

## TNQ global hub

**THE** Queensland Government has invited registrations of interest in its plans to develop a Global Tourism Hub (GTH) in the state's tropical north.

The vision will involve developing tourist facilities and attractions via "catalytic projects" such as integrated resorts, located within 70km of Cairns.

The Government says its GTH vision will provide a "dynamic new tourism opportunity" for Tropical North Qld and will potentially involve the granting of a new casino licence.

A community engagement process was launched this week and registrations of interest are now open ahead of an expressions of interest process.

**CLICK HERE** for more detail.

## Magellan explains deal

**MAGELLAN** Travel Group members across the country have attended hastily convened meetings over the last two days, with the network's founders and Helloworld ceo Andrew Burnes presenting the rationale behind the HLO takeover (**TD Wed**).

Chairman Andrew Jones told **TD** this morning it had been important to speak with Magellan members, given ASX disclosure restrictions had precluded discussing the deal prior to its shock announcement this week.

Jones said Magellan's directors had explained the rationale behind the decision at the meetings, and why they believed it was in the best interests of Magellan and its members.

Burnes also presented his vision for Helloworld and Magellan, which by all accounts was well-received by members.

"Being part of Helloworld Travel Limited brings scale and the significant capacity to invest, particularly in technology," Jones said, with feedback from Magellan members "on the whole

very positive".

"Members expressed concerns on how the network would function in the future, however once this was explained in detail our members now understand the rationale behind the deal and the commitment to maintain the network in its current format."

While the mechanics of the deal are commercially confidential, Jones said members would have an option to remain in the existing Magellan structure, or move to a new corporate structure with the same membership terms and conditions they currently enjoy.

Jones confirmed that all members would also have an opportunity to benefit financially from the \$32.5m transaction, and that Magellan would continue to operate in the same manner as it has to date in terms of transparency of overrides and profits passed back to members of the agency group.

## Rex wins WA route

**REGIONAL** Express (Rex) will expand further in Western Australia after winning a tender to operate flights between Perth and Carnarvon/Monkey Mia.

The tender was awarded by the WA Govt and follow Rex's launch services from Perth to Albany and Esperance in early 2016.

Rex will operate the Carnarvon route for five years from 02 Jul.

## Boeing/Embraer ties

**AIRCRAFT** manufacturer Boeing and Brazilian counterpart Embraer have confirmed they are in talks over a potential tie-up.

In a statement issued overnight, the companies said they were in discussions "regarding a potential combination" but stressed a transaction was not guaranteed.

Any venture between the two would be subject to approval of both companies' boards as well as the Brazilian Government.

## SQ lifts Cape Town

**SINGAPORE** Airlines will be increasing flight frequency to Cape Town, South Africa, to meet growing travel demand.

Cape Town will be served with a daily flight via Johannesburg from 26 Mar, up from the current four flights per week.

The additional flights will complement SQ's current daily service to JNB.

Singapore Airlines will operate the route with Airbus A350 aircraft with Business, Premium Economy and Economy classes.

## Today's issue of TD

**Travel Daily** today has four pages of news and photos, plus a full page from:

- Travel Trade Recruitment

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Jayde - Sales Manager

## Merry Christmas

**TODAY'S** issue of **Travel Daily** is our last for 2017.

We wish you a merry Christmas and happy new year, and will return with our next issue 02 Jan.

## Boxing day sale

**THE** Travel Corporation will offer a number of specials as part of its Boxing Day sale.

Travellers with Trafalgar can take advantage of a \$999 flight deal on 95 trips across Britain & Europe or a 7.5% discount.

The offer is valid from 26 Dec-28 Feb for travel in 2018.

Contiki offers 15% in savings on all trips until 07 Jan, while Busabout has 25% off select Hop-on, Hop-off passes until 27 Dec.

Insight Vacations is offering \$2,018 in savings per couple on select trips from 26 Dec to 05 Jan.

## Inspiring Journeys



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## Rydges Newcastle

**EVENT** Hospitality & Entertainment Ltd has entered into an agreement with the Schwartz Family Company to manage the Crowne Plaza Newcastle, under the Rydges Hotel brand.

The property will be rebranded to Rydges Newcastle on 03 Mar and will be operated alongside EVENT's current collection of hotels and resorts across Australia, NZ and the UK.

## PNG Air eyes Cairns

**PNG** Air is considering whether to launch flights into Cairns, *OnePNG.com* reports.

Asked about the destination by a shareholder at the airline's recent annual general meeting, ceo Muralee Siva said domestic operations were a short-term priority, but "the Cairns route will be there...we will definitely look at that some time down the line".

## Airports brace for Xmas

**RECORDS** are set to tumble this weekend as airports around the country brace for the busiest travel days of the year.

Today and tomorrow are expected to be the most crowded days at the nation's airports, with the surge likely to set a new Dec record of 1.03 million passengers through Melbourne Airport's International Terminal 2.

The airport said yesterday it handled 96,000 travellers each day, but expected that figure to increase by 25% during the festive period.

Brisbane Airport likewise is expecting a strong turnout, with 840,000 pax expected to transit through the international and domestic terminals from today until 02 Jan, representing a 5% increase on last year.

A Brisbane Airport spokesperson is advising those picking up international passengers over

the Christmas period to be at the airport no earlier than 20 minutes after a flight is scheduled to land to allow for increased activity around border control & customs and claiming baggage.

Sydney Airport has added additional staff in the arrivals halls and baggage claim areas to meet the increased foot traffic over the Christmas season.

A Sydney Airport spokesperson said the first week of Jan was historically the busiest at the airport, but the facility was predicting larger crowds over the Christmas/New Year period.

Melbourne will wheel out the Salvation Army Christmas choir in Terminal 3 and 4 to get the Christmas cheer going ahead of passenger's flying home or away for the festive season.

All airports around the country will have additional Australian Border Force staff on duty.

## Lauda puts in offer

**FORMER** Formula 1 driver Niki Lauda has submitted an offer for the failed Austrian airline Niki, which he founded in 2003.

Niki filed for insolvency last week after Lufthansa scrapped plans to buy it (*TD* 15 Dec).

A spokesperson for Lauda confirmed to *Reuters* an offer had been made, but would not name a price or say whether others were involved in the bid.

## Sno'n'Ski 2018

**SNO'N'SKI** Holidays' Ski Southern Hemisphere 2018 brochure has been released and can now be ordered from TIFS.

Available a month earlier than last season's edition, the program features a new pricing format designed to make it easier to compare packages.

The brox includes info and deals from ski resorts in New Zealand, Australia and South America.



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Uncover Manila and Boracay in the December issue of *travelBulletin*.

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

## Tassie flags visitor goals

**TOURISM** Tasmania has outlined ambitious visitor targets, having set a goal of attracting 1.5 million visitors by 2020.

If realised, the increase would constitute more than a 17% jump on the 1.28 million tourists who headed to Tasmania in the 12 months to Sep 2017.

Chief marketing officer for Tourism Tasmania, Emma Terry, told **TD** that the state's ambitions also extend to other key metrics.

"We have a goal of getting to \$2.5b for annual visitor expenditure and at the same time increasing our regional dispersal to get people to move outside of our major cities," Terry said.

"To realise our goals we need to look at increasing access to Tasmania and this means boosting flights, the number of pax, as well as frequency and connection and this is certainly something we continue to talk to the airlines about and lobby for."

Further initiatives to help boost visitation include upgrading visitor infrastructure such as access to national parks and a raft of new hotel developments.

## Airlines to discuss T&Cs with ACCC

**MAJOR** carriers have committed to talks with the Australian Competition and Consumer Commission (ACCC) over its concerns about refunds, cancellation fees and other terms & conditions (**TD** yesterday).

Qantas was quick to defend its stance on refunds, stating that "aviation is unique in many aspects from other industries, and our fares and conditions reflect that we cannot resell a seat after a flight has departed... we will discuss this in detail with the ACCC," a spokesperson said.

Virgin Australia also flagged its intentions to be on the front foot in the face of the concerns.

"Virgin is committed to doing the right thing by our customers and we review our conditions of carriage on a regular basis... we look forward to engaging constructively with (the ACCC) as this is in the best interests of our customers," the carrier said yesterday in a statement.

## Nobu for Marbella

**THE** 81-room Nobu Hotel Marbella will open its doors in Spain on 29 Mar.

The new property blends Andalusian charm with modern attractions such as the La Suite night club, and will be a member of Small Luxury Hotels of the World collection.

## CTM accreditation

**CORPORATE** Travel Management (CTM) has become the first travel management company to receive accreditation for transparent airfare prices from independent airfare audit specialist Airocheck.

The Fairfare certification follows a audit process using data from the International Air Transport Association (IATA) & demonstrates the agency doesn't systematically apply mark-ups.

The process involved auditing nearly 500,000 transactions and CTM was presented with a trophy earlier this week in recognition of its accreditation.

## flydubai bulk order

**FLYDUBAI** and Boeing have finalised the largest single-aisle jet order in Middle East history, for 175 737 MAX aeroplanes.

The deal is valued at \$27 billion at current list prices and include options for an additional 50 jets.

"This is our largest order in our eight-year history and our third order with Boeing whose aircraft have given us the ability to carry 44 million passengers since we began operations," said Ghaith Al Ghaith, ceo, flydubai.

## New NZ Ramada

**WYNDHAM** Hotel Group and New Zealand developer Safari Group have unveiled plans to open an 85-room Ramada Suites in Manukau, in South Auckland.

The NZ\$25m (AU\$22.8m) development will offer studio, one- and two-bedroom apartments & be located adjacent to the Vodafone Events Centre and 11km from Auckland Airport.

Construction is slated to get underway in Jan 2018, to be completed in mid-2019.

## TNQ China reps

**CHINA-BASED** Contineo Marketing has been appointed to represent Tropical North Queensland (TTNQ) in China.

Contineo Marketing has been tasked with strengthening TTNQ's travel distribution network and supporting its work with China Southern and Hainan Airlines on the ground.

It will work to raise the profile of Tropical North Queensland in China by seeking out further marketing opportunities.



## Window Seat

**CHRISTMAS** has come early for the animals at Wild Life Sydney Zoo as they awoke yesterday to special gifts from Santa.

The celebration included custom Santa sacks, a special turkey feast and traditional Christmas decorations.

Animals from the five gram fat-tailed dunnarts to the 360kg Rocky the saltwater crocodile joined in the festivities along with some of the centre's cute and cuddly koalas (**pictured**).

Ella the yellow-footed rock wallaby enjoyed some fresh corn while Davey the quokka enjoyed his favourite meal of grass at the Christmas party.



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This role is responsible for supporting the relationship between Air Tickets and their international customer base, specifically the Asian Market. Working closely with the Air Tickets International Business Manager and the Air Tickets teams, you will be the first point of contact for international agents. Including, introduction and implementing of new customers, maintaining existing customer relationships, assisting with customers day to day BAU needs and driving continue growth through these relationships.

With strong fluency in Mandarin, you will build, support and maintain relationships with external and internal customers, whilst acting as a liaison between the agent with the aim of resolving queries. You will possess strong interpersonal skills, coupled with highly developed problem solving and analytical skills. With a positive approach to the role, you will display a high level of energy, enthusiasm and commitment and high level of customer service orientation.

Applications close 8 January 2018

Applications should be sent to [careers@helloworld.com.au](mailto:careers@helloworld.com.au)

Only successful applicants will be contacted for interview.

Friday 22nd December 2017

## Check your mailbox!



P&O Cruises' jam-packed 2019 winter brochure is set to start arriving at agencies across the country ahead of Christmas.

The brochure includes sailings to the South Pacific from Sydney and Brisbane, special departures for Tasmania's Dark MOFO festival and Melbourne Cup and weekend getaways (**TD** 14 Dec).

P&O Cruises is currently running an "Oh Ship!" sale until 13 Feb to coincide with the launch, offering a room upgrade, \$1 deposits and up to \$300 to spend on board.

## Globalcars deal

**GLOBALCARS** is offering savings of up to \$1,000 on European car leases with the Citroen Europass.

The deal applies to leases throughout 2018 booked by 31 Jan and includes bonus days, plus 50% off collection and return fees outside of France.

Rates start from \$28 per day for a Citroen C3 manual with GPS and all leases come with unlimited kilometres.

Call 1300 789 992 for details.

The P&O sales and marketing team **pictured** with the new brochure are: Narelle Riley, marketing director; Jessica Sainsbury, inside sales executive; Ryan Taibel, vp sales & marketing Australia & New Zealand; Liz Simbaqueba, trade marketing manager; Lusía Futialo, inside sales executive; Jessica O'Brien, bdm NSW; Andrew Thwaites, senior sales manager.

## Sabre hits level 2

**SABRE** has become International Air Transport Association (IATA) NDC Level 2 capable as an IT provider.

Yanik Hoyles, NDC program director at IATA said the move will allow Sabre to "broaden the scope of NDC through its passenger reservations system, and help transform the way air products are sold and merchandised to travel buyers".

Sabre plans to reach Level 3 in 2018, allowing it to provide different suppliers with new ways to distribute its products.



## 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](mailto:specials@traveldaily.com.au).

**The Retreat Port Stephens** is offering a 20% discount on stays between 15 Jan and 30 Apr 2018. The offer is valid for trips longer than five nights. For more information call 02 4982 1244.

**Sri Panwa** in Thailand, is offering a Chinese New Year package, which includes three-nights accommodation, group meals and a 90-minute Thai oil massage. Prices start from \$5,162. **CLICK HERE** to book.

Celebrate a birthday at **The InterContinental Samui Baan Taling Ngam Resort** with a special birthday package available until 18 Mar. Priced from \$2,465 for two adults, the offer includes breakfast, transfers, cake, massage, cooking class and a dining credit. **CLICK HERE** for more info.

Book any wellness packages for a minimum of five nights at **Amatara Wellness Retreat** and receive complimentary flights to Phuket from Australia. Priced from \$3,700ppts, the deal is valid on stays until 25 Dec 2018. Email [reservations.phuket@amataraphuket.com](mailto:reservations.phuket@amataraphuket.com) for more.

Guests can save up to \$527 off per couple on an **AAT Kings** 11-day Untamed Kimberley guided holiday from Darwin to Broome. The early bird deal is available until 13 Feb. Call 1300 556 100 for more info.

**Royal Caribbean International** is offering up to 45% on a number of cruises as part of the line's Seek & Save special. Offer applies to select 2018/19 South Pacific, NZ and Australian itineraries and is valid until sold out. **CLICK HERE** for more information.

## Win with Air Canada

With Air Canada now flying to Vancouver non-stop from Sydney, Brisbane and Melbourne it's clear Australian travellers have fallen in love with Canada's beautiful west coast city. If you'd like to know what all the fuss is about, then here's your chance.

Air Canada and Travel Daily are giving away two Economy Class tickets to Vancouver - North America's most convenient gateway to Canada and the USA.

All you need to do is create a fun photo featuring Air Canada and showing how much you love Canada and send it to [aircanada@traveldaily.com.au](mailto:aircanada@traveldaily.com.au) before 31 Dec.



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## Cruise Consultant

**Sydney, Up to \$55k + Super + Bonus, Ref: 1167SJ2**

Do you love Cruise and would you like to specialise in this niche but booming travel product? If you have a passion for cruising and for travel sales then apply now. You will be working towards targets and earning a great salary in return within a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

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

## Digital Marketing Manager

**Sydney, \$90k + Super Ref: 3156SO111**

This outstanding travel company is looking for a highly strategic manager to bring knowledge of extensive paid search and expert proficiency of SEM. This is an outstanding culture and you will love being so close to the digital strategy with the diversity of working across so many travel brands. You will communicate your creative ideas across numerous platforms and will enthuse travellers with your exceptional concepts, working with Global teams to provide a cohesive brand internationally.

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

## Retail Travel Consultant

**Shepparton, \$38-42k + Comm, Ref: 33020HC12**

This highly regarded travel agency has an exciting opportunity now available for someone who has experience as a Travel Consultant, the ideal candidate will be proficient in a GDS and have minimum 6 months retail experience. Do you have people and communication skills and love building on relationship? Are your base salary plus commission? If you have a genuine interest for travel with strong domestic and international knowledge, this may be the role for you.

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

## Calypso Expert

**Brisbane, \$55k + Super, Ref: 3203SZ1**

My client is a recognised travel company looking for someone to step into an Assistant Team Manager role within an established organisation. If you are experienced in Native Calypso and would want to take a step away from front line work OR step into a better career path, then this role could be for you. This is a back office role where you will get an attractive base salary and unlimited benefits from working in this business. Monday to Friday only with no late nights or weekend work.

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

## Corporate Travel Consultant

**Sydney, \$55-65k + Super, Ref: 1185SJ14**

To tie in with ongoing success across the Sydney corporate travel industry we are on the lookout for a Corporate Travel Consultant to join a leading travel management company in their luxurious offices in Sydney CBD. Dealing with SME corporate accounts, using your travel industry experience and excellent customer service skills this is the chance to progress in your travel career. Work in a small team, have a hands on approach to your work and reap the rewards with this sought after TMC.

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

## Marketing Executive

**Sydney, to \$65k + Super DOE, Ref: 3202PE1**

Global Luxury travel provider with fantastic reputation is seeking an experienced Marketing Executive to be a part of their Savvy Marketing department in Australia. The role will encompass a broad range of marketing functions with a focus on digital marketing and brand partnerships activity. The role's broader marketing functions include creative services, direct mail, CRM, advertising and events. If you have marketing experience and creative flair then please get in touch today.

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

## Duty Manager – Iconic Venue

**Melbourne, \$57k + Super, Ref: 3206MC1**

My client is seeking energetic and enthusiastic duty managers to join a dynamic team at a vibrant new establishment in South Melbourne. The ideal candidates will have previously worked in a high volume and fast paced hospitality environment. Previous practice in training and development of staff will be highly advantageous in this role due to a large intake of casual staff. If you have past experience in hospitality management and are looking to get back into it, this is the role for you!

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

## Travel Consultant

**Sunshine Coast, Competitive Package, Ref: 1990AW2**

Are you an experienced Travel Consultant? Looking for the ideal work/life balance? Our client is a successful independently owned Travel Agency and is looking for a customer focused and sales driven consultant. Sound like you? Ready for a new challenge? Then this role is for you! The successful candidate will enjoy a competitive salary package & commission structure based on performance. Working in a friendly team environment with high end and repeat clientele, start the New Year with a new job!

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



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