group general manager of wholesale Gregory Lording said the merger of the brands into a single scheme had allowed agents to achieve new levels of sales status.

"Before we didn't have anyone near a million, but things have really increased," Lording said.

"It's a new tier, and competitive people wanted to get up there."

The Global STARS program now acknowledges sales from across the Helloworld wholesale brands, including Qantas Holidays, Viva!

Holidays, Sunlover Holidays, Rail Tickets, Ready Rooms, The Cruise Team, Territory Discoveries and Insider Journeys.

Lording said this had given agents greater selling potential and allowed them to be rewarded for their sales across the entire stable of brands.

A total of 170 agents were honoured in the Global STARS program on the weekend, including 15 from New Zealand for sales under the Go Holidays wholesale brand.

The agents were treated to a series of famils in Western Australia, visiting locations including the Kimberley, the Coral Coast and Margaret River.

The awards were announced at a gala dinner held at Crown Towers Perth, where Lording revealed next year's event would be held on Hamilton Island in Qld.

See more coverage on **page five** and visit **FACEBOOK** for pics.

Mantra acquires Art

MANTRA Group has entered into an agreement to purchase The Art Series Hotel Group for approx \$52.5 million (**TD** breaking news), with the sale likely to be completed by the end of the year.

The Art Series group consists of seven luxury 4- and 5-star hotels - The Watson in Adelaide, SA; The Olsen in South Yarra; The Larwill & The Blackman in Melbourne; The Cullen in Prahlan; The Chen in Box Hill in Vic and The Johnson in Spring Hill, Queensland.

"This acquisition enhances our portfolio & we have arrangements in place that should deliver new Art Series properties in the future," Mantra Group chief exec Bob East said this morning.

Today's issue of TD

Travel Daily today has seven pages of news, a **Travel Partners** wrap & plus full pages from:

- Albatross Tours
- AA Appointments jobs

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SILVERSEA EXPEDITIONS

What's Left for 2017

EARN A \$100* GIFT CARD

When you make any new bookings for travel in 2017.

Valid for new bookings made between: 17 Jul & 8 Sep '17

TAUCK 

Discover more!

*conditions apply

FCTG buys Travel Partners

FLIGHT Centre's acquisition of Travel Partners (**TD** breaking news Fri) sees the company finally establish a beachhead in the home-based agency sector, after previous attempts were stymied at the last hurdle.

It's understood that Flight Centre was keenly pursuing MTA Mobile Travel Agents last year, but the efforts were frustrated when Helloworld Travel Limited paid \$14 million for a 50% stake in the group (**TD** 21 Oct 2016).

The agreement to purchase Travel Partners from founder Jeff Hakim came just a few days after a similar deal for the acquisition of New Zealand-based broker group Travel Managers - unrelated to the Australian business of the same name which is owned by NZ's House of Travel.

Flight Centre md Graham Turner said the Travel Partners purchase would give the firm a "low risk and low cost entry to Australia's home based agency sector."

"Travel Partners is an established business with a proven operational model in this sector and a strong and

expanding network of travel experts and member agencies.

"We look forward to working with the Travel Partners team to help grow the business and to expand in this home-based sector which is growing rapidly," he said.

The price for the acquisition was not revealed, with a statement confirming Travel Partners generated about \$70 million in TTV over the 2017 financial year.

The Travel Partners website currently lists a total of 25 locations, including mobile agents and company owned stores in Kent St Sydney, Padstow, Newcastle and Taree.

Hakim will continue to run the business from its offices in the Sydney CBD, and in addition to an upfront payment, the deal includes a performance-related component which will see him receive additional payments if the business achieves future growth targets.

Interestingly, prior to founding Travel Partners in 2011 Hakim set up the Australian TravelManagers business in 2005, selling it to House of Travel two years later.

DoubleTree TSV

TOWNSVILLE City Council has inked a Memorandum of Understanding to negotiate with Hilton Hotels and Focus Pacific Pty Ltd to develop a DoubleTree by Hilton hotel in the city.

The proposal is for a 4.5-star, seven-storey, 175-room hotel as part of Townsville's new stadium in the city's Priority Development Area (PDA), slated to open in 2020, the *Townsville Bulletin* reports.

Hilton Hotels' vp development Australasia Rob Scullin said "we see a great opportunity to establish a premium hotel alongside the new stadium and in close proximity to the walkways, cafes, restaurants and the entertainment precinct the council is planning for the PDA".

Whitaker joins MTA

MOBILE Travel Agents - MTA has announced the appointment of Vanessa Whitaker as head of product.

Taking the role immediately, Whitaker's career experience includes previous positions at TripADeal, Air Tickets, Jetset Travelworld and Globus.

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*Conditions apply



MATTHEW CAMERON-SMITH, MANAGING DIRECTOR

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WINDSTAR CRUISES

ASIA | 14 DAY SALE

Voyages starting from **\$1,603*** pp twin share

SALE ENDS 13 AUGUST
Unless sold out prior

More Info!

*conditions apply

First QF 787 coming together



THE first Boeing 787-9 Dreamliner to join the Qantas Group fleet has moved into its final phase of assembly, with major components brought together aboard the aircraft manufacturer's "Dreamlifter" freight plane.

Pictures posted by Qantas on social media show fuselage pieces including the aircraft's nose and tail being unloaded at Boeing's Everett factory near Seattle.

Speaking at the Global STARS agent reward celebration in Perth on Fri, Qantas senior national agency manager Neil Ager said the assembly was a major milestone in the lead-up to next year's launch of 787 services.

"The aircraft itself will join our fleet within the next couple of months and will be flying the Melbourne to Los Angeles services that we have," Ager said.

The aircraft's debut would also boost Perth's role in the Qantas network, with its direct services from the WA capital to London starting next year.

"Perth has played a really important part in our business in its history," Ager said.

"Qantas had its international hub here from the mid 1940s and flights between Australia and the UK left Perth and went via Darwin," he said.

"When the first flights between the UK and Australia started it used to take about four days to travel and nine stops, so we're really excited that in a few months that time will be down to about 17 hours."

Ager said Qantas employed about 2,200 people in Western Australia and made a group economic contribution to the state of \$1.06 billion per year.

Outrigger vice pres

OUTRIGGER Hotels & Resorts has promoted Andrew Gee to the role of vice president of sales and marketing Asia Pacific.

He has been regional director of sales and marketing for Australia and New Zealand since 2014.

FLY FREE TO THAILAND WITH STAR CLIPPERS*

**7 NIGHTS
FROM
\$2,999***



*Conditions apply.



DISCOVER NOW >

SAA on the verge of bankruptcy

SOUTH African Airways is on the brink of bankruptcy with cash reserves running low, *BBC* reports based on information provided to the nation's parliament.

According to a recent cash flow statement supplied to MPs, SAA is currently bleeding cash and says matters may only improve by Oct if it receives a ZAR 792 million (AU\$74.4 million) bailout from the government.

SAA has been struggling to post a profit for the past seven years and last month the South African Treasury paid out \$185 million to settle a loan from the Standard Chartered Bank which the bank had refused to extend (**TD** 03 Jul).

Samoa Airways logo



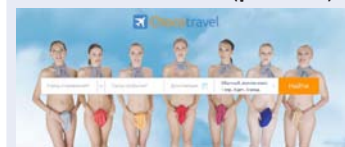
POLYNESIAN Airlines has today unveiled the logo for its new international airline, Samoa Airways (**above**) which will fly to both Auckland and Sydney.

Window Seat

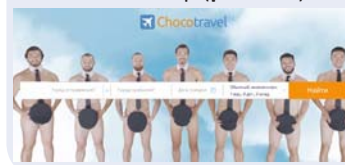
A KAZAKHSTAN travel company, Chocotravel, came under fire on social media for an advertisement which showed air stewards in all their glory, dressed in only a hat and scarf.

The video opens with a close-up of the females, showing only the neck upwards and then slowly zooms out to reveal almost everything.

The women's modesty is saved only by a banner and the quick transfer of their hats (**pictured**).



A day after the video's release, the company released a male version of the clip (**pictured**).



NSW & ACT Business Development Manager

Become part of one of the most innovative and fun sales team's in travel ahead of our centennial year.

Reporting to the Head of Sales in Sydney, we are searching for a driven Business Development Manager who has a history of competitive success in business and/or sales with Travel Industry experience a plus. The successful candidate will:

- Deliver strong sales growth
- Promote the benefits of Collette travel experiences
- Develop long-term relationships with travel professionals
- Identify potential growth partners & new business opportunities
- Actively support partner marketing campaigns
- Present to potential travellers and partners on a daily basis
- Travel on the road throughout the territory

As well as selling guided travel, you will experience the thrill of travel for yourself as you experience our products and attend sales conferences around the globe.

The successful candidate must have strong training, planning and presentation skills with a passion for networking and developing relationships. Personal worldwide travel experiences a plus. In return we offer a generous remuneration package with uncapped earning potential.

Email your cover letter and CV to djohnston@collette.com

Travel Daily

Monday 7th August 2017

WA surf tour win

THE World Surf League will keep the Margaret River Pro as a top-tier Championship Tour (CT) for at least the next two years.

The event has been sponsored by Tourism Western Australia for over 30 years, and has been part of the CT for the past five years.

WA Tourism Minister Paul Papalia said the Margaret River Pro injected millions of dollars into the state's economy annually.

Regional Development Minister Alannah MacTiernan said the event delivered \$5.4 million in annual economic impact to WA's South-West, providing "fantastic exposure for the region's stunning coastlines and natural wonders".

VA PER/CDR launch

DIRECT flights between Perth and Canberra operated by Virgin Australia kicked off last weekend.

The twice-weekly service using Boeing 737s has been introduced to cater for increased demand for travel to the ACT for Parliamentary sitting weeks.

Trafalgar adds Cuba

TRAFALGAR has announced the addition of Cuba to its newly released 2018 South & Central America program which features 16 itineraries through Peru, Chile, Argentina, Brazil, Mexico and Costa Rica.

The nine-day From Cuban Cigars to American Cars explores Camaguey, Santa Clara, Trinidad & Cienfuegos and includes meeting contemporary artists in Havana & rolling cigars or creating Cuban art, priced from \$6,295ppts.

The program includes two other new trips, an eight-day Highlights of Peru and a 17-day South America Revealed journey.

Bookings made by 26 Oct will receive a 10% discount - for more information, **CLICK HERE**.

Amex MEL lounge

A NEW American Express Lounge has been confirmed to open at Melbourne International Airport later this year, it's the 2nd such facility in Australia, joining a sister lounge at Sydney Airport.

The MEL facility will be operated by Plaza Premium Group and offers barista-made coffee, a self-service food buffet and drinks station, wi-fi and more.

AF adds Chicago

FIVE weekly seasonal services between Paris Charles de Gaulle and Chicago will be introduced by Air France starting 24 Oct.

Air France has previously flown the same route over the northern spring, summer and early autumn periods but not over winter.

AF will operate the new winter flights using three-class A330s.

AUGUST SUPER SAVINGS

ROYAL BRUNEI AIRLINES

Bangkok RETURN ECONOMY CLASS FROM \$627*

*Inclusive of taxes. Travel periods & conditions apply.

Canuckiwi wins AmCham award



TOURISM marketing specialist firm Canuckiwi Ltd took out the inaugural "Contribution to Tourism" award from the American Chamber of Commerce in New Zealand last week.

The judges hailed the group, led by Corey Marshall, for their 'Kiwi can-do attitude' to tourism, with

Canuckiwi taking out the award from stiff competition which included American Airlines, Brand USA, Virtuoso and The Walshe Group.

Marshall is pictured accepting the award from Leanne Cheeseman and Julie Reid of category sponsor United Airlines.



This week, Travel Daily and Sonoma County are giving travel agents the chance to win a \$50 Williams-Sonoma e-gift card.

With more than 425 wineries, miles of rugged Pacific coastline, towering redwood forests, and its close proximity to San Francisco's Golden Gate Bridge, Sonoma Wine Country is a dream holiday spot, representing the best of Northern California — premium wine, farm-to-table dining, unique resorts and spas, and over 50 state and regional parks.

Sonoma County is easily accessible from San Francisco, located just 45 minutes north of the Golden Gate Bridge.

Visit www.sonomacounty.com.

To win, be the first agent to send the correct answer to the following question to

sonoma@traveldaily.com.au

What are the names of the three rivers that run through Sonoma County?

NEED A HINT? **CLICK HERE**.

Corporate Consultants

QBT A member of the Helloworld Travel Group



- Seeking **Corporate consultants**
- Bourke Street, Melbourne CBD location
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- Participate in a high earning incentive program – your productivity drives the outcome

Your proficient, knowledgeable and pleasant approach to corporate business travel has always been your selling point; and that is what sets you apart as a **QBT Corporate Consultant**.

Applying your approach to each enquiry, you are key to ensuring our Corporate clients are provided with a second to none service each time that they reach out to QBT. As part of this close knit group, customer excellence is a priority that you deliver on effortlessly together as a team.

In your team, each day will look different as you provide a seamless, easy and professional experience for our client. Utilising your expert technical travel skills gained from your experience processing various complex and high service requirements you will comfortably and confidently manage our client travel needs.

A minimum of 5 years International travel consulting experience (current), dealing with top tier Corporate clientele, is a pre-requisite for any applicants for this fantastic opportunity.

As a member of the Helloworld Travel Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services.

As a QBT Corporate consultant you will join a team that truly believes in delivering an exceptional professional service.

To apply please send your CV to careers@qbt.travel

QBT Business travel made simple

BA strike extended

BRITISH Airways will be hit by further industrial action over the peak summer period after members of the Unite union announced a two-week extension of a planned strike.

The mixed fleet crew based at Heathrow will walk out from 16 to 30 Aug as part of a long-running pay dispute.

UK media report that most BA flights will continue to operate and that the airline will lease planes and crew from other carriers including Qatar Airways to help cover the strike period.

WY/EY codeshare

OMAN Air has announced it has begun placing its designator code on Etihad Airways' operated services from Abu Dhabi to Brisbane and Perth.

Base fares are commissionable at 7%, with stopovers in Abu Dhabi permitted.

Air NZ HNL increase

AIR New Zealand will grow its Auckland-Honolulu route by almost 75%, with 60,000 extra seats to be in circulation between Apr and Oct next year.

The airline will operate an extra 94 return services during the period by moving the route to daily and nine services a week over the Jul school holidays.

NZ will use a mixture of Boeing 787-9 and 777 aircraft.

JQ, Sunshine push

VISIT Sunshine Coast and Jetstar will partner for a campaign targeting South Australians over two bursts in Aug and Oct.

The "Come to Life" campaign will involve print, digital and social media placements.

Sunshine Coast Airport ceo Peter Pallot said JQ's three weekly services from ADL had proven very popular with SA visitors since they began in Sep.



Leisure Travel Specialist, Double Bay

Orbit World Travel is Australia's largest locally owned travel management company. With offices across Australia, NZ and Singapore we have built an enviable reputation for providing quality travel management services for Corporate, Event and Leisure travel.

The Opportunity

We have a fabulous opportunity for a motivated Leisure Travel Specialist to join the team based at our Double Bay location. Reporting directly to the Head of Leisure, this role is responsible for effectively managing all aspects of client's travel arrangements including:

- Air travel
- Accommodation
- Car hire
- Ancillary requirements, including assistance with visa and health requirements

Key Skills

Current experience working as a Leisure Travel Specialist
A desire to provide a high-level of customer service and strive to go above and beyond for your customers at all times
Current experience using a CRS (Amadeus, Galileo or Sabre)

If this sounds like you, please contact us today!

Susan Olding
E: susan.olding@worldtravel.com.au
P: 0416 249 727



Global STARS take over WA



AFTER a day among the quokkas on Rottnest Island, 170 top-selling agents dressed up in their finery for a sparkling Global STARS celebration in Perth on Sat.

Hosted by actor and comedian Shane Jacobson, the night involved a succession of holiday giveaways and door prizes, plus a surprise appearance by "Kylie Minogue" in the form of tribute show 100% Kylie.

Angela Kaluzyn of Skilled Travel in Sydney was given the top honour as National Consultant 2017, having posted the best sales figures in the country.

"I didn't think I'd done as well as last year, so it was a bit of a shock," Kaluzyn said.

"I have great clients, a good office and a great supportive manager who helps with our training and encourages us to do our best - and it's all good product to sell," she said.

Kaluzyn was also admitted to the Global STARS Millionaire's Club, one of five to achieve total sales of more than \$1 million.

Others to gain the inaugural millionaire's honour included Brian Bennett of Travel & Cruise Professionals, Carly O'Bryan of Travel & Cruise Belrose, Chris McIlroy of Travel Inspirations and Jenny Cooper of Queanbeyan City Travel and Cruise.

A second tier involved agents who had achieved sales of more than \$500,000, each of whom was hosted at a private cocktail event and given a surprise Tiffany & Co gift.

As well as a famil program supported by Tourism Western Australia, the agents were treated

to the sights and experiences around Perth including a lunch and supplier networking session at Sandalford Winery and a day trip to Rottnest Island.

Pictured is Helloworld Travel group general manager wholesale Gregory Lording with Angela Kaluzyn and her trophies.



Round 22 Winner

Congratulations

**ELENA
JOHNSTONE**

from *Downunder
Destinations*

Elena is the top point scorer for Round 22 of Travel Daily's NRL footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.



Major prize for the 2017 footy tipping competition is two return economy class airfares to any one of **EMIRATES** 39 European destinations.

NSW permit LTFS-17-1189; ACT permit TF 1700235

Travel Daily

Monday 7th August 2017

Philippines looks so hot right now!

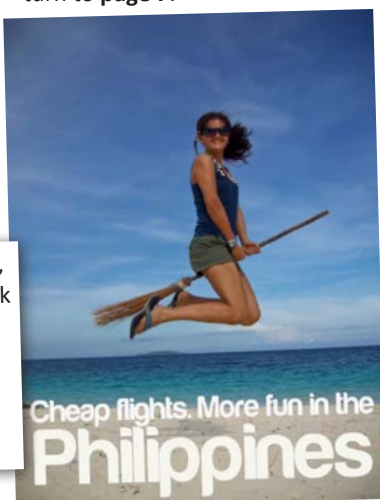


THIS month's *Travel Daily* comp to win a holiday to the Philippines is off to a flying start, with plenty of great entries submitted so far.

Entries include the above collage from Katie Idziak from Skimax.com.au and the caption - "I'd love to experience the unique adventure, interesting culture and stunning beaches that the

Philippines has to offer."

For more details on the comp, turn to **page 7**.



"OHH la la! I love the Philippines, but I can't even afford a broomstick to get there!

Please pick me to fly on the awesome Philippines Airlines - the most comfortable ride!" - Naomi Garrett, italktravel Mt Waverley.

"I WOULD love to be able to do my yoga and feel the Philippine sand in my toes!

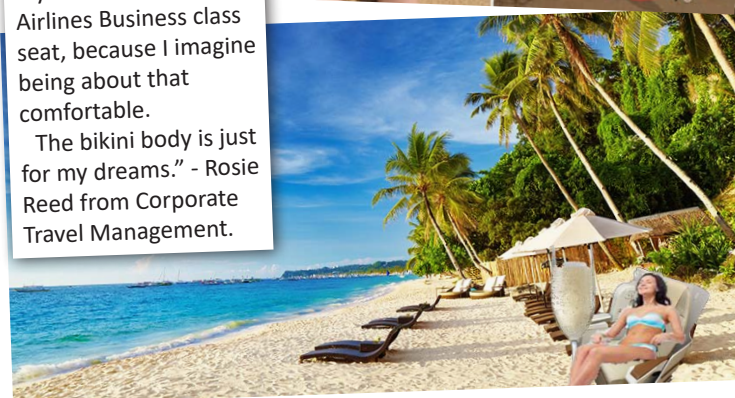
Just to experience the Philippines would be truly amazing and one on the bucket list!" - Kim Donaldson from Helloworld Travel Mt Isa.

"MY IDEAL

Philippines experience is relaxing by the beach in the afternoon with a glass of champagne, after a morning exploring the sights.

I have depicted myself on a Philippine Airlines Business class seat, because I imagine being about that comfortable.

The bikini body is just for my dreams." - Rosie Reed from Corporate Travel Management.



Brochures

THIS week's Brochures of the Week is brought to you by **Tauck**. 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.

TAUCK



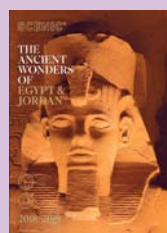
Tauck - Exotics 2018

Tauck's Exotics brochure features journeys in Asia, Africa, Latin America and Australia. Tauck has crafted itineraries in partnership with *BBC Earth* and the program includes opportunities to savour local cuisines, take part in unique included activities and explore a destination with local guides and experts for one upfront price. The 11-day Cruising Cuba: A Cultural Gem makes its debut in 2018. The new addition joins memorable offerings such as a walking safari in a Zambian sanctuary for Rhinoceros on the Botswana, South Africa & Zambia itinerary and a sky walk in the forest treetops on the Costa Rica - Pura Vida tour.



Viking Cruises - ocean supplement brochure 2018/19

Six new itineraries, additional departure dates for its most popular itineraries and three fresh combination cruises are in Viking Cruises' 68-page supplementary ocean cruising brochure. New itineraries for 2018 and 2019 include the 13-day In Search of the Northern Lights from London to Bergen; 12-day Majestic Fjords and Vibrant Cities from Bergen to Copenhagen; 11-day Scandinavia & the Kiel Canal from Copenhagen to Amsterdam and eight-day Iberian Explorer from Barcelona to London.



Scenic - Egypt & Jordan 2018/19

Scenic has released its first dedicated tours to the Middle East since 2013 in its new Ancient Wonders of Egypt and Jordan 2018/2019 brochure. The 11-day Treasures of Egypt starts in Giza, where the Great Pyramids and Sphinx will be visible from guests' balconies at the Mena House Hotel. The itinerary also includes a four-night charter on the 36-guest *Sanctuary Sun Boat III* from Luxor to Aswan. The 10-day Kingdom of Jordan includes a visit to the Royal Automobile Museum, a two-night stay in the Rose City of Petra and more.



Abercrombie & Kent - Luxury Polar Expedition Cruises 2018/19

The 2018/19 season for Abercrombie & Kent will introduce complimentary butler service in all suites. The collection includes four expeditions to Antarctica and two to the Arctic and utilises sister ships *Le Boreal* and *Le Lyrial*. In Antarctica, there are two departures of the 12-day Classic Antarctica and two of the 17-day Antarctica, South Georgia & the Falkland Islands.

Keyless Crowne Plz

CROWNE Plaza Hunter Valley has become the first hotel in Australia to allow guests keyless guest room entry.

After mobile keys are generated by hotel staff, guests can unlock their door by opening the Crowne Plaza Hunter Valley app and waving their smart phone in front of the door.

The app also acts as an information hub on the resort and the Hunter region and a communication channel between the resort and guests.

Malamala opening

SOUTH Sea Cruises has firmed the date for the opening of "the world's first island beach club" in Fiji for next Mon 14 Aug.

Malamala Beach Club (**TD** 15 Feb) is located 25mins from Port Denarau and features white sand beaches, private cabanas, a resort style infinity edge pool, an event space and a club that offers a-la-carte dining and cocktails.

A seven-day club membership is FJ\$169pp, with return transfers (after day 1) FJ\$75pp ex Denarau. See malamalabeachclub.com.

Monday 7th August 2017

Aircalin NOU sale

AIRCALIN is running a "Goodbye Winter, Bonjour New Caledonia" sale, with one-way flights from Sydney or Brisbane to New Caledonia priced from \$298.

Airfares from Melbourne-Noumea lead in at \$315 one way.

The sale ends 25 Aug and is valid for travel 04 Aug-31 May.

Cellardoors.co up

WINE tourism technology platform Cellardoors.co has launched, offering an app, website and guidebooks connecting wineries and wine regions to travellers in Australia.

The technology features geo-specific and detailed cellar door listings, specialties, varieties, facilities, ratings, customised wine trails, accom, restaurants and nearby attractions.

Using the app, travellers can follow maps of all listings, build itineraries, rate & review listings, share via social media & more.

Head to cellardoors.co.

SQ backs Floriade

THIS year's Floriade Australia in Canberra will introduce the Floriade Twilight Concert, presented by Singapore Airlines.

The evening opening concert on 15 Sep will feature an open air performance by the David Bowie Tribute band, supported by the Canberra Symphony Orchestra.

New opening hours of 10am-7pm will debut and Floriade's after-dark experience NightFest will run across two weekend dates of 22-24 Sep and 29 Sep-01 Oct from 8pm-11pm.

See www.floriadeaustralia.com.

Bach delivered

CRYSTAL River Cruises has taken delivery of *Crystal Bach*, the first of four Rhine class ships set to sail in Europe.

The cruise line's chief executive officer and president, Edie Rodriguez, received the vessel last week from MV Werften during an official handover ceremony in Wismar, Germany.

Inconvenient Intrepid refunds

INTREPID Travel has announced a refund scheme for all moviegoers who see the new *An Inconvenient Sequel: Truth to Power* Al Gore documentary in Australian cinemas this month.

The massive initiative could cost Intrepid thousands of dollars and hundreds of hours in staff time, with Intrepid co-founder Darrell Wade (pictured with Al Gore) saying it is important for Australians to see the film because it shows "the power of the people to influence governments, and big businesses to create real change".



He said Intrepid saw the environmental impacts of travel first hand.

"We want to preserve these amazing places for future generations and that's why we think it's so important that Aussies see this documentary," Wade said, with the refunds accessible at intrepidtravel.com.

AFL

Round 20 Winner

Congratulations

AMANDA WASHINGTON

from MTA Travel

Amanda is the top point scorer for Round 20 of Travel Daily's AFL footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.

Major prize for the 2017 footy tipping competition is two return economy class airfares to any one of **EMIRATES** 39 European destinations.

NSW permit LTFS-17-1499, ACT permit TP-17/0025

THE PRIZE

This month Travel Daily together with Philippine Airlines, The Peninsula Manila and Henann Regency Resort and Spa Boracay are giving readers the chance to win an island getaway to the Philippines.

The prize for two people includes:

- Return economy class tickets from Sydney to Manila flying with Philippine Airlines
- Two nights accommodation at The Peninsula Manila
- Three nights accommodation at Henann Regency Resort and Spa Boracay

WIN A TRIP TO THE PHILIPPINES

TO WIN

Send us your most creative image, photo, collage, meme or photoshop creation which represents your ideal Philippines island destination experience flying Philippine Airlines **AND** tell us about that experience in 50 words or less.

Send your entries to pal@traveldaily.com.au

And remember, you don't have to have been to the Philippines yet, just be creative!

IT'S MORE FUN IN THE PHILIPPINES

Terms and conditions

CONGRATULATIONS

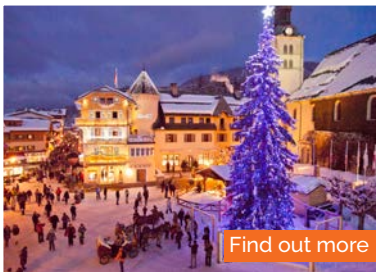


Susan Mallison

Cove Travel, QLD

**You have won a European Festive Tour for 2!
Valued at up to \$8,500.**

Late Availability: Festive European Tours 100% Guaranteed to Depart

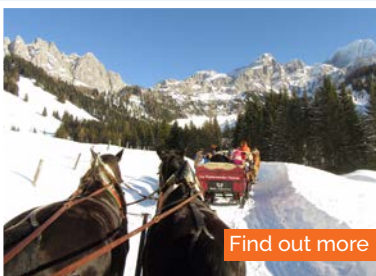


[Find out more](#)

French & Italian Christmas Markets

11 days only \$3,595pp twin share

- Spend 3 nights in vibrant Paris
- Explore 6 Christmas Markets from Paris, Lyon, Annecy, Chamonix, Megeve, Milan, Rattenberg and Vienna
- Stay 4 nights in beautiful Megeve surrounded by the soaring peaks of the Mont Blanc massif
- Shop in Milan's luxurious 'Golden Triangle'

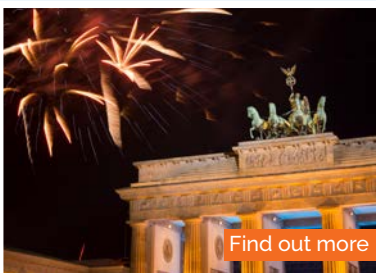


[Find out more](#)

Bavarian Fairytale Christmas Tour

10 days only \$3,939pp twin share

- Celebrate Christmas over 6 nights in the Bavarian village of Oberammergau
- Savour the Christmas Markets in Frankfurt, Rothenburg, Würzburg, Bamberg, Nürnberg, and Ulm
- Visit picturesque Wieskirche, relax on a horse drawn carriage ride
- Visit Neuschwanstein Castle, Linderhof Palace and the Passion Play Theatre



[Find out more](#)

New Year in Berlin

6 days only \$2,689 pp twin share

- Stay 2 nights in the centre of lovingly re-built Dresden
- Enjoy a walking tour of Dresden's old town and visit the Royal Palace
- Experience New Year in Berlin with its firework extravaganza
- Enjoy the spectacular Gendarmenmarkt Christmas Markets in Berlin

A Winter Wonderland

by Kaylene Collins

Christmas is my favourite time of the year. I love the decorations, Christmas trees, carols and wrapping beautiful gifts for my loved ones.

Over the years I have heard many people talk of the magic of spending Christmas in Europe. Last year I thought it was time to take my Mum and Dad, and experience the real thing for myself. I chose the Bohemia and Christmas in the Tyrol tour because of the wonderful itinerary, particularly the five nights in the Austrian Tyrol over Christmas Day.

Our Albatross tour totally lived up to all my expectations! I enjoyed visiting unique Christmas markets and travelling through the snow laden countryside. The trees covered in snow just clinging to their branches were so pretty!

It truly was as the song says 'a winter wonderland.' Christmas Day spent in Austria, up in the mountains was an experience that I will cherish forever.



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****NEW CONTRACT ROLES ACROSS AUST & NZ****

**TRAVEL TECHNICAL SUPPORT & TRAINING
SYDNEY, BRISBANE, PERTH, MELBOURNE, AUCKLAND**

We currently have a number of contract roles available across Aust. and NZ for Sabre experts. Working for a leading travel technology company you'll be responsible for assisting on a large scale migration project. Your responsibilities will range from system training to on-site support, problem resolution, escalation and more. Contracts range from 3-6 months with a top salary package on offer. This is a company name you want on your resume!

****NEW ROLE****

**AREA MANAGER - NSW
SYDNEY - SALARY PACKAGE TO \$85K PLUS CAR**

Exclusive role to AA Appointments. This supplier to the Tourism Industry have a very rare opportunity for an Area Manager to join their team in NSW. This supplier has offices throughout NSW and you will be responsible for managing & developing a number of them to achieve top service and profitability. This will include training, mentoring and managing staff to achieve this. Huge career opportunities available, great salary and company car.

****NEW ROLE****

**NSW SALES MANAGER X 2
SYDNEY - BASE SALARY TO \$95K PLUS BIG BONUSES**

This unique opportunity will suit a strong Tourism or Hospitality sales manager that understands and is motivated by the sales process and is looking for that something different. This global company with over 20 offices worldwide is seeing huge growth in the Australian market and is looking for a strong sales manager with established relationships in the travel and hospitality trade. If you have worked for an OTA this will be highly desirable.

SOUTH OR WEST TAKE YOUR PICK

**BDM - NSW WEST OR SOUTH x 2
SYDNEY - SALARY PACKAGE TO \$80K PLUS CAR**

I have two clients searching for BDM's who are passionate about building relationships and increasing sales with the ability to source and secure new business. You will have previous industry BDM experience with established relationships in the trade. They are offering a base salary plus bonus scheme, fully maintained vehicle and tools of the trade. Two different companies both with great reputations, take your pick!!

READY FOR A NEW CHALLENGE?

**DIRECTOR OF SALES
MELBOURNE \$100-\$110K + BONUS ++**

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

REVIEW, STRATEGISE, DELIVER

**CLUSTER REVENUE MANAGER
MELBOURNE - SALARY PKG UP TO \$80-\$95K**

Take your career to the next level and join this industry leader as a Cluster Revenue Manager. Work closely with GM's, Sales & Marketing teams to develop strategies & implement revenue management processes, forecasting, channel management, budgeting, competitor analysis & management reporting to achieve revenue goals. Great salary + bonuses on offer. Prev. experience in a similar role overseeing multiple properties a must.

HUNTER WANTED

**CORPORATE TRAVEL BDM
MELBOURNE- \$70K ++**

Do you love the thrill of the chase? Do your best days include having clients sign on the dotted line? We are currently looking for an experienced business development manager to join this leading TMC. You'll be confident in building relationships with new and existing clients, pipeline development and have a proven track record of acquiring new business. A strong salary package along with long term career progression, job satisfaction and more on offer

GROW & DEVELOP

**KEY ACCOUNT MANAGER
MELBOURNE- SALARY PACKAGE UP TO \$110K**

Are you an experienced corporate account manager looking for a new challenge? You will be responsible for managing an existing portfolio of clients, identifying revenue opportunities, introducing new products, working in partnership with the clients to ensure customer satisfaction & retention of business. Previous account management experience in a TMC environment is essential along with strong relationship building, presentation & sales skills.

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