

SCENIC°

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Join our Tour Director Rob on his global journey to all the destinations you can find a Scenic Luxury Cruise or Tour. He will be spreading some holiday cheer along the way while building his naughty and nice list, so enter your details each weekday for a chance to win one of the prizes he leaves at each stop.

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THE PRICE RISE"

- Carla & Lauren,
Sales Team



*Conditions apply

Myrmell to lead Carnival

P&O Australia head Sture Myrmell will take on an expanded role as president of Carnival Australia, filling the place of Ann Sherry who stepped back earlier this year to take on the part-time position of executive chairman.

His appointment was announced by Carnival this morning (*TD* breaking news) and means Myrmell will extend his responsibility across all seven of the group's cruise brands.

Previously president of P&O

Cruises Australia, Myrmell will now be responsible for the organisation's shared services group which supports the cruise lines in this market.

He will report to Jan Swartz, group president Princess Cruises and Carnival Australia, while Sherry will continue in her role, advocating on industry issues.

"Sture has done an outstanding job as president of P&O Cruises Australia ensuring the brand reflects the energy of modern Australia, and this most recent appointment reinforces the strength of the local environment and Carnival Corporation and plc's commitment to the region," Swartz said.

Myrmell has worked with Carnival Corp for nearly 25 years.

CX HKG for \$606

CATHAY Pacific is offering fares to Hong Kong from Australia priced from \$606 return (ex MEL) as part of its latest promotion.

On sale from now until 10 Dec, the reduced Economy class fares are valid over select dates between 15 Jan and 07 Dec - for more information, [CLICK HERE](#).

Bench spotlight

TODAY'S issue of *Travel Daily* features a dedicated product page on wholesaler Bench Africa - see the **back page** for details.

Today's issue of TD

Travel Daily today has eight pages of news, including a front cover wrap for **Scenic**, a photo page for **CAPA**, plus full pages from:

- Melia Hotels
- Travel Trade Recruitment
- Bench product profile page

QFF Rockpool deal

QANTAS Frequent Flyers can now use Qantas Points to pay for their bill at Rockpool Dining Group's 60 restaurants and bars around the country.

Under the arrangement, QFF members can either pay for the full cost of the bill using Qantas Points, or utilise 4,000 points for each \$20 they take off their transaction, Qantas announced.

"Qantas and I have many miles together under our belts and I'm thrilled we're able to give our mutual customers a reward for their loyalty," said Rockpool culinary director Neil Perry.

Scenic celebrates

SCENIC today launched a digital advent calendar in the lead up to Christmas, taking agents on a virtual journey around the world, full of surprises.

Showcasing Scenic's 50 luxury river cruises and tours to over 60 countries, the calendar offers agents a chance to win one of 14 prizes, including two major self famils, gift vouchers, beauty items, travel accessories and a hamper.

For details on how to enter, see today's **cover wrap**.

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Govt pro QF/EK

THE Federal Government has backed the proposed extension of Qantas' alliance with Emirates, telling the ACCC that partnerships with carriers at "mid points to European and North American destinations continue to be important for Australian airlines".

In the Dept of Infrastructure and Regional Development's assessment of the QF/EK alliance, it noted that over the past five years to 2016/17 their combined market share of overseas traffic had fallen by 0.5 percent.

"This trend indicates that competition for international passengers is robust and has strengthened over time," it said.

The Department also noted that by switching its hub back to Singapore from Dubai, QF will be able to align its ops "with growing aviation markets in Asia, which will help support a competitive & sustainable Australian aviation industry capable of competing effectively internationally".

Constellation a sell-out

NEW entrant to the luxury charter market Constellation Journeys is close to achieving sell-out with its first expedition in Apr, attributing its strong sales to the travel trade.

Founder and md Dan Kotzmann told **TD** the inaugural three-week tour aboard a chartered Qantas Boeing 747 was almost full and that the company was now planning a second charter and additional specialty tours for release in 2018.

"To date, close to half of our sales have been via the industry," said Kotzmann, the former md of the APT Group's Captain's Choice who launched the new venture earlier this year (**TD** 10 Apr).

"We have formed some productive partnerships with agents who are proactive in marketing the product and have had a dedicated trade sales presence in major markets."

Kotzmann said the company



Register your clients on our 2019 River & Small Ship now so they don't miss out!

[More Info](#)

Extraordinary mag

ENSEMBLE Travel Group has rolled out an Australian version of its award-winning *Extraordinary Experiences* magazine.

Senior vp and general manager Australia/New Zealand, Trish Shepherd said the glossy provided Ensemble members with "yet another market advantage".

"We have created a platform that allows our members to share the magic of travel & showcase their expertise in creating extraordinary experiences right around the world."

Ensemble members are also able to upgrade the magazine to feature their own branding.

SILVERSEA EXPEDITIONS

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APT

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ROTTNEST EXPRESS

Germany luring more Aussies



GERMANY is seeing a surge in visitation from the Australian market with record year-on-year growth and overnight stays projected to eclipse 1,000,000 over the next decade.

Speaking with media at an event in Sydney yesterday, Stefanie Eberhard, director German National Tourist Office (GNTO) Australia, said that "over the past eight years we've had record results from the Australian market with 3.5% growth this year and 650,000 overnights just in the first nine months."

The results would be even higher with Eberhard conceding that "the numbers don't include river cruising passengers yet," which would see thousands more travellers added to the current visitor tally.

Berlin continues to be the top city visited by Australians followed by Munich, Frankfurt

and Hamburg, with 81% of travellers visiting for leisure, 10% for business and 9% VFR.

Eberhard said that a highlight of 2017 was the opening of Hamburg's A\$1.2 billion Elbphilharmonie concert hall.

"It's one of the largest and most acoustically sound concert halls in the world", she said, with tickets readily available for tourists to purchase.

Eberhard said towards next year "our global theme for 2018 will focus on culinary Germany" and joked that "I imagine when you think about German food, you think of sausages, particularly in the south" but was keen to impress that Germany offered far greater food diversity spanning the entire country.

Pictured from left Richard McKisack, bdm Rail Plus; Stefanie Eberhard, director GNTO and Alison Mead, gm Collette.

Venture Far guides

ADELAIDE-BASED wholesaler Venture Far (formerly Venture Holidays) has debuted its first three new brochures since rebranding six weeks ago.

Products in Venture Far's 2018/19 UK + Europe, Canada + Alaska and Africa brochures have been expanded to include more "immersive and unique experiences", such as a Zambia & Malawi Trail tour and the Outlander Trail in Edinburgh that retraces scenes from the cult classic *Outlander* movie.

CLICK HERE to view the new-look 2018/19 brochure range.

Sky Princess it is

SKY Princess has been chosen as the name for Princess Cruises' fourth Royal class ship, set to be delivered in Oct 2019.

A sister-ship to *Royal Princess*, *Regal Princess* and *Majestic Princess*, *Sky Princess* will be inaugurated with a series of 10 Mediterranean sailings, with voyages set to go on sale shortly.

4 Seasons Hanoi

HANOI has been earmarked for the location of a second Four Seasons property in Vietnam.

The 95-room Four Seasons Hotel Hanoi at Hoan Kiem Lake will be located within the city's historic downtown, not far from museums, galleries & shopping.

The Hanoi property will join the Four Seasons Resort The Nam Hai, Hoi An in the country.

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MORE DETAILS!**



Window Seat

OF ALL the inspirational events to take place in the shower, it's those random moments of brilliance that always seem to be forgotten before the shampoo has even been rinsed.

So Marriott has come up with an idea to harness those well-lathered ideas and send them to guests via email.

Having discovered that more than half of business travellers say their best ideas emerge in the bathroom, the hotel group is working on a touch-sensitive shower screen that will allow users to jot down their thoughts on the glass using their finger.

The screen then captures an image and emails it to the guest's inbox before they have a chance to forget.

CLICK HERE to see a prototype in action.

FCM wins Orica Ltd

FLIGHT Centre's corporate arm FCM Travel Solutions has today confirmed being awarded the global travel contract for Orica Limited, one of the travel company's largest customers.

FCM Australia gm James Kavanagh said the firm was "very excited" to welcome back Orica into its fold after it had consolidated its travel program with a rival TMC three years ago.

Orica had previously traded with FCM for 10 years.

Over 1000 destinations to choose from
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*sale ends 23:59 (AEDT) 17 December 2017, unless sold out prior. Selected fares, travel dates, days and conditions apply.



Win with Mammoth

This week *Travel Daily* and Mammoth are celebrating the opening of Mammoth's snow season by giving away a heated ski boot bag overloaded with swag.

Mammoth is the leading four-season mountain resort in California. With 1.3 million annual skier visits, Mammoth is the official training mountain for the US Olympic Snowboard and Freestyle Teams. This world-class ski destination is located an hour's flight from both SFO and LAX and boast one of the longest snow seasons in the US. Last year Mammoth received a historic 600 inches of snow.

To win tell us in 25 words or less why Mammoth Mountain is the ultimate ski lovers destination?

Send your answer to mammoth@traveldaily.com.au

To help you answer the question check out: mammothmountain.com/winter

AA expands Canada

STARTING next summer, American Airlines will add services from its hub at Chicago O'Hare Int'l Airport to Calgary International Airport and Vancouver International Airport.

Daily services to Vancouver begin on 04 May using Boeing 737-800 aircraft, and seasonal services to Calgary commence on 07 Jun using Embraer E175s.

The airline will also increase frequencies from the US East Coast to Toronto, Ottawa and Quebec City.

AA is adding two daily flights between Phoenix and Edmonton between 15 Dec and 02 Apr.

County Car Rentals

DRIVEAWAY has unveiled a new lost-cost supplier in Ireland for travellers on a budget.

Teaming up with County Car Rentals, the lead-in economy vehicle rate for collections in Jun starts from just \$33 per day over a seven day period.

County Car Rentals offer vehicles from economy to wagons and SUVs.

Customers will have access to unlimited kilometres, 24-hour roadside assistance and more.

For collections between Apr and Dec 2018, County Car Rentals will give DriveAway customers a free upgrade offers on popular models.

Become a Royal Brunei Travel Specialist

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* Conditions apply

Air Canada counting down...



AIR Canada took the opportunity this week to thank its Victorian trade partners for their much-valued support ahead of the airline's seasonal Melbourne to Vancouver service commencing on Sun.

More than 65 industry guests gathered for a stylish soiree at Melbourne's Vue Events at Rialto, where they received an exclusive update on Air Canada's plans for the Victorian market.

AC director sales Asia Pacific PK Lee thanked agency partners for their outstanding support.

"I have no doubt that the new Melbourne service will repeat the success of our daily non-stop Sydney and Brisbane flights and

establish Vancouver as a leading gateway to Canada and the United States," he said.

Pictured at the gathering are: PK Lee, Air Canada; Rick Pomery, Air Canada; Sarah Constable, Air Canada; prize winner Martin Rowe, Webjet; Neil Westaway, AC and Vic Naughton, Air Canada.

Bus beds in the US

TRAVELLERS can now get between San Francisco and Los Angeles in a moving hotel, thanks to the recent debut of Cabin.

Priced from just US\$85pp, the converted bus provides travellers with a private sleeping cabin featuring a "soft and cozy bed", a communal bathroom and lounge, & wi-fi on the 7hr overnight trip.

Customers are also able to take two pieces of luggage on the bus.

For more, see ridecabin.com.

Collette has Passion

TOUR operator Collette has introduced several new European tours featuring the highly anticipated Oberammergau Passion Play.

Scheduled to occur in 2020, the play will be combined with Collette itineraries to surrounding Austria, Switzerland and the Bavaria region of Germany.

Collette Australia general manager Alison Mead said travel options were booking out fast.

"We have had an incredible amount of interest since announcing our Oberammergau Passion Play tours for 2020," Mead said.

P&O laughfest

P&O Cruises has launched The Big Laugh, dubbed the biggest comedy festival at sea when it takes place on *Pacific Explorer* next year in Jun.

Fourteen comedians will be on board, including Jimeoin, Matt Okine, the Scared Weird Little Guys and Dave Callan who will deliver 36 shows & a combined 2,000 minutes of entertainment.

The four-night funny festival departs Sydney on 20 Jun.

Business Development Manager - VIC

Would you like to join Australia's most awarded tour and cruise company and become part of the ongoing success of the APT Travel Group - now celebrating our 90th year. Due to an internal promotion we are currently seeking a Business Development Manager for Victoria to join our National Sales Team.

If you are highly organised, self-motivated, have a passion for sales and enjoy dealing with people this could be the role for you.

To learn more about this exciting opportunity with APT Travel Group and to apply please check out our careers page:
<http://www.aptouring.com.au/about-us/careers>

Viva Thai Wellness Journey



A GROUP of agents experienced a Wellness Journey through Thailand on a recent famil hosted by Viva! Holidays and in conjunction with Banyan Tree Hotels & Resorts and THAI Airways International.

The program for the good living gurus from Helloworld Travel networks featured cookery classes, spa treatments and pilates at Banyan Tree Bangkok and Banyan Tree Phuket.

They were also treated to a Villa BBQ dinner at Banyan Tree Phuket (as pictured).

The group included Fiona Laureau, Helloworld Travel Toowoomba City; Darren Baker, Helloworld Travel Portland; Susan Curtis, Helloworld Travel Knox Westfield; Julie Woodall, My Travel Expert Nowra; Victoria Hobbs, Banyan Tree Sydney; Mick Boylan, Viva! Holidays & Ludovic Gallerne, Banyan Tree Phuket.

Agents fired up for The Ghan



GREAT Southern Rail & Infinity Holidays came together this week to host a group of consultants on board The Ghan to Darwin.

Participants from across the country departed from Adelaide before making stops at Marla, Alice Springs and Katherine for Off Train Excursions.

The side trips provided a great opportunity to explore the heart of Australia and travel across

the country that the outback pioneers traversed nearly 100 years ago by camel.

Consultants enjoyed the comfort of Gold Service and the food & wine pairings that are designed to reflect the regions The Ghan travels through.

The group is pictured at the remote township and wayside stop for The Ghan at Marla in northern South Australia.

Virtuoso report

TICKING items off the bucket list has been rated the number one reason for Aussies to embark on luxury travel in 2018, that's according to a new report released by Virtuoso.

The 2018 Virtuoso Luxe Report - Australian Edition's key findings suggest that Japan and Iceland will be the most popular emerging travel destinations next year for upscale travel, with traditional favourites Italy and the United States forecast to retain their popularity moving forward.

Millennials are likely to be off to Greece or Croatia, while luxury cruise-lovers will be hitting up the Mediterranean or Alaska.

Apart from getting to places before they die, Aussie travellers also put forward "seeking authentic experiences" and "exploring new destinations" as popular responses in the report.

Over qualified?

RESEARCH conducted by national not-for-profit SkillsIQ suggests that more than a third of Australian travel and tourism workers are over-qualified.

The *Right Skills. Right Time?* Report indicates the gap between tertiary credentials and practical skills costs workers more than \$3.6b annually in missed income due to unnecessary study.

Tour guides and event managers formed part of the study which found that practical skills deficits were evident in over-qualified tertiary staff who experienced lower job satisfaction than their non-tertiary educated counterparts as a result.

"A hotel receptionist doesn't need an Advanced Diploma of Travel and Tourism management, they need practical VET skills," SkillsIQ ceo Yasmin King said.

Hawaii visitor data

CRUISE ship visitors to Hawaii have dropped sharply by 21.3% for the month of Oct compared to the same period last year, figures released by the Hawaii Tourism Authority (HTA) indicate.

The drop in cruise tourism was in contrast to overall visitation to the islands which increased by 2.8% to 736,974 for the month.

The HTA said the latest visitor numbers reflected "phenomenal results", advertising a US\$1.3b tourist spend, up by 4.4% y-o-y.

Today's Technology Update is brought to you by Tramada Systems Pty. Ltd.

Drive Profits Through Automation



How can I make more money? This is a question every business asks itself at some point. In a

market where margins are constantly under pressure, it is an increasingly difficult question that automation can help solve. Travel is sold on very thin commissions, meaning you need to sell lots of it. At the same time your biggest cost, payroll, is largely fixed. It is hard to reduce payroll and if you do, it usually means selling less, so not exactly solving the problem.

But what if you could make your staff more productive? What if you could process more bookings in the same working day?

Ever thought what a hassle it is chasing hotel commissions? Or searching for those forgotten segments on hold? Booked a hotel on the web and want to add it to an itinerary? Imagine if you could take away all of the manual steps you do after putting down the phone to a customer. How many more bookings could you do in a week?

The one thing that machines will never replace is the experience a customer has in dealing with an agent. Why not let the agents do the dealing and let automation take care of the rest? At Tramada we have been automating processes behind the scenes of Travel Agencies and TMC's for more than 15 years.

Christian Stevens, Chief Financial Officer, Tramada – Your technology partner



Friday 1st December 2017

Corporate travel gets together

OVER the last two days Australia's corporate travel suppliers and major clients have gathered in Sydney for the Centre for Aviation/Association of Corporate Travel Executives global summit.

One of the key sponsors was Qantas, with a session presented by QF head of business and government sales, John Simeone who's pictured above with CAPA founder Peter Harbison.



Most of Australia's major travel management companies had a presence at the event, including QBT's Vikki Stewart and Ana Pedersen (left).

Corporate Travel Management was an exhibitor, with founder Jamie Pherous taking part in a Q&A with Satu Raunola (TD yesterday). He's pictured centre with colleagues Glenn Wilcox and Pete Wiseman.



Pictured at left are some of the team from Egencia: Karen Jones Hauser, Will Moorhouse; & Olivier Nairey.

Right: Adrian Wallis of American Express Global Business Travel with Belinda Morris, Martin Cowley and Steve Mackenzie of the Lido Group/HRS.



CORPORATE UPDATE

American urges a new look

THE "new" American Airlines has emerged from a long period of restructuring and consolidation and is now heavily focused on improving its engagement with Asia-Pacific corporates, according to Shane Hodges, the carrier's vice president of sales.

Speaking in Sydney this week at the CAPA/ACTE corporate travel conference, Hodges said AA was now "playing the long game," by investing in its product, driving efficiencies and caring for employees.

He said AA was focused on building strong partnerships - amid strong speculation the

carrier will once again file its previously rejected application for a joint business with Qantas in the coming days.

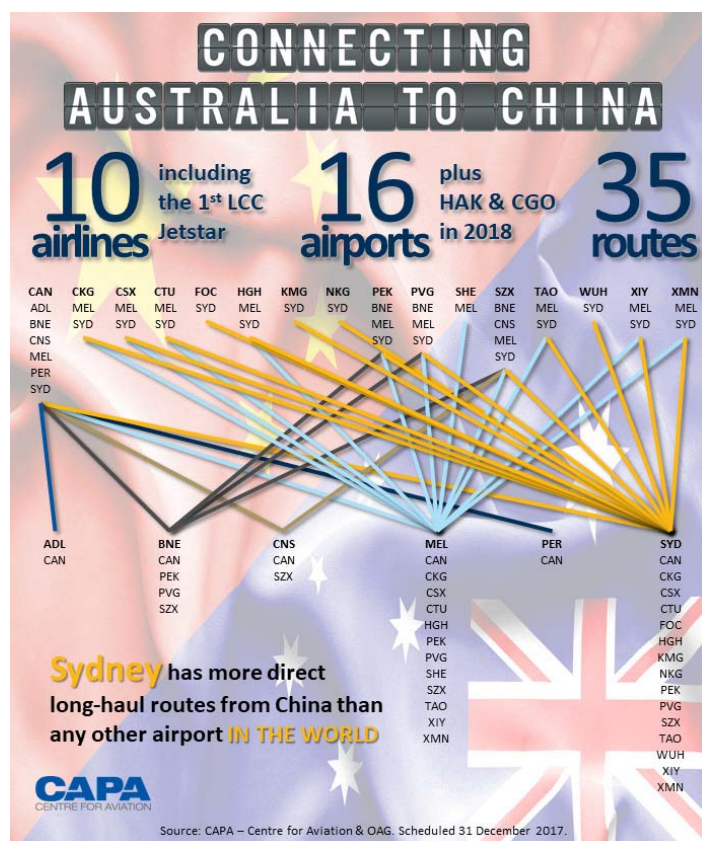
For corporate clients, contracts have been adjusted to ensure bigger spends deliver greater discounts, while other service enhancements for business travel clients include complimentary preferred seats and boarding.

Hodges' appearance at the conference followed the deployment earlier this month of American Airlines' new 787s on the Sydney-Los Angeles route, including the first time offer of AA Premium Economy on the Pacific.

CAPA
CENTRE FOR AVIATION

CAPA Insights

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.



A RECORD 35 routes between Australia and China will be operated in Dec this year, an indication of the staggering growth experienced by the Australia-China market in recent years. China has more international routes from Australia than any other country, and New Zealand is second with 21 routes.

There will also be a record 10 airlines operating non-stop flights between Australia and China in Dec, including eight Chinese carriers and two Australian carriers. Interestingly, Sydney will become the most well-connected destination to China with more long-haul routes than any other airport in the world.

ACTE-CAPA wraps up final 2017 event

KEY travel experts gathered for two days of networking and knowledge sharing at the end of year ACTE-CAPA Global Conference Sydney this week. The event gathered 450+ attendees including 110+ travel buyers, 70+ airline delegates and many others including accommodation, payment and ground transportation providers.

The event kicked off with an economic outlook from Saul Eslake, followed by a keynote presentation from American Airlines vp sales Asia Pacific Shane Hodges, Q&A with Corporate Travel Management's md Jamie Pherous, updates on the latest innovations from travel technology guru Johnny Thorsen (Mezi, vp, Travel Strategy & Partnerships), Virgin Australia's Rob Sharp vision on the future of mobility and more.

Attendees were welcomed to the event by a Ford Mustang and enjoyed networking receptions with the free flowing food and drinks courtesy of American Airlines and Mastercard.



QANTAS Q&A featuring CAPA – Centre for Aviation executive chairman Peter Harbison and Qantas head of business and government sales John Simeone.



AMERICAN Airlines vp sales Asia Pacific Shane Hodges explores the recent journey of American Airlines.



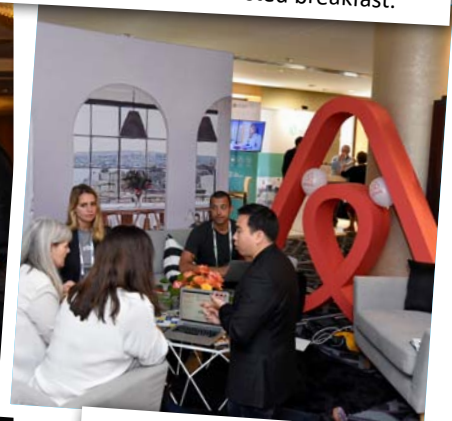
ACTE exec director Greeley Koch welcoming buyers at the American Express Global Business Travel hosted breakfast.



CTM md Jamie Pherous explains the CTM story with Satu Raunola-Spencer, plus the future of the corporate travel sector.



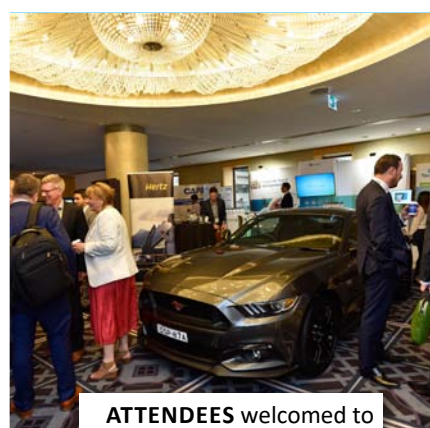
ATTENDEES enjoying the networking function.



AN AIRBNB lounge experience within the InterACTE space.



JOHN Staub, AirPlus International; Josie Armao, American Express Global Commercial Payments; Craig Smith, Anjuna; Martin Warner, MW Travel Consultancy and Craig Bowen, UATP.



ATTENDEES welcomed to the InterACTE space.



ORIGIN'S logistic lead Nadia Sevine and national travel services manager Melanie Giles.

Friday 1st December 2017

Sichuan welcomes WA agents



A GROUP of 10 travel agents from WA were among a troupe recently hosted by China Southern Airlines & The Sichuan National Tourism and Development Commission on a famil to Sichuan Province, China.

The trip marked the 2017 China Australia Year of Tourism partnership, with highlights including "a visit to the Chengdu Research Base of Giant Panda Breeding; hiking through the stunning tranquil Bamboo Sea forest, witnessing the Unesco World Heritage-listed Leshan Giant Buddha and taking in the Emei Mountain region," said participant Janine Pittaway.

Pictured are back row: Fleur

Bainger, White Noise Media; Camilla Roswall, Travel Directors; Russell Brown, Travel Associates; Paula Wilson, Helloworld Travel Albany; Paul Lim, China Southern Airlines; Mandy Miao, China Southern Airlines.

Front row: Renee Barry, Flight Centre Fremantle; Kathy Pipparo, Helloworld Travel Bunbury; Lara McCoubrey, FCM Travel Solutions; Janine Pittaway, Bright Communications; Jess Zoiti, freelance writer and Te Arika Clark, Flight Centre Warwick.

NZ govt mulls tax

THE New Zealand Government is considering the implementation of a 'visitor tax' in order to fund key infrastructure projects needed to keep pace with the growing tourism economy.

New Tourism Minister Kelvin Davis attended The Great Southern Tourism Opportunity conference in Queenstown yesterday, stating a number of options were on the table to fund growth, including a new levy or dipping into the NZ\$1b annual Regional Development Fund.

Seven new Editions

MARRIOTT'S Edition Hotels has revealed it will open seven new properties next year globally.

The slated expansion in 2018 will include: The Shanghai Edition, The Bodrum Edition, The Times Square Edition, The Barcelona Edition, The Bangkok Edition, The Abu Dhabi Edition and The West Hollywood Edition.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Save 50% on **Blue Lagoon Cruises'** four-night Wanderer cruise for sailings between 01 Jan-05 Mar, when booked by 31 Dec. The promotion applies to Hibiscus and Orchid cabin classes - see bluelagooncruises.com.

Beyond Travel is offering \$700 per couple in Discover More Travel Vouchers when booking its 2018 Grand Tour of Iceland itinerary before 29 Dec. The 12-day tour circumnavigates Iceland from Reykjavik, and is priced from \$8,695ppts. Call 1300 363 554 to book.

Bench Africa's 15-day Grand Tour of South Africa is currently on special, with a 10% discount for new bookings made by the end of the year. The tour operates weekly between Johannesburg and Cape Town & includes visits to Kruger, Swaziland, KwaZulu-Natal and the Eastern Cape. Now priced at \$4,395ppts, the sale represents a saving of \$515pp (based on travel between 07 Jan-28 Jan or 04 Feb-29 Apr). Phone 1300 AFRICA.

Guests booking a stay at **Warwick Le Lagon, Vanuatu** between now and 31 Mar can save up to 45%. Available for bookings made before 15 Dec, the offer excludes travel between 25 Dec-10 Jan. Terms & conditions apply. Contact your wholesaler for more information and T&Cs.

Insurance study

TRAVEL insurance is cheaper to buy online than with leading Australian travel agents - that's the conclusion drawn by a CHOICE review of the space.

CHOICE compared travel insurance policies of Flight Centre & STA Travel with online insurer Good2Go and found that savings of up to \$420 were possible depending on the nature of travel the clients were undertaking.

"Adventure sports...are excluded from travel insurance policies... so if you're planning to...bungee jump, it's worth taking a little extra care," said CHOICE head of media Tom Godfrey.

Ovation returns

ROYAL Caribbean's *Ovation of the Seas* will return to its Aussie home port next week, when she docks into Sydney on Thu 07 Dec.

The return will mark her second season and Royal Caribbean's 10th season in Australia.

At 348 metres long, 18 decks high and weighing 168,666 tons, *Ovation of the Seas* is the world's equal-fourth largest cruise ship and the largest cruise ship to ever sail Australian waters, with capacity for 5,000 guests and 1,500 crew.

Ovation will dock in Sydney at 0630 on 07 Dec.

WA GDS campaign

A DEAL between Tourism Western Australia and Travelport has seen an outreach campaign launch that will seek to promote the state of WA to travel agents.

Using Travelport's commerce platform, Tourism WA hopes the campaign will encourage more tourists to visit, stimulate agent interest and raise awareness of the unique tourist attractions the state has to offer.

ULA newsletter

UNIQUE Latin America will launch an educational monthly newsletter for travel agents to promote the region.

The move is to combat the lack of general knowledge agents have about the region.

The newsletter will include basic info, recommendations, travel experiences and quirky insights.

ULA's addition will complement training sessions for agents in Sydney and Melbourne.

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EDITORIAL

Editor in Chief and Publisher — Bruce Piper

Managing Editor — Jon Murrie

Editor — Guy Dundas

Contributors — Jasmine O'Donoghue, Matt Bell, Adam Bishop, Jenny Piper, Christian Schweitzer

info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper

accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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Working in partnership with the Australian Travel Industry

Cruise Travel Consultant

The Shire, \$70k OTE, Ref: 2760PE7

My client is a fast paced award-winning agency currently seeking a talented travel consultant that wants to specialise in selling cruise worldwide and hungry to make a good salary by doing what they love. This role would suit someone living close by and wanting to get out of the city & take back some work life balance. Be rewarded with educationals & excellent commission & be part of a team that really feels like family. Min 2yrs exp. required, Interviewing now please apply if interested.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

Account Manager

Sydney, Competitive, Ref: 3165SJ1

I am looking for an experienced Online Travel Account Manager to work with a leading niche OTA in an Account Manager role. If you have strategic AM experience but want a role with a difference in the travel industry then this position could be what you are looking for. Your main responsibility is to manage the business relationship while promoting account retention & growth. Fantastic earning potential & a great working environment are on offer with this leading company. Apply today!

For more information please call Sarah on (02) 9119 8744 or click [APPLY](#) now.

Account Manager

Queensland, Pkg circa \$90k D.O.E, Ref: 2143SZ4

An exciting opportunity is available for someone experienced within the hotel sector, tourism or travel industry. You will manage existing accounts and have the ability to think analytically to increase revenue and exposure to the business. This role will be both strategic and personable, where the Account Manager must have people and communication skills to build on relationships. Own car is required and ability to work autonomously without supervision is important in this role.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Reservations & Call Centre Manager

Melbourne, \$Competitive + Bonus, Ref: 3164hc1

Our client is looking for an exceptionally driven and motivated Reservations Manager to be a part of this fast pace & growing business within the Travel & Tourism industry! Where no 2 days are the same, your role will be to come in & assess the sales side of the business by providing feedback & implementing new changes on how to increase revenue. You will motivate the team by providing additional sales training & to ensure all KPI's are met. Monday – Friday working hours.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Luxury Travel Consultant

Norwest, \$50k + Super, Ref: 3181SO1

If you are not a fan of churning through clients and want to remember the reason to why you joined the travel industry in the first place, then this travel agency is the one to consider. They are amazingly customer serviced focused with plenty of high-end bookings to go around. This award winning team are well known for looking after their staff above all else. Appointments are preferred and therefore you are able to plan your day and deliver a quality service to your loyal clientele.

For more information please call Sasha on (02) 9119 8744 or click [APPLY](#) now.

Retail Travel Consultant

Gold Coast, Lucrative Salary & Commission, Ref: 1988AW2

Our client is looking for customer focused & sales driven consultants with a minimum 2 years' experience. As a consultant working within this leading travel company, you will have the opportunity to earn uncapped commission and continue to expand your travel knowledge. Do you have confidence in consulting across all platforms including telephone & online? Do you have excellent communication skills and the ability to maintain your motivation and drive? Then this is the role for you!

For more information please call Amanda on (07) 3123 6107 or click [APPLY](#) now.

Corporate BDM

Melbourne, \$90k OTE + Super, Ref: 3184MC1

This is an exciting opportunity for an experienced BDM to step into the corporate world with a global TMC and develop their sales career. This office based role will involve generating new business leads and securing accounts. Building rapport and developing relationships with key prospects is crucial to this role. If you have a proven sales track record and a solid background in business development and relationship building with Corporate Accounts then this is the role for you!

For more information please call Meg on (03) 9988 0616 or click [APPLY](#) now.

Product & Marketing Executive

Perth, Competitive, Ref: 3182SJ1

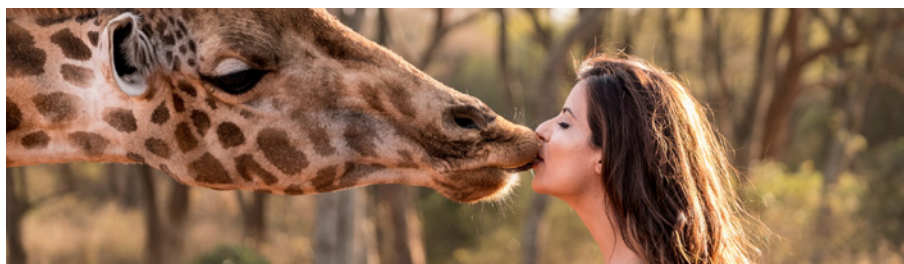
A rare travel industry product and marketing position has opened in Perth. Research, source and package products while ensuring all marketing activities enhance the sale of these products. You will load contracts, ensure rate accuracy and utilise your strong travel industry knowledge. This is a varied role where you will contribute to the product and marketing department of this successful travel company. I am looking for GDS exposure and experience from the travel industry. Apply today!

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



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Africa - the Ultimate Luxury Holiday Destination

EXCEPTIONAL EXPERIENCES:

Leaving technology and distractions behind, holidaymakers have the chance to 'disconnect to reconnect' as they experience incredible animal sightings, uninterrupted landscapes, and breathtaking African sunsets. And the perfect ending to a perfect day? Drinks around the campfire as you share stories with your guide and fellow guests, followed by a world-class dinner enjoyed under the vast African night sky.

ALL-INCLUSIVE RATES:

An all-inclusive holiday in Africa is appealing to travellers – they can forget about money and enjoy themselves. Most upmarket safari camps include all meals, beverages (including beer, wine and spirits), and

a selection of safari activities, which can include game drives, bush walks, boating safaris, canoeing and fishing.

SPECIAL TOUCHES:

A safari in Africa is unique, with the exotic wildlife, pristine wilderness and starry night skies. Most upmarket safari properties have been designed to maximise this. Lodges delight in providing extra special touches such as private bush dinners by candlelight, spa treatments, and turn down services with a rose petal bath, candles and champagne. This is pampering at its finest!

BEAUTIFUL BEACHES:

After an adventurous safari there's a number of stunning African beaches that we can recommend to

unwind, soak up the sun and relax as newlyweds!

BENCH AFRICA END OF YEAR SALE NOW ON

Book a safari and pay the deposit by 31 December 2017 to benefit from our low prices!

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Receive the latest deals, trails and tales from wild Africa.