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Crystal®, The World's Most Awarded Luxury Cruise Line™, has expanded its presence in the Pacific region with the opening of a dedicated corporate office. Based in Sydney, the office will represent Crystal Cruises®, Crystal Yacht Expedition Cruises™, Crystal River Cruises™, Crystal Residences™, Crystal Luxury Air™ and Crystal AirCruises™.

"This full-service office manages sales, marketing, finance and reservations for the Australia and New Zealand markets and above all, we are here to service the needs of our travel trade partners."

— KAREN CHRISTENSEN

Senior Vice President & Managing Director
Australia & New Zealand



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Monday 9th January 2017





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Thailand floods

SMARTTRAVELLER has warned of disruptions and flight delays in southern Thailand, including tourist areas of Koh Samui and Koh Phangan.

Heavy rain and flooding has resulted in 18 deaths.

Seabourn Australia focus

ULTRA-LUXURY cruise line Seabourn is set to place a greater emphasis on its Australian market with plans for a circumnavigation in 2018/19 to be unveiled soon.

Speaking exclusively with **Travel Daily** in Singapore on Fri ahead of the christening of *Seabourn Encore*, Seabourn president Rick Meadows flagged an increased focus on the Australasia region, driven by customer demand and travel agent support.

Meadows said Australian cruises were one of Seabourn's largest markets "from a revenue perspective" - sitting only behind the United Kingdom - and having a larger deployment in local waters made "commercial sense".

"You will continue to see us have a rich deployment throughout not only Asia, but also Australasia," he told media.

The addition of the extravagant 600-guest *Seabourn Encore* to the Seabourn fleet (see **page four**), will be complemented next spring when the Seattle-based liner takes delivery of *Encore's* sister-ship, *Seabourn Ovation*.

With an extra level, new spaces, facilities and around 75 more cabins than Seabourn Odyssey

class ships (*Odyssey, Sojourn* and *Quest*) *Encore* is the "evolution, not revolution" of the acclaimed upmarket cruise product.

Seabourn Encore arrives in Darwin on 22 Jan, with stops on its inaugural visit down under in Cairns, Townsville, Mooloolaba, Sydney, Melbourne, Geelong and then onto New Zealand.

It will be the youngest and most luxurious ship to ever visit here.

The small ship returns to our waters at the end of this year, operating a more substantial choice of five 16-day voyages in the region between Dec and Feb.

With increased capacity through the addition of *Seabourn Ovation* next year, **TD** quizzed Meadows to see if an around-Australia itinerary was on the cards.

When pressed, he confirmed a circumnavigation "made sense" for Seabourn, with a deployment scheduled to operate round-trip from Sydney.

Specific itineraries & dates were not as forthcoming from the travel agent advocate however port calls in Tasmania were likely.

Travel Daily understands that deployment schedules will see, not one, not two but a whopping three Seabourn ships in Australian waters in 2018/19.

Encore will return in Dec 2018, along with *Seabourn Sojourn*.

Further, Seabourn has blocked space in Sydney for the 2018/19 and 2019/2020 seasons - more in **Cruise Weekly** tomorrow.

Crystal Sydney office

CRYSTAL Cruises is highlighting its expanded Pacific presence with the opening of its dedicated corporate office in Sydney.

The full-service office handles sales, marketing, finance and reservations - see **cover page**.



AUSTRALIA ON SALE



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Today's issue of TD

Travel Daily today has four pages of news and photos, a front cover page for **Crystal Cruises**, plus a full page from:

- AA Appointments jobs


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Egypt terror alert

SMARTTRAVELLER is advising Australians to reconsider their need to travel to Egypt with news extremists may be planning imminent attacks on major tourist attractions in South Sinai.

Scenic world sale

SCENIC has kicked off its World of Wonder sale, which will run through until 28 Feb.

Deals include the 15-day Jewels of Europe river cruise from \$7,295 per person with return flights to France and all balcony cabins, a saving of \$4,190 per couple.

Also on sale is the 13-day Treasures of the Mekong river cruise from \$6,835 per person with return flights to Asia, reduced by \$2,980 per couple.

Offers are limited and Scenic is encouraging agents to book fast. Further details and full terms and conditions can be found at www.scenic.com.au/wow.

WA strikes Expedia deal

TOURISM Western Australia has struck a global marketing deal with Expedia to promote the state across seven of the company's online platforms.

The agreement, through the website's advertising sales division Expedia Media Solutions, will run until Jun and cover key markets including Japan, New Zealand, the US, Singapore, Malaysia, the UK and the local domestic audience.

Tourism WA ceo Gwyn Dolphin said the agreement provided an

opportunity to share the 'Just Another Day in WA' campaign on Expedia sites, including Wotif.com and Hotels.com.

"We are encouraging members of WA's tourism industry to get involved by uploading special deals onto a campaign website," he said.

"We want to see offers from across our extraordinary state to drive bookings and increase visitation."

UA suspends AKL-SFO

UNITED Airlines will suspend its Auckland to San Francisco flights over winter, changing the service to a seasonal operation.

The airline says passengers booked on flights between Apr and Oct will be transferred to Air New Zealand services.

Aussies take 5 nights

OF THE 78% of Aussies who take holidays over the summer break, the majority will spend an average five-nights away, according to a national poll commissioned by the Tourism & Transport Forum Australia.

The findings also revealed that one in five of these travellers spend \$2,000 on their holiday.

Boeing \$90b orders

BOEING sold a total of 668 jets last year valued at US\$94.1 billion at list prices, while the company's commercial backlog at the end of the year stood at 5,715 orders.

BA confirms flights

BRITISH Airways has confirmed its services will continue as usual despite tomorrow's planned strike by Unite union members.

The airline says some departures have been merged, but most are unaffected.

Noosa ambassador

NOOSA local and 2016 MasterChef contestant Matt Sinclair has partnered with Tourism Noosa to become its newest ambassador.

He will appear on behalf of Noosa at events throughout 2017 as well as being profiled across a range of media such as television, print and social.

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Look Forward

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Keeping their eyes on the ball



THIS trio kicked back in the Qantas Corporate Box on day three of the Sydney Pink Test.

Traditionally Ladies Day, the third day has been renamed Jane McGrath Day and saw the SCG turn pink to raise money for the McGrath Foundation.

Pictured enjoying the cricket are: Ram Chhabra, CVFR Travel Group; Marco Web-Butler, Qantas and Sandeep Shastri, Qantas.

Israel DFAT warning

SMARTTRAVELLER is warning Aussies in Israel to avoid the area affected by a suspected terrorist attack in Jerusalem yesterday.

Four people were killed and 15 injured when a truck rammed into a group of army recruits.

The overall level of advice for Israel remains at 'exercise a high degree of caution'.

Trafalgar Marie Claire

THIS month Trafalgar has teamed up with *Marie Claire* to roll out video, social and print content through *Marie Claire's* on and offline publications.

The 'From Italy with Love' campaign follows the journey of two contributors through Italy, encouraging readers to "discover their inner bellissima".

Virgin Australia code

VIRGIN Australia has issued a waiver for some flights serving Mackay, Mount Isa and Cloncurry which will be operated by Alliance Airlines on behalf of VA.

All guests travelling on affected flights between 12 Sep 16 and 24 Feb 17 will be reaccommodated onto the same flight number operated by Alliance Airlines.

The waiver code BW000022 is valid for travellers holding a ticket issued on or before 05 Jan and departing during the affected period - [CLICK HERE](#) for more.



Window Seat

HUNDREDS of pranksters braved the London cold for the eighth annual 'No Trousers on the Tube Day' on Sun (**pictured**).

The tradition started out in New York in 2002 and has since grown into an international celebration of around 9,000-10,000 people.

Bemused commuters took to Twitter to express their confusion and amusement while a spokesperson for the Central Line made it clear it was not a Transport for London endorsed event.



Main partners **VISA** **ACCORHOTELS.COM**
Feel Welcome



Let the celebrations begin

Get 2017 off to a flying start with fantastic fares with the Qatar Airways Travel Festival. Book by 16 January 2017 and enjoy great fares when you book for up to 2 to 8 people in the same booking.* Plus, enjoy up to 10% off on accorhotels.com, and additional flight discounts for Visa card holders^.

		Economy Class	Business Class			Economy Class	Business Class
London	from AUD	1,335	5,715	Dublin	from AUD	1,160	5,410
Paris	from AUD	1,210	5,520	Athens	from AUD	1,195	5,445
Rome	from AUD	1,205	5,455	Barcelona	from AUD	1,165	5,415



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GOING PLACES TOGETHER

*Terms and conditions: sale valid from 9 January until 16 January 2017, unless sold out prior. Companion fares quoted above are for departures from Perth only and are the lowest adult return price per person including taxes, fees, and airport charges for two (2) up to a maximum of eight (8) people travelling together in the same booking. All fares are for travel from 15 January to 28 March 2017 and 25 September to 30 November 2017. Seats are subject to availability at the time of booking. ^AccorHotels.com and Visa cardholder special discount offers can be redeemed at qatarairways.com/travelfestival; offer ends 16 January 2017. For all other terms and conditions, please review at the time of booking.



KEY travel agent partners from Australia and New Zealand were given an opportunity to swoon over the breathtakingly beautiful *Seabourn Encore* while docked in Singapore last Fri ahead of the ship's inauguration on Sat night.

Pictured above in the new look Observation Bar from left are Lisa Wright, Travel Associates; Phil Hoffmann, Phil Hoffmann Travel; Leanne Chard, Helloworld; Melinda Gregor, Gregor & Lewis;

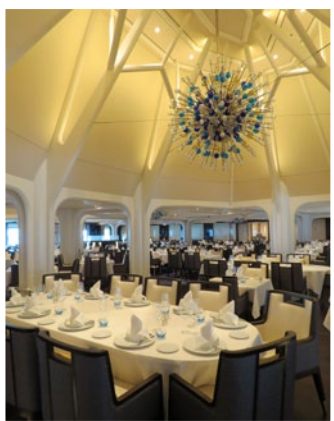
Joseph O'Sullivan, BrochureNet (NZ); Robyn Sinfield, Home Travel Company; Tony Saunders, Seabourn director of sales Australia; Murray Sinfield, Home Travel Company and Donal O'Sullivan, BrochureNet (NZ).

Below are images of *Seabourn Encore* captured during a tour of the 600-guest vessel ahead of its voyage to Australia.

For many more images of the ship, see **TD's** Facebook page.



ABOVE: *Seabourn Encore* docked at Marina Bay Cruise Centre.



LEFT: The Restaurant offers a fine dining, open seating gourmet experience and a stunning chandelier.

BELOW: The Retreat is an exclusive rooftop location featuring 15 private cabanas, available for US\$349 per day on sea days, at US\$249 on port days.



Travel Daily is Australia's leading travel industry publication. 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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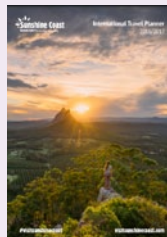
Brochures

WELCOME to Brochures of the Week, **Travel Daily's** Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Insider Journeys Thailand & Myanmar 2017-18

This 92-page Thailand & Myanmar brochure features Thailand's cultural heartland in the north, extensive beach retreats, new sailing experiences and all-inclusive wellness retreats and spas. It also details how to uncover the mysteries of Myanmar's main cities and road less travelled regions including Mrauk U and the Himalayan foothills, Putao. New private travel options include a 15-day Thailand Cities and Beaches departure, an 11-day Thailand and Laos Mekong River journey and a 13-day Myanmar Villages and Beaches itinerary.



Visit Sunshine Coast - International Travel Planner Guide 2017

Natural wonders, beach culture, innovative food and incredible experiences are all detailed inside Visit Sunshine Coast's new International Travel Planner. Travellers will find everything they need to know about the area with maps, suggested itineraries, travel facts and event calendar. There is also a directory featuring dozens of the very best Sunshine Coast accommodation options, attractions and transport listings with all key information listed, including rates.

Air China MEL flight

AIR China will be launching its direct flights between Melbourne and Shenzhen tomorrow.

The four times weekly service will have evening departures on Tue, Thu, Fri and Sun on board an Airbus A330-200 aircraft with 28 lie-flat bed Business class seats and 199 Economy class seats.

The service complements CA's daily direct departures from Melbourne to Beijing and four times weekly flights between Melbourne and Shanghai.

DriveAway deal

DRIVEAWAY Holidays is offering customers 12 free days when they lease a Peugeot for 21-days or more in France between now and 31 Dec.

People collecting at depots in any other European country can still receive six free days and a 50% discount on their collection and return fees.

Call 1300 363 500 to secure the deal by 31 Mar.

American Queen brox

AMERICAN Queen has released its all new *American Duchess* brochure for 2017 ahead of the new ship being launched in Jun.

The purpose-built, all-suite, boutique paddlewheeler can accommodate up to 166 guests and offers itineraries on the Mississippi River.

American Duchess has three 51m² owner's suites, four 51m² loft suites (a first on the US rivers) and two 41m² deluxe suites.

Savenio serves tennis

SAVENIO Travel and Cruise has been announced as the official travel partner for Tennis SA.

Under the deal Tennis SA members will be offered VIP travel packages with luxury travel network Virtuoso.

Savenio will also donate the major auction item of two return Economy tickets from Australia to Europe and a luxury tour.



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**** NEW ROLE ****

**GRAPHIC DESIGNER AND WEB ADMIN – TRAVEL
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If you are a skilled Graphic Designer with sound Web skills then this could be your new opportunity for 2017. You will be responsible for the creation of high quality print and web graphics, layouts EDM's, web contact, as well as managing the Website ie. loading on the website, you will be fully conversant with Web technologies, DNS SEO, SEM to find out more send your CV and Portfolio to AA today or call the Sydney Executive team on 02 9231 2825.

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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.

NEW PRODUCT TO REPRESENT FOR 2017

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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.

GLOBAL CORPORATE TRAVEL MANAGEMENT

**CORPORATE SALES MANAGER
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This leading travel management company is looking for an experienced & driven BDM to join their SME sales team. You will be responsible for acquiring new corporate business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped bonuses. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

SYSTEM SAVVY

**SYSTEMS SUPPORT CONSULTANT
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