







or email steve@itravel-au.com

Garuda to Moscow

GARUDA Indonesia is planning to introduce services between Jakarta and Moscow from Aug.

The thrice weekly service will be operated by Airbus A330-200s.

MEANWHILE, GA's president & ceo Arif Wibowo confirmed the launch of the SkyTeam member carrier's first route to the USA.

Wibowo said Garuda Indonesia would begin flying from Jakarta to Los Angeles, via Tokyo, however, a start date hadn't been revealed.

GA already codeshares on the Tokyo Haneda-Los Angeles route with SkyTeam's Delta Air Lines.

AAT Kings training

THE Travel Corporation's Australia & New Zealand touring brand AAT Kings has introduced interactive agent training sessions with local sales managers.

Aimed at arming consultants with more knowledge on the AAT Kings' product range, the sessions will cover topics including deciphering which holiday option suits clients, how the company's agent portal can support agents, booking processes and more.

For more information, go to www.agents.aatkings.com

Operator targets 45+ solos

A NEW niche touring company targeting solo travellers over the age of 45 is gaining traction, with the firm's inaugural tour to Italy in early May almost full.

Melbourne-based Individual Traveller is headed up by Liz Young, a director/partner of The Travel Avenue and Italia Mia.

Young says the company was created to cater for a growing demand for male and female travellers wanting to explore the world with like-minded travellers.

Commissionable to agents, Individual Traveller operates

Win a Fiji famil spot

AGENTS selling Fiji Airways through Consolidated Travel this month have the chance to win famil to Nadi - info on page 11.

Today's issue of TD

Travel Daily today has eight pages of news, a Magellan Travel Group photo page, plus full pages from: (click)

- Albatross Tours
- AA Appointments jobs
- Consolidated/FJ promo

"small group bespoke itineraries". with options also available across the UK & Ireland, with France, Spain, Portugal, India and Sri Lanka coming online soon.

The concept allows single people (or those with a partner who is unable to travel) the opportunity "to enjoy the experience and have as much or little contact as they wish with other people on the tour," Young said.

"Solo travellers have been waiting for a product like this. It gives people who normally travel alone the opportunity to share their experiences in style with a small group of fellow travellers."

Young emphasises that Individual Traveller "is not about match making" travellers.

"Our unique selling point is the bar is open most evenings to get people connected at the end of the day as it is the night life that solo travellers tend to miss out on as they don't always like to go out by themselves in the evening."

A marketing campaign targeting males is planned to entice more solo men onto tours, she added.

See individualtraveller.com.au.

A STAR ALLIANCE MEMBER 🕏

by itravel

Business Class: European Summer Specials from \$4,500*







Who wants to be a Velocity Points millionaire?

Book any Virgin Australia domestic flight between 15 February and 2 April 2017 for travel until 12 April 2017 for the opportunity to WIN 1 million Velocity Points. Plus there are weekly prizes up for grabs!



/elocīt









NRMA buys ATPM

THE NRMA will rapidly expand its collection of Holiday Parks around Australia following the acquisition of Australia Tourist Park Management (TD breaking news yesterday).

ATPM owns and manages a collection of 30 holiday parks in Qld, NSW, Vic, SA and Tas, including NRMA's four locations on the Gold Coast, Darlington Beach, Merimbula and Umina, along with franchise parks.

"Most of these parks are located on Australia's most beautiful beaches and nature locations and the NRMA is committed to ensuring Australian families can holiday at these destinations in quality, safe and affordable accom for generations to come," NRMA exec Paul Davies said.

NRMA said the deal significantly bolstered its tourism and travel investment in Australia, which spanned Travelodge Hotels, Thrifty Car Rental and Kurrajong Hotel.

SYD earnings reach \$1.1b

SYDNEY Airport increased its earnings by 10.3% during 2016 as international passenger growth reached its highest levels in more than a decade.

The airport today released its 12-month results for the 2016 calendar year showing earnings (EBITDA) up 10.3% to \$1.1 billion and passenger numbers up 5.6% to 41.9 million.

EK mulls narrowbody

EMIRATES president Tim Clark has said the Dubai-based carrier was considering the addition of a narrowbody fleet of aircraft, with Airbus A320 and Boeing 737s being evaluated, CNN reports.

Clark said the "tighter cabins and fewer amenities" were of appeal to Qantas' partner.

"When the time is right we will decide...but so far, we are just biding our time to see which way it all pans out," Clark added.

Overseas pax grew strongest at 8.9%, with domestic pax up 3.8%.

"International passenger growth was the strongest in 12 years, with Sydney Airport welcoming 1.2 million additional passengers," said managing director and ceo Kerrie Mather.

"We experienced double digit growth in many of our major markets to deliver a diverse passenger base that provides a high degree of resilience.

"These included China, the United States, India, Korea, Japan and Indonesia," she said.

The airport said it was still evaluating the option of operating Sydney's planned second airport at Badgery's Creek and was working to establish likely construction costs.

It is aiming to meet the Federal Govt's 08 May deadline for a response, despite objecting to the time it had been allowed.

Eventhouse launch

EVENT Hospitality &

Entertainment has created a new hotel brand to join its existing range of Rydges, QT, Atura and Art Series properties.

With the opening of the 84room Eventhouse Cronulla, the group aims to create a boutique brand for "the modern business and leisure traveller".

Formerly the Rydges Cronulla, the southern Sydney property has been refitted with a "beach chic" theme by the same design team responsible for QT.

A second Eventhouse under development in Hobart is scheduled to open later this year.

"Eventhouse offers an immersive yet approachable boutique hotel experience with a local touch," said EHE group md David Seargeant.

Eventhouse Cronulla has a "simple, fresh and modern" style, a restaurant/bar and a conference level for up to 175 guests.

Holiday memories fading? Make some new ones.

Qantas Global 'Make New Memories' Sale

All cabins on sale Visit gantas.com/agents to find out more.

Sale ends 11:59PM (AEDT) 21 February 2017, unless sold out prior. Selected travel dates, days and conditions apply.









Carnival

Carnival Spirit Last Minute Industry Rates 09 MAR 17 - 3 Nights Roundtrip Sydney Inside from \$599* \$270* pp including taxes and port charges

*Conditions apply.

CLICK HERE for further details

'Best of All, It's in Hong Kong'

THAT'S the brand new global marketing campaign unveiled by Hong Kong Tourism Board (HKTB) this week in Sydney.

Aiming to highlight the rich diversity and quality of local experiences across Hong Kong, the campaign is steered towards the 45+ repeat traveller, as well as first-time millennials.

The 'Best of All, It's in Hong

Melb holiday appeal

MELBOURNE is the most preferred domestic location for Aussie holidaymakers, according to the latest Roy Morgan Research Holiday Tracking Survey.

The study found that in 2016, 4.2m Aussies said they would like to visit the Victorian capital in the next two years, whereas Sydney appealed to 2.4m holidaygoers.

Hobart and Brisbane were the third and fourth most popular locations with intent to visit by over 1.7m each, then Canberra, Perth, Adelaide and Darwin.

Over the past decade, Perth was the only destination to see holiday intention retreat, from 1.7m in 2006 to 1.5m in 2016.

Kong' promotion features four videos, starring local celebrities, focused on Hong Kong's variety of Gourmet Dining, Fashion and Entertainment, Family Adventures and the Great Outdoors.

HKTB regional director Andrew Clark said the strategy of the new drive was to invite visitors "to see, feel and taste the best Hong Kong has to offer from a local's perspective".

"Australian travellers, of all ages, are savvier than ever, desperate to find that authentic, off-thebeaten-track local experience while on holiday," Clark said.

The campaign will be pushed across digital channels locally.

Menzler promotion

FLIGHT Centre Travel Group has promoted former gm of Land and Cruise contracting Rod Menzler to the new role of Head of Tourism and Global Partnerships.

The position will see Menzler drive new partnerships with select tourism organisations and external partners across FCTG's global network.

More appointments on page 8.

MU BOGOF promo

CHINA Eastern Airlines is offering an unbelievable Buy One Get One Free (BOGOF) special on flights from Australia to North America, Europe, Japan and South Korea, via Shanghai.

The promotion is based on travel between 01 Mar and 15 Nov in 'Q' class, when ticketed between now and 31 Mar.

Route options include Sydney, Melbourne or Brisbane to LAX, ORD, SFO, YVR, YYZ, HNL, SFO, ORD and JFK in North America; LHR, AMS, CDG, FRA, ROM, SVO, LED, PRG and MAD in Europe.

China Eastern gm Oceania Kathy Zhang told Travel Daily it was "very important" for the carrier to develop its sixth-traffic right routes in Australia.

As MU's hub, Shanghai also provides foreign travellers a 144hr visa free transit.

The promotion reflects China Eastern's support of the recently launched Australia-China Tourism Year 2017 strategy.

MU currently operates 10 weekly services to Shanghai from Sydney and Melbourne, coupled with four weekly frequencies ex Brisbane which launched in Dec.



Window

TOURISM New Zealand stopped traffic at New York City's Penn Station when a traditional haka was performed this week in front of commuters on their daily grind, to generate greater awareness of the destination.

The promotion inspired lots of interest, with many New Yorkers saying a trip to New Zealand was on their 'must do' list.

SPEAKING of stopping traffic in their tracks, Travel Daily staff came to a halt on Valentine's Day when we took delivery of some Doughnut Time sweets, courtesy of Excite Holidays as a sign of their love for partners.

The limited edition 'Be Mine' themed doughnuts had lashings of raspberry and strawberry glaze, topped with chocolate hearts and garnished with mini white chocolate curls and sprinkles (see TD's Instagram).

Needless to say, we are still feeling the love,... some days later (mostly on the hips!).







Do you have solo clients 45+ who love to travel but don't always have someone to travel with?

Our Bespoke Tours are designed for like-minded Solo Men & Women 45+ who love their independence but equally might like to share their day's experience over a wine or dinner.

Explore our Solo Tours by contacting Liz on 03 9681 3098 or hello@individualtraveller.com.au Visit **individualtraveller.com.au** for Tours to Italy & UK/Ireland. All tours commissionable

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TA Wildlife focus

TOURISM Australia this week launched its Australian Wildlife Collection, bringing together the top-rated 'wildlife in the wild' encounters to be had in Australia.

The online collection - which can be viewed HERE - features experiences from the Maria Island Walk in Tasmania to exploring Lady Elliot Island in Queensland.

The site provides information for every state and territory and features a selection of operators with a shared commitment for conservation.

Founder of Wild Bush Luxury Charles Carlow has expressed his approval for the new portal, saying he is proud to be a part of Tourism Australia's collection.

"The Australian Wildlife Collection allows us to align with other tourism operators with similar aspirations, collectively working towards a more sustainable Australian tourism industry," Carlow said.

SANAD DA approval

THE Sunshine Coast Council has granted SANAD Capital development approval for phase one of its \$400 million Active Lifestyle destination (TD 25 Aug).

The project will see a 25 hectare plot on the coast's Steve Irwin Way turned into a four-star family hotel and theme park.

Phase 1 will be built over 14 hectares and includes a water park, a lawn for major events, an adventure park & a 6,000 m² retail zone with ground to be broken in the next few months.

Win a THAI holiday

THE Tourism Authority of Thailand is giving travel professionals a chance to win a trip to the destination in exchange for completing new training modules on its website.

CLICK HERE to access the workshop which covers popular attractions as well as lesser known, alternate experiences.

> X10 KHAO LAK is giving readers the chance to WIN 4 nights at their new, tranquil family resort in Khao Lak. Thailandl

> > For your chance to win, tell us in 25 words or less: Who would you take to X10 Khao Lak and why?

Send your answers to sales@ctmarketing.com.au



Explore Malaysia's Langkawi and Penang in the February issue of travelBulletin.

CLICK HERE to read trave|Bulletin





THE Travel Corporation made the most of a superb day on Sydney Harbour yesterday, hosting key industry partners on its annual Sailing Regatta.

Teams from various TTC brands including Insight Vacations, Trafalgar, Uniworld, Adventure World, Contiki and Busabout competed some fiercely, others not so much - for the coveted Travel Corporation Cup.

The afternoon also featured plenty of conviviality both on the water and off, with participants plied with plenty of Travel Corporation hospitality and a post race function at the Cruising Yacht Club of Australia to top off the afternoon.

The winner this year was the

Adventure World team, who by all accounts worked as a well oiled machine to clinch the victory for the second year running.

They're pictured above on their yacht in front of the Sydney Harbour Bridge, while inset Adventure World md Neil Rodgers is shown accepting the cup from TTC ceo John Veitch.

More pics from the day at facebook.com/traveldaily.





Amatara's brain health program

PHUKET'S Amatara Wellness Resort has launched a unique Brain Health Enhancement program in partnership with Bangkok Hospital Phuket's Brain Health Institute.

During a visit to Sydney yesterday, Amatara Wellness Resort's director of sales and marketing, Mr. Athipat Jitchaiwat, explained to *Travel Daily* the program focuses on Alzheimer's prevention.

It is recommended for three groups of people - those with a family history of the disease, those wishing to improve or maintain their brain health and cognition and people whose daily life includes a lot of stress or long working hours such as chief executive officers.

The brain health enhancement program commences with three days at the Brain Health Institute where patients undergo a series of tests and treatments by a team of medical experts.

This is followed by a five-night stay at Amatara Wellness Resort, located at Cape Panwa, where interventions, dietary plan and exercise recommended by the institute is integrated into the resort stay of the patient.

Having undergone a refurbishment 18 months ago, a section of the resort was created to nurture patient wellbeing following treatment, accommodating them in spacious rooms that boast views of the Andaman Sea.

Additionally, wellness professionals are on-hand to



assist with exercise programs, mindfulness practice, nutrition and luxury spa treatments tailored to their health goals.

"Australia is the resort's second largest market for wellness programs", said Jitchaiwat.

The resort offers a total of eight-signature wellness retreat programs including detox, weight management, active and yoga, and also accommodates for general leisure travellers.

Prices for the brain health program start from 376,200 Baht for a single person (approx. AUD14,000).

Pictured above at Café Sydney yesterday is Athipat Jitchaiwat.



CONSTRUCTION is underway on expanding and renovating the Port Arthur Visitor centre in Tas.

The \$12 million redevelopment is the largest construction project ever undertaken by The Port Arthur Historic Site Management Authority and is in response to visitor demand (*TD* 08 Dec).

Last financial year over 340,000 visitors headed to the destination and current visitor numbers are tracking at 10% higher than this time last year.

Air Astana LHR boost

AIR Astana is upping its frequency between Astana and London Heathrow from four to five flights weekly from Jun.

The route is serviced by Boeing 757 aircraft, offering Business class, Economy Sleeper and Economy class.

Mudgee Weekender

TV PERSONALTY Mike Whitney payed a visit to Mudgee to explore the best local wine and produce the region has to offer for the *Sydney Weekender*.

The episode which features NSW Tourism award winners will air on the Seven Network at 5.30pm this Sun, 19 Feb.

Legoland Hotel Dubai

LEGOLAND has revealed it will be opening its first middle eastern hotel in Dubai.

An opening date is yet to be set for the 250-key hotel which will built opposite Legoland Dubai.



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Singapore boom

TOURISM in Singapore hit historical highs last year with international visitor arrivals growing by 7.7% to 16.4 million and tourism receipts soaring even higher by 13.9% to SG\$24.8b.

Chief executive of Singapore Tourism Board (STB) Lionel Yeo said he was heartened by the performance, despite challenges faced such as the Zika outbreak.

Top growth markets for visitor arrivals when compared to 2015 were China (+36%), Indonesia (+6%) and India (+8%).

Visitation from Australia, however, slid 2% year-on-year. STB said arrivals from Western Australia dropped due to the slowing mining industry while there was also a drop in Australia's outbound travel to Europe, affecting stopover traffic.

Sabre 2016 results

SABRE Corporation has reported its fourth quarter and full year 2016 financial results for its two business segments Sabre Travel Network (revenue jumped 12.9%) and Airline and Hospitality Solutions (revenue up 16.9%).

While overall growth was slightly under expectations, a full year revenue increase of 14% was recorded along with a full year adjusted EBITDA rise of 11%.



Business Development Manager

APTMS is a leading travel marketing company representing high profile international clients.

We are seeking a highly driven Business Development Manager with account management experience, based in Brisbane with responsibility over the QLD and WA territories.

This is not simply a sales and relationship role. It requires great skill in developing business where there previously was none. This is a permanent part-time role of 3 days per week. The key objective is to grow our presence and sales through multi-channel distributions including travel agencies, wholesalers, media and MICE as well as through some B2C

The successful applicant needs to understand the need for exemplary reporting, clear communication, immediate turnarounds on priorities and a can-do attitude. Experience using Salesforce or a similar CRM will be highly regarded.

Contact Daniele Zanetti - daniele.zanetti@aptms.com.au to apply, applications close 24th February.



Regional Sales Manager, Queensland Base Salary: \$70K - \$80K

Position available at Viking Cruises for a highly motivated and enthusiastic Regional Sales Manager to be based in Queensland who will be responsible for sales for the whole state. The role will suit an experienced sales professional with a minimum of 5 years sales development management experience, who has a passion for travel, works autonomously, can manage their own "Territory" and enjoys working in a fluid and highly competitive industry. The successful candidate can expect a very competitive basic salary package with a rewarding incentive program plus great industry and health benefits

If you feel you meet the criteria above and this sounds like your ideal role please apply by sending a short covering letter and your resume to: jobsau@vikingcruises.com

Only suitable applicants need apply.





Corporate Chatter

With Tony O'Connor

THE GBTA has powered back to life in Australia and New Zealand after a brief absence. Headquartered in Washington DC, the Global Business Travel Association is the world's largest business travel association with operations on six continents. GBTA's 7,000-plus buyer members manage more than \$450 billion of travel spend annually. Its annual global conference in July is the world's largest. There is also a busy schedule of conferences and events in many countries.

The association delivers accredited training and education in partnership with a flagship university. It provides extensive information and research services, and offers a large range of useful papers and procurement tools to its members. The network includes 28,000 travel supplier members and has a list of 125,000 active contacts. Most of the world's leading business travel suppliers are supporters.

In Australia, GBTA has formed a partnership with btTB. Run by Nigel Wardropper, btTB has delivered the region's largest business travel conference every year since 2000. It is more than twice the size of any other industry conference in Australia. btTB will provide the admin, marketing and management, taking the association model in Australia to a more professional level. In addition to the main conference in May, there will be smaller events in all capitals.

A unique aspect of GBTA/ btTB is that it will tap into the procurement network of PASA, the parent company of btTB. PASA (Procurement And Supply Australasia) engages with over 20,000 members of the procurement community in the region. It runs dozens of events and seminars across many supply categories, including Australia's largest procurement conference every October. Travel buying decisions are now dominated by procurement managers, and these are exactly the people that travel suppliers need to connect with.

Global Business Travel
Association is a great source
of information for buyers and
suppliers alike. The organisation
is in the middle of major industry
developments. Its Advocacy
branch helps to guide and advise
policy makers on travel related
issues at top levels.

If you want to know what the Global GBTA Conference is like, picture a vast hall with hundreds of the world's leading travel companies on display, including an almost endless array of the latest software and apps. If you want to look around for a competitive tech-edge; if you want to get pole position with a great new piece of IT, this is the place. Picture a choice of 20 different seminars at the breakout seminars. Picture having lunch with George Bush one day and then Bill Clinton the next (admittedly with six thousand others). The Australian Conference won't be quite that big, but with the new support and input from the GBTA it will be bigger and better than ever. Take your clients along. It's a great way to build the relationship by helping them to learn more about travel management. And informed clients tend to understand the value of their travel suppliers better. Better still, become a sponsor!

The Global Business Travel Association's website is www.GBTA.org.

For any enquiries please contact me on 0409 944 911 or email toc@butlercaroye.com.

Tony O'Connor is the Founder and Director of Butler Caroye Asia Pacific, which has been running TMC, airline, hotel, and card tenders for corporate travel buyers since 1998.

ACTE event program

REGISTRATIONS are now open for next month's Canberra Aviation & Corporate Travel Summit, held by the Association of Corporate Travel Executives (ACTE) in partnership with the CAPA Centre for Aviation.

The 15 Mar event's keynote speaker will be Assistant Minister for Trade, Tourism & Investment Keith Pitt, with other speakers including Canberra Airport ceo Stephen Byron and Virgin Australia group exec govt relations Jane McKeon.

For details CLICK HERE.

Corporates call Uber

HALF of all corporate travel policies now allow the use of Uber and other ride-sharing services, according to a report by the Global Business Travel Association's (GBTA).

The study found policies permitting ride-sharing services had leapt dramatically from 44% in Jun 2016 to 50% in Jan 2017.

A majority of travellers expected to use these types of services about the same amount (71%) or more often (18%) in the three months following the survey.

Use of home-sharing services like Airbnb and HomeAway, also increased 20% from Jun 2016.

CWT tackles risk

CARLSON Wagonlit Travel (CWT) has appointed its former head of information security to the role of chief risk officer.

Kathy Orner, who joined CWT in 2006 as vp and chief information security officer, will oversea areas including client privacy, disaster recovery and crisis management.

She will also oversee risk governance strategy while continuing to lead enterprise risk management and security.

CWT exec vp and chief technology officer Andrew Jordan said a key ambition for the company was digital innovation.

"Delivering the digital difference 24/7 requires the highest levels of resiliency, so potential risks must be identified and countered," Jordan said.

"Kathy's extensive experience in governance, risk management, business resiliency, security and audit make her ideally placed to drive this critical function for us."

ATMC nominations

NOMINATIONS close on 24
Feb for the Association of Travel
Management Companies (ATMC)
2017 Travel Executive of the Year.

The winner will be announced in early March - for full details **CLICK HERE.**

Seeking

Regional Sales Manager - VIC, SA & TAS Regional Sales Manager - NSW, ACT & NZ



Join the team of one of the world's most innovative and progressive destinations.

Julie King and Associates is seeking two motivated, results driven, experienced team members whom have a good balance of exceptional client relationship management and opportunity development skills to join the Trade Relations team in Australia

The roles will be based in Melbourne and Sydney and reporting to the Director, Australia & New Zealand.

THE FOLLOWING IS A VERY BROAD OUTLINE OF THE KEY REQUIREMENTS OF THE ROLE:

- Implement client business strategy and execute and monitor annual partnership plans for your portfolio of industry partners in your region.
- To actively and collaboratively work with our wholesale, retail, OTA, Airlines and Business Events partners to grow market share and increase awareness of destination.
- Roll out trade campaign management strategy to achieve the required outcomes and CPA.
- Launch re-newed Dubai Expert programme in the market.
- Training of the travel trade on the destination product and experience.
- Manage educational programme.
- Participation at key trade events & consumer expo's within your territory.

The successful candidate will possess a minimum of 5 years' proven sales management experience in hotels / airline / travel / destination sales, working within the leisure and corporate travel markets in Australia.

If you would like to join a dynamic team and your experience meets the above criteria, please send your CV to Fiona Stewart at fiona@jkingassociates.com

Magellan treats award winners

AWARD winners from Magellan Travel Group recently returned from five luxury nights in Dubai and Oman having flown business class courtesy of Emirates. Hosted by the group's ceo, Andrew Macfarlane, the 'CEO Journey' is a reward and recognition experience which this year saw the team staying at St. Regis Hotel in Dubai, enjoying dinner at At.Mosphere on the 122nd floor of the iconic Burj Khalifa, seeing Dubai's many

Thursday 16th Feb 2017

First with the news

attractions whilst on board a Seawing's scenic flight, visiting Al Maha deep within Dubai's desert landscape, and spending three nights at the magical Six Senses – Zighy Bay in Oman.

The final night was at Jumeriah Zabeel Saray, on Dubai's iconic Palm Island. The group relaxed, marvelled, experienced and enjoyed the generous hospitality of Dubai Tourism, its partnering hotels and Six Senses Hotels Resorts and Spas.

Each of the award winners on the CEO Journey was announced at the 2016 Magellan Travel Group conference in Auckland; Gerd Wilmer from Landmark Travel NSW (True Spirit Award); Jodie Shelton from Travel Centre Bendigo VIC (Corporate Travel Consultant of the Year); Richard French from Platinum Travel Corporation VIC (Corporate Travel Consultant of the Year); Misha Treasure from Cathie Rice Travel WA (Leisure Travel Consultant of the Year); and Megan Hutton, Spencer Travel Eastside NSW (Rising Star Award).

Macfarlane commented that "it is an honour to host the stars of our member's businesses as nominated by their peers and judged by the Magellan board. Our award winners make an outstanding contribution to the success of their agencies, our Group and the industry at large."

industry at large."

Macfarlane confirmed that the winners of the 2017 Magellan Travel Group awards would be announced at the Group's annual conference at Crown Towers Perth in Sep. "This sort of recognition from peers within our network is something that Magellan loves to foster and reward. The experiences we had whilst in Dubai and Oman over the last week are ones which I hope will stay





ALL aboard the Seawings sightseeing flight for a

stunning aerial view of Dubai's Palm (above).

THE lavish St Regis Dubai.





Industry Appointments

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

A restructure at Travel the World has seen the appointment of Juliana Higgins as Sydney-based National Marketing & Product Manager and Sharon Hando as Gold Coast-based National Sales Manager. Sussanah Teng becomes National Marketing & Product Executive.

The Association of Australian Convention Bureaux (AACB) has announced the appointment of Annika Hofsink as Marketing & Communications Executive.

Ramzy Fenianos has become Vice President Development for Europe, Middle East & Africa at Minor Hotels, joining the group from his previous role in aquisitions at Starwood Hotels & Resorts.

Flight Centre Travel Group has promoted Jarrod Pask to the role of General Manager Queensland and Northern New South Wales.

AKARYN Hotel Group has appointed Daniel Steinke as General Manager for two beachfront properties in Thailand - the Aleenta Phuket Resort & Spa and akyra Beach Club Phuket.

Verteran hotelier **Nigel Tovey** has taken up the role of General Manager at the Ananda Hua Hin Resort& Spa in Thailand, operated by the Compass Hospitality group.

Sun Princess delay

SUN Princess will be delayed in Brisbane today to allow for a deep clean after an outbreak of Norovirus on its most recent cruise to New Zealand.

A Princess spokesman said 12 to 15 of the ship's guests had been in self-isolation on any given day during the cruise while symptoms ran their course.

"At no stage during the cruise was there a large number of guests ill at any one time," the spokesman said.

Christchurch fires

DFAT has warned travellers to NZ that a state of emergency has been declared in Christchurch and the Selwyn district due to the current Port Hill fires.

Myconian opening

DESIGN Hotels is opening the luxurious Myconian Kyma in Cycladic town on the Greek Island of Mykonos on 01 May.

The 52-room and 29-suite hotel will feature white washed structures throughout along with a multi-level infinity pool, steakhouse and full service spa.

LATAM MDE/SMR

LATAM Airlines Colombia will next month introduce two new domestic routes.

Flights between Medellin and Santa Marta will operate four times weekly aboard Airbus A319 and 320 aircraft.

Services from Cartagena to San Andres Island are scheduled to fly twice weekly using A319s.



AIR New Zealand and Flight Centre went head to head in a friendly Valentine's Day touch footy match refereed by Warriors Halfback, Shaun Johnson.

The two teams headed up by Air New Zealand ceo Christopher Luxon and Flight Centre ceo Skroo Turner took to Victoria Park in Auckland with a thirteen man team on each side in.

Air NZ's chief revenue officer Cam Wallace said the game was a "unique opportunity to engage with one of our key partners in a casual and active event".

"We hope to continue this tradition in coming years," Wallace said.

Flight Centre took home the trophy with a final score of six points to four.

The two teams are pictured while Skroo Turner & Christopher Luxon are pictured inset.



This month Travel Daily, Tempo Holidays and Tourism Ireland are giving agents the chance to win a trip for two to Ireland

The winner will travel on a luxury coach around Ireland for a week, and the prize includes return flights.

ΤΕΜΡΟ **HOLIDAYS**

To win, show your Irish spirit by dressing up in your best St Patrick's Day outfit and send a photo through. Best photo wins! Get your whole office involved! Send entries to tempo@traveldaily.com.au Terms and conditions apply

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Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry sign up at www.traveldaily.com.au.

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CRUISE trave Bulletin business events news Travel Daily





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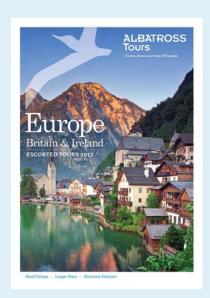
Discover Europe in 2017 with Albatross

Over 90% departures now guaranteed!

Most of our available 2017 European Summer tour departures are now guaranteed to depart. All other tours are guaranteed on only 10 passengers. Book now with confidence!

New 2017 departures announced due to popular demand

- Magnifico Spain & Portugal 18 May. 12 September
- Northern Spain & the Pyrenees 12 September





Pre-order our new Christmas brochure

Our new 2017/18 Christmas, New Year and Winter Wonderland tour brochure is due out in early March. Featuring a massive 28 unique tours we have something for everyone!

New for 2017

- French & Italian Castle Markets 11 Days
- Bohemian Christmas Markets 12 Days
- Christmas in a French Alpine Village 11 Days

Plus 3 exciting Winter Wonderland tours with departures in late January – early February!

Oberammergau 2020 - Enquire Now!

Albatross will be operating 7 unique Oberammergau tour programmes in 2020 ranging from 4 to 20 days.

Agents are invited to pre-register their interest now.



Call 1300 135 015 www.albatrosstours.com.au





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Want your career search handled confidentially? Call the experts!

A STEP UP IN YOUR SALES CAREER

BUSINESS DEVELOPMENT MANAGER 2IC MELBOURNE –SALARY PKG TO \$105K + INCENTIVES

If you love the thrill of the chase this role is for you! This highly respected travel management company is now looking for a talented sales professional to grow their corporate client base with accounts of all sizes. You will have a great network to build a pipeline & use your exceptional negotiation & presentation skills to bring in new business. Experience in a similar role is essential. A generous salary package + lucrative commission structure is on offer.

BUILD & GROW RELATIONSHIPS

KEY ACCOUNT MANAGER
MELBOURNE – UP TO \$98K PKG + COMMISSION

Join a name you can trust with a portfolio of interesting and top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these high value clients along with your negotiation skills to be able to offer solutions to formulate reporting requirements. A top salary package & career progression on offer.

DEVELOP AND GROW

COMMERCIAL DEVELOPMENT MANAGER
GOLD COAST –SALARY PKG TO \$130K + BONUS

Our client is looking for a talented senior manager to assist them to improve their business & grow. Key responsibilities will include business analysis, business & process improvements, implementing change & project management. Commercial Management exp. in a travel company req. strong call centre, business analysis, change management, systems & process improvement experience. Top salary plus bonus on offer for the successful person.

LOOKING FOR CAREER PROGRESSION

GLOBAL CORPORATE ACCOUNT MANAGER SYDNEY- SALARY PACKAGE UP TO \$120K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives.

Interviews to commence this week.

INTERVIEWING NOW

DIRECTOR OF SALES AUSTRALIA- LEADING TMC SYDNEY – SALARY PACKAGE \$ 155 K + BONUS

The search is on for Australia's most talented, inspiring Corporate Sales Manager who enjoys leading from the front. This is your opportunity to join an award winning global TMC in a role that will allow you to mentor and develop others, whilst still managing your own client portfolio. If you love the thrill of the chase and can motivate others this is the dream role you have been waiting for. Apply today or call 02 9231 2825 for a confidential chat.

LOVE THE THRILL OF THE HUNT?

CORPORATE SALES MANAGER

MELBOURNE - UP TO \$95K PKG + COMMISSION

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

LOVE THE BUZZ OF SALES?

BUSINESS DEVELOPMENT MANAGER – CORPORATE SYDNEY – \$95K BASE PLUS GENEROUS COMMS

Create a valued impression when you join these outstanding corporate travel companies. You have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing these well-known brands in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. If you want to join a fast paced role with excellent progression apply nowl

REPRESENT LUXURY

TRAVEL INDUSTRY BDM - CRUISING SYDNEY - SALARY PACKAGE \$80K

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

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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