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Tempo Signature range

COX & Kings Australia is hoping a newly launched program developed for Tempo Holidays will become the "go-to product" for the brand.

The 'Signature Range' of products highlights key destinations across Europe and the UK, Latin America and India and the subcontinent with a focus on experience-rich product.

Damian Perry, ceo of Cox & Kings Australia said the new product range mirrored Tempo's sister brand Bentours and its Follow The Lights program.

Perry said the Tempo Holidays' Signature Range would be "market competitive and

excellent value" for consumers.

The collection features a number of inclusions and several key differences from its core product, including minimum four-star accommodation and special & unique highlights.

Itineraries include the seven-day Signature Essential Italy which includes private transfers along the canals of Venice, a six-course meal at Castello Montegufoni and a 3-hr private guided walking tour of Rome, priced from \$3,135ppts.

CLICK HERE to view the range.

Scenic one-day sale

LUXURY cruise & tour operator Scenic is celebrating France's independence day, Bastille Day, offering an exclusive one-day only special on 2018 France River Cruises booked today.

The deals include a Fly Free promotion when booking any suite category and 50% off Balcony Suite upgrades.

Agents also benefit from a bonus \$150 in Scenic Rewards for all France River Cruise bookings made today - click on the **cover wrap** for all the details.

COOK ISLANDS ON SALE

Sydney to Rarotonga direct

from **\$269***
seat pp one way including taxes



AIR NEW ZEALAND

* Travel periods & conditions apply.

Corp chatter column

TODAY'S issue of **TD** features a 'Corporate Chatter' column from Karen Tsolakis on **page six**.

Today's issue of TD

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

- Travel Trade Recruitment

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BLUE LAGOON CRUISES
Romance of the South Pacific

QANTAS HOLIDAYS

Arrivals up, up, up

AUSTRALIA'S short-term visitor arrivals were up 7.7% in May, compared with May 2016 on a trend basis but only inched 0.7% higher than Apr results according to ABS statistics released today.

New Zealand held the top spot for short-term visitor arrivals for the period, recording 0.6% growth, tailed by Chinese arrivals, which jumped 8.2% in May on the prior corresponding period (PCP).

All of the top 10 arrival markets experienced growth and the largest increase came from Hong Kong, the 10th largest source market (up 19.7%), followed by the US in the third spot (14.8%) and at sixth, India (12%).

Australia's most sizeable market for short term resident departures, Indonesia, suffered a sizeable 9.9% slide for May on the PCP - the largest decline of the top 10 countries.

Fiji was the only other destination in the top 10 to decline (-1.6%), while China spiked 15.1% in fifth place and Japan at number eight experienced 13% growth.

Hayman Island for sale

COMMERCIAL property sales agency McVay Real Estate (MRE) has been assigned to sell Hayman Island following Kernzer Int'l's decision to offload the property from its luxury One&Only resort portfolio, as exclusively revealed by *Travel Daily* (TD 08 Jun).

MRE is promoting the sale of the Whitsundays resort online as "One of the Asia Pacific's most luxurious and prestigious holiday destinations".

The listing includes the 160-room hotel, 15 residential estates and an option to acquire four soon-to-be-completed multi-million dollar homes.

MRE bills the sale of Hayman Island as "the opportunity to redefine one of Asia Pacific's most iconic destinations".

Owned by Malaysia's Mulpha, the resort was hammered by Cyclone Debbie in Mar and requires repairs to the tune of \$80 million, *News Corp* reports.

Hayman Island itself is expected to sell for at least \$300 million. Citing "tourism sources", *The*

Australian reported the owners of neighbouring Hamilton Island, the Oatley family, could be interested in purchasing Hayman - a move Hamilton Island declined to confirm or deny, saying it does not comment on "speculation".

Mulpha is also on a quest to find a new operator of the resort to replace One&Only, with AccorHotels, Marriott, Shangri-La, Starwood and Alila Group having inspected the resort recently.

Further, Mulpha has tendered the management rights for the rest of its Australian collection - the InterContinental Hotel Sydney, InterContinental Sanctuary Cove Resort and Rydges Esplanade Cairns Resort.

Expressions of interest for Hayman Island close on 03 Aug.

New FJ LAX lounge

ELIGIBLE passengers flying with Fiji Airways out of Los Angeles are now able to access the luxurious oneworld Lounge at Tom Bradley International Terminal.

FJ has relocated to the lounge to offer guests more space and premium amenities.

"With the continued growth of Business class passengers from North America, our priority at Fiji Airways is to offer the best experience possible, and the move to a luxury lounge at LAX will allow us to continue these efforts," Fiji Airways managing director & ceo Andre Viljoen said.

EK Boston lounge

EMIRATES' Boston Logan Int'l Airport lounge has been officially opened this week following a soft launch earlier this year.

Located on the upper level of Terminal E, EK's 41st dedicated lounge has a capacity of 123 pax.

THE TRAVEL INDUSTRY EXHIBITION & CONFERENCE



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American Airlines



Industry Sales Executive

American Airlines are recruiting for an Industry Sales Executive to be Sydney based, but with plenty of travel domestically and internationally.

The role will be assigned a designated territory in Australia and be responsible for all trade relationships in this area, predominantly focusing on travel agencies.

The successful applicant will be passionate about all things air, have solid relationship building skills and be comfortable networking with travel industry and agency staff of all levels.

A good knowledge of the travel industry and fares along with minimum 2 years travel agency experience would be advantageous. You must also be willing to travel frequently both domestically and internationally sometimes for several days at a time.

It's an exciting time to be part of American in Australia as we continue to grow revenue and market share, this is a very rare opportunity to join a great team and be part of a success story for the largest airline in the world.

Applicants must have the legal right to work full time in Australia without sponsorship.

Please send your cover letter outlining your skills, experience and why you would be suitable to the role along with your resume to jobs.aa.com by Monday 26th July.

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Etihaad reacts to AA move

ETIHAD Airways has expressed disappointment with a decision by American Airlines to terminate its codeshare relationship from 25 Mar (**TD** yesterday).

In a statement, the Gulf carrier said it had "enjoyed a mutually beneficial" pact with AA since 2009, providing pax with better flight options to the Middle East, Indian subcontinent and other points "that historically have not been served by US airlines".

"We view the decision by American Airlines as being anti-competitive and anti-consumer.

"This action will reduce choices for consumers and may result in higher fares for travellers to and

from the United States," Etihad said in a statement.

Despite the partnership breakdown with the **oneworld** airline alliance member, Etihad said it remained committed to the US market & American travellers.

Etihad said it was taking "all possible measures to ensure that the flying public was not harmed by the decision.

"We will continue our interline relationship with American Airlines to help ensure continued connectivity to secondary markets.

"We are committed to working with all airlines, including all US carriers, to offer passengers more competition," the airline said.

Al-Baker apologises

QATAR Airways' group chief Akbar Al-Baker has apologised for calling US carrier flight crews "grandmothers" at an event launching a service in Ireland.

Bob Ross, president of the Association of Professional Flight Attendants, said Al-Baker was right to apologise, noting "his unprofessional dialogue is insulting to the flight attendants who diligently work every day to serve and protect our customers".

Sarah Nelson, int'l pres of the Association of Flight Attendants has accepted the apology, but accused Qatar of "violating its Open Skies agreements by receiving billions in subsidies from the Qatari government".

Rocky disruptions

ROCKY Mountaineer has warned certain departures are being affected by the state of emergency in British Columbia due to escalating wildfires.

The fires have led to the railway near Quesnel being closed, affecting trains on the Rainforest to Gold Rush route that travels between Vancouver and Jasper via Quesnel.

Rocky Mountaineer has put in place alternative plans for guests to travel by train and motor coach from Vancouver to Jasper on the 15 Jul Eastbound Rainforest to Gold Rush departure.

The 18 Jul departure on the same route may be affected - see rockymountaineer.com/alert.

FC passport blunder

PERSONAL information understood to include passport details of some Flight Centre leisure customers in Australia has accidentally been shared with some third party suppliers.

Flight Centre confirmed the issue was due to human error and not by a system or security failure.

In a statement, Flight Centre said when it became aware of the issue, it "acted quickly and contained the information" and "sought and received assurances from the suppliers that they did not retain copies".

"While we believe the risk that this information will be misused is relatively low given the circumstances, we chose to inform the affected customers so they could take additional precautions if they considered it appropriate," Flight Centre said.

Cash flow webinar

AFTA is hosting a webinar later this month focused on mastering cashflow, presented by DFK Australia & New Zealand.

Session topics include developing a working capital plan, how to create and monitor a cash flow budget, managing customer on-time payments and understanding how to secure financing for the right purpose.

Guest speakers include DFK business specialists Steve Heller and Gavin Johns.

The webinar is being held at 11am 26 Jul - register **HERE**.



Window Seat

SOMETIMES it is just easier to communicate through emojis than putting in more effort.

Travel meta-search site Kayak has recognised this, rolling out the ability to search using emojis with the introduction of 10 searchable destinations, with over a dozen more on the way.

From the Statue of Liberty emoji for NYC to a slot machine for Las Vegas, travellers can now use the feature to kick off their next flight and/or hotel search.

Kayak will unveil locations that will be added on 17 Jul to celebrate World Emoji Day.

Also on 17 Jul, Kayak will enable users to search through the country flag icons.

Kayak exec David Solomito said the new product was about making it fun for users.

Titanic Hotel due

THE 119-room Titanic Hotel Belfast will open on 10 Sep in the former headquarters of Harland & Wolff, builders of the *Titanic*.

The £28m four-star property will be a sister to the Titanic Hotel Liverpool and will host public-access tours of the main Drawing Offices and half-a-dozen key heritage rooms within the hotel will be open to public tours.

It will offer seven private event spaces & a 166-seat dining room.

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Council of Australian Tour Operators www.cato.travel

Friday 14th July 2017

Sky Express reps

AIRLINE and tourism representation company AVIAREPS has been appointed as GSA for Greek domestic airline Sky Express in eight markets, effective immediately.

The markets include Australia, Canada, France, Hong Kong, India, Italy, Spain and the UK.

Sky Express operates out of the three domestic hubs of Athens, Thessaloniki and Heraklion in Crete to 29 Greek destinations.

3K SATS service

JETSTAR Asia has appointed SATS Ltd to supply catering and logistics services on board all 18 aircraft from 01 Aug.

The pact will see the onboard meal options broadened, seasonal menus offered on all flights and cross-promotions between food and beverage and duty free goods introduced.

The airline has also renewed its existing ground handling deal with SATS for three years.

Journeys 2018 brox

THE 2018 range of World Journeys small group hosted journeys has been unveiled.

All departures are guaranteed to operate and the release includes the new addition of a 20-day itinerary through Croatia and Slovenia, departing on 09 Jun.

Tours packed into the brochure include the 31-day Grand Tour of South America; 23-day Best of the Med and 16-day Cherry Blossom Japan.

A saving of \$400 per couple is available on all 2018 departures which are booked and deposited prior to 30 Nov and past passengers can access an extra \$200 per person discount.

Le Meridien Seoul

LE MERIDIEN Hotels & Resorts will open the first Le Meridien property in Korea, Le Meridien Seoul, in Sep.

The hotel will offer 336 rooms, including 109 club rooms and 29 suites with Club Lounge access.

Barrow & Bear ittravel Link

BARROW & Bear Travel + Coffee, based in Wavell Heights north of Brisbane is ittravel's newest link affiliate member.

The new addition is a cross between a coffee shop and a travel agency.

Callum Whitehead, director of Barrow & Bear said the concept "allows for a more relaxed and personalised vibe for our clients to enjoy while browsing brochures, booking a holiday or enjoying a meal".

Whitehead is pictured above with his customer.



Birkenhead shops

SYDNEY'S Birkenhead Point is welcoming Bally and Harrolds' first outlet stores this spring, as part of a multi-million dollar redevelopment anticipated to attract tourists.

The shopping precinct will unveil its new look in Aug, featuring global designers Coach and Michael Kors.

The centre will be a destination in Mirvac's Hello Sydney and Shopper Hopper ferry which visits shopping & dining precincts.

DL A350 delivery

DELTA Air Lines took delivery of its first Airbus A350-900 on Thu, which will fly primarily on routes across the Pacific, initially to Tokyo Narita, Seoul and Beijing.

The 306-seater features the Delta One suite and Delta Premium Select cabin and is the first long-haul aircraft to offer 2K internet connectivity.



✓ professional development ✓ keynotes & workshops ✓ networking ✓ interactive trade show

25 August 2017 | Hyatt Regency Sydney | 8.30-7pm | www.cruising.org.au

APT Top Achievers Cruise the Med

TO CELEBRATE APT's top achievers, the company hosted 14 of its top selling agents on a 13-day cruise from Mykonos to Barcelona, where they experienced APT's Small Ship Cruising in the stunning Mediterranean.

Leaving the winter chills of Australia behind, the group were pampered by APT on their all-inclusive journey. With only 110 guests, the APT-owned *MS Island Sky* small ship was able to visit docks which larger vessels simply cannot access, providing an authentic local experience.

Like on all APT small ship cruises, the agents experienced unforgettable highlights including sailing the tight squeeze of the historic Corinth Canal and remarkable visits to Olympia, Valletta and Bosa in Sardinia to name a few.

Congrats to APT's top selling agents on the well-deserved getaway.

APT continues to reward top selling consultants with 'Unforgettable' experiences as part of their ongoing commitment to trade partners.

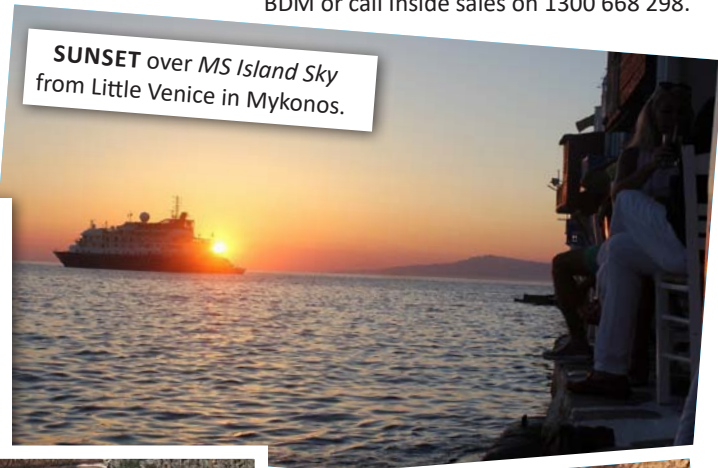
For information on the APT Travel Groups VIP program, contact your BDM or call Inside sales on 1300 668 298.



APT Top Achievers from all over Australia - back row from left: Ian Mollison, Helloworld Travel North Balwyn; Julie Lu, Helloworld Travel Greensborough; Cara Lovell, Andrew Jones Travel; Andrew Pitt, Bicton Travel; Jo Ellies, APT; Ruth Keith, RACT Travel Launceston; Amy Jennings, Flight Centre Eastland; Madeline Lewis, Global Journeys; Jacqui Ingram, Flying Colours Travel; Jenny Reeves, Phil Hoffmann Hyde Park and Debra Fox, APT.

In front: Debbie Bond, Our Vacation Centre; Janelle Ramsey, APT; Andrew Guillaume, Helloworld Travel Wheelers Hill; Alyce Tweddle, Helloworld Travel Mackay and Angela Kaluzy, Skilled Travel.

SUNSET over *MS Island Sky* from Little Venice in Mykonos.



EVERYBODY'S favourite spot, Syracuse Piazza, thanks to its jaw-dropping architecture and culture!



RUTH Keith and Jacqui Ingram enjoying the incredible sights at Olympia.

SAILING the tight squeeze of The Corinth Canal.



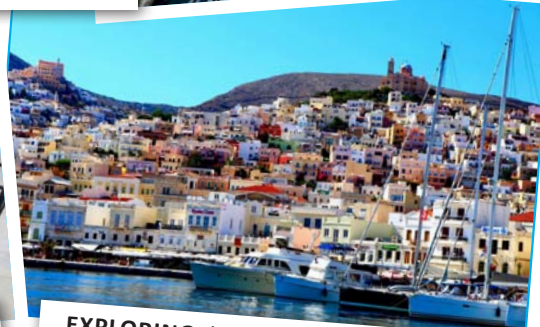
WINNERS are grinners! Amy, Andrew, Cara & Jenny - winners of the trivia on board the beautiful *MS Island Sky*.



GROUP dinner after discovering the Roman ruins of Syracuse, Sicily.



EXPLORING the cobblestone streets of Syros, Greece after their first swim.



TOP Achievers lunch in Malta in one of the tunnels originally used as an escape route.



TEAM visit to Olympia, the home of the first Olympic Games.





Corporate Chatter

With Karen Tsolakis

HELLO everyone !

June & July are the months to party for several thousand, worn out but happy industry folk who head somewhere amazing to be celebrated & feted by management for their outstanding contribution.

Flight Centre's annual global conference and Amex GBT's Pacesetters gathering are coveted & glamorous events where top performers are rewarded with unique experiences.

The location is a hot secret till the big announcement - Hawaii for this year's Flighties Global Ball, while Las Vegas & Singapore have also been favourites (where else can you house over 3,000 buzzing, excited people in one hotel)?!

GBT took their Pacemakers to the Dominican Republic, Hawaii and Istanbul in previous years, and the talented team at CT Partners love Bangkok each Nov.

It really is an exciting and heady time for the participants who spend a few days in beautiful locations among their chiefs and peers, with suppliers flocking around them, being told over and over again they are 'the best of the best'. There is plenty of alcohol, hall passes are understood and the pressures of work are but a distant twitch.

From my personal experience, I have always been amazed with the brilliant events teams that coordinate these company conferences. And I am talking about the events teams at Flight Centre, Amex GBT, CT Partners, Helloworld and CWT. They really are to be congratulated as are their management for approving the generous budgets.

The logistics involved must be a nightmare but the team runs the program like a well-oiled machine with a smile and good humour, and on the big night they excel with the wow factor.

Every global ball or conference I have been to has been fantastic - Las Vegas, Cancun, Paris, Singapore, Hong Kong, Shanghai, Los Angeles, etc.

Only once do I remember a slightly creepy 10 minutes when a senior SVP from Amex GBT in the US, effusively gushed

on and on about how fantastic we all were and how she loved everyone, and then she sang to us. Awkward.

So, having chatted to a number of the guys on their way or just back from these events, what struck me was how hard winning TMC corporate accounts continues to be. Especially at the

‘Why can’t there at least be some merit for coming second, or recognition for a genuine and tremendous effort...’

big end of town.

Ploughing through an 87 question RFP is a hard and draining grind, and at the end you'll be met with either elation or despair no matter how much talent and effort you've put into the process.

So why can't there be at least some merit for coming second, or recognition for a genuine and tremendous effort by the team?

I may be wrong and these may already exist, but alongside the 'Pacesetter' or 'Most Successful BDM' awards, why not a few more categories? What about:

- Most Persistent Sales Executive - for getting through & establishing relationships with previously closed-door prospects.
 - Most Effective Agitator - for inciting discontent within qualified prospects for their current supplier and persuading them to accept an unsolicited bid or go out to market mid-contract.
 - Most Improved BDM - for coming through a long dry patch with a quick succession of even small wins.
 - Most Connected BDM - for having the most or an impressive industry network that yield helpful MI & leads.
 - Best Sales Presenter - for consistently polished, engaging and well prepared presentations.
- I would love to hear your comments, so please email me: karen.tsolakis@traveldaily.com.au.

Karen Tsolakis is a specialist in corporate travel and a Travel Daily columnist.

Travel Daily

Friday 14th July 2017

CORPORATE UPDATE

1000 Mile heads north

HOME-BASED corporate specialist 1000 Mile Travel Group has moved further into Queensland, appointing two new members on the Sunshine Coast as part of a national expansion.

The Melbourne-headquartered group now has 28 staff in other locations including Sydney, Brisbane and the Gold Coast, with plans to move into Western Australia in coming months.

"We are planning to have our Perth operations started by the end of the year with around four staff initially," said 1000 Mile Group director of partnerships Alex Stewart.

"We see Perth as a key market - our plans will be to grow Perth to 10 staff in 2018," he said.

Stewart said the group had boosted its staff by 30% this year and had hired a NSW manager, Kirsten Karbowiack, to support its expansion in the state.

"Our growth has been great and we are surpassing most of our major supplier targets," Stewart said, adding that bringing a corporate focus to the home-based approach was "clearly delivering benefits to our people and our customers."

"We are more than a leisure agent with a corporate sub-brand, we are a fully fledged corporate TMC," he said.

1000 Mile has previously stated its goal of enlisting up to 70 consultants within the next five years, in all states.

The company was established almost three years ago by directors Nicola Veltman, Ben Ross and Stewart, all former members of the Flight Centre Corporate Traveller team.

About 80% of the company's business is corporate travel, drawing on its membership of Helloworld Business Travel.

New FC Hotels Plus

Get more from your next stay.

Exclusive to Flight Centre Business Travel, Hotels Plus offers business travellers handy value adds and bonuses for every stay to make your trip more enjoyable and hassle free.

FLIGHT Centre Business Travel (FCBT) has introduced its new Hotels Plus program, providing bonuses such as complimentary internet, movies or minibar items.

The bonuses have been negotiated by FCBT and also provide exclusive extras for its guests such as complimentary wine, meal discounts or access to business lounges.

Offers are available at properties including Next Hotel Brisbane, The Tank Stream Hotel Sydney and Citadines on Bourke, Melb. For details **CLICK HERE**.

Virtual meetings

BCD Travel has expanded its partnership with Cisco to provide travel data that will help businesses replace travel with virtual meetings, including a "demand and behaviour management" product.



Wins

KAREN Tsolakis brings you key account moves and TMC wins. Below are recent winners (in no particular order).

Macquarie Bank

👍 Won by CWT (Global)

Western Australia Govt

👍 CTM

NIKE

👍 Won by BCD

Disney

👍 Amex GBT (Global)

Friday 14th July 2017

Concur, Airbnb pact

CONCUR has announced the ability to view and book Airbnb home stay listings embedded within the Concur Travel's website.

Embedded listings allow travellers to search for Airbnb listings directly on the search results page of the Concur online booking tool.

The integration will aim to deliver flexibility for businesses by offering alternative choices for business traveller.

Airbnb listings will be rolled out on Concur's website over the next few months.

Travel More sale

FROM tomorrow, Travelmarvel will launch its Travel More sale, which encourages clients to extend their holidays with deals across a range of destinations.

Running for eight weeks, the campaign includes savings of up to \$1,500 per couple in addition to airfare deals.

Destinations in the deal include Europe, SE Asia, Burma, China, India, Canada and Alaska.

Clients can sail on a 17-day Mekong cruise for only \$5,845pp.

Specials will appear online at travelmarvel.com.au/travelmore.

WIN A LUXURY RIVER CRUISE



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This month, Scenic and *Travel Daily* are giving readers the chance to win a luxurious river cruise. Experience a 15-day cruise in a balcony suite. The prize includes:

- Jewels of Europe river cruise for 2 people departing Oct 2018
- Return flights to Europe
- Complimentary beverages all day, everyday, all meals, private butler service and all tipping & gratuities

To win, answer every daily question correctly and have the most creative answer to the final question. Send your answers to scenic@traveldaily.com.au

SCENIC
LUXURY CRUISES & TOURS

Q10. What is Scenic's largest suite offered on any of their European river cruising ships?



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.

Travellers can save 10% off select **Busabout**, **HAGGiS Adventures** & **Shamrock Adventures** winter trips when they book and pay in full before 31 Jul. To book quote 'CHILLOUT' - visit busabout.com for more.

Bear Rentals is offering a 12-day trip including vehicle hire around Tropical North Queensland. The package includes a snorkelling trip on the Great Barrier Reef. Travel is between 01 Aug and 31 Oct, with prices from \$2,650 per person. **CLICK HERE** for further information.

Book early to save big on Latin America travel, with **Chimu Adventures'** earlybird promo offering savings of 30% when booking an itinerary on *Ocean Diamond*, *Ocean Endeavour* and the *Ocean Adventurer* by 30 Sep. Earlybird deals start from \$10,125pp on the 11-day Discovering the 7th Continent: Antarctic Explorer. **CLICK HERE** for more details.

Uniworld Boutique River Cruise Collection is offering clients 15% off the cost of select 2017 and 2018 voyages. Destinations include Egypt, India, China or Vietnam and Cambodia. Book by 30 Sep to take advantage of the special. Call 1300 780 231 for more.

Eurowings to WDH

EUROWINGS has launched flights to Namibia's capital Windhoek using Airbus A330.

Flights to the African destination began on Tue from Cologne/Bonn's Konrad-Adenauer airport.

The airline will initially operate the service twice a week on Wed and Sun.

From 09 Oct, the Sun flight will switch to fly on Mon.

Cuzco blockages

DFAT'S Smarttraveller has updated its advisory to reflect a teacher strike in Cuzco in Peru.

The government is advising tourists that strikes have caused blockages of train access to Ollantaytambo, Machu Picchu and Poroy.

Wataniya restart

FOLLOWING a six-year hiatus, Wataniya Airways resumed operations on 11 Jul.

The airline will initially begin flights between Kuwait and Tbilisi, Baku and Sarajevo utilising A320 aircraft.

Services to Cairo and Beirut will roll out in the coming months.

Free CBR shuttle

TRANSPORT Canberra is offering free off-peak travel for seniors and concession holders who have a MyWay card between Canberra Airport and the city as part of a 12 month trial.

The new public transport option was launched in Mar (**TD** 13 Mar), providing Canberrans and visitors with an alternative travel option to-and from the airport.

Airport buses (Route 11/11A) run every 30mins and depart outside the Uber lounge at CBR.

EgyptAir ban lifted

EGYPTAIR and Royal Air Maroc are the latest airlines to be exempted from the US electronics ban.

The exemption took affect for EgyptAir on 12 Jul and for Royal Air Maroc on 13 Jul.

Marriott Nha Trang

MARRIOTT International will open a new Courtyard by Marriott Nha Trang Hon Tam Resort in the popular beachside resort area in southern Vietnam.

The new property will have 373 rooms and opens in 2020.

Travel Daily

www.traveldaily.com.au

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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, 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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Luxury Travel Consultant

Sydney Upper North Shore, Package to \$55k, Ref: 2954PE1

This really successful, award-winning travel retailer is looking for an energetic travel professional to join its team. Offering a mix of quality European and worldwide tailor-made packages, you will have the following skills and experience, Someone with 2+ years' experience of working in leisure travel, A track record of successful sales, Great knowledge of long haul destinations, A professional and courteous manner, GDS skills, A passion for travel and a professionally, friendly personality.

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

Business Development Manager

NSW, \$80k + Super + Com, Ref: 2940SO30

This senior BDM position has huge potential to work with independent travel agencies across NSW to work for an award winning company and build and develop the network of agencies. You will be driven and have strong contacts within the NSW travel industry and will be looking to maximise on these relationships, relishing this diverse position. You will be an articulate communicator and you will be able to manage a range of stakeholders and will enjoy the challenge of growing new business.

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

Reservation Support Consultant

Gold Coast, \$45-\$48k plus super, Ref: 2943SZ1

We are looking for a travel agent or consultant looking to take a step away from sales & step into a more of a customer care & support role. Your job & duty will be to ensure you look after the requests of customers to your best ability and support the reservation staff in any back office duties. There are no sales involved in this position nor do you have to work towards KPI's. You will be focused on providing exceptional service whilst learning about the products in this fascinating agency.

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

Corporate Business Development Manager

Melbourne, \$70 - \$80k, Ref: 2021DM1

This role is an amazing opportunity for an experienced BDM to hit the ground running within the corporate space within the industry. Do you want to be rewarded for your hard work? Do you feel as though you have the drive and the passion along with the experience required for this role? This is the role for you! This corporate agency is going places and is really looking for the right sales focused BDM to help drive them to where they need to be. Full Salary package + super DOE.

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

Travel Consultant, Newcastle/Maitland area

Newcastle, Excellent salary, Ref: 2934RM1

If you are a people person who has a strong passion for travel and putting together fantastic adventures for your customers and is looking for long term career progression then this is the job you have been searching for. As part of this well established travel agency you will be rewarded with existing clients, base salary plus uncapped commission structure and other fantastic travel perks including family opportunities, family allowance, extra family leave. Flexible hours on offer.

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

Travel Consultant/Mon-Fri

Gold Coast, Great Base + High Comms, Ref: 5502CNA

Want to earn your worth? Are you an experienced retail or online travel agent? This role is all about servicing warm customers, converting quotes and ensuring repeat and referral businesses are well looked after. Customer service is very important but a proven history in sales is what our clients are seeking. It's time to step away from face to face and be apart of this growing family with an on target earning of \$60-80k within your first 12 months and a potential to double your salary!

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

Wholesale Consultant - Europe

Melbourne, \$40-44k + Comm, Ref: 2925HC1

Are you currently working in the Travel Industry & need a change? Have you always wanted to work in wholesale travel? Then here is your chance! This Melbourne based company is recruiting for a passionate Wholesale Consultant. Dealing with agents only, this wholesale role is great for an experienced Wholesale Consultants that are looking for a new adventure in their career. Candidates must have the ability to thrive and succeed in an often diverse and always customer focused, travel sales role.

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

Corporate Travel Consultant

Perth, \$60-70k + Super, Ref: 5437SJ1

To tie in with ongoing success across the Perth corporate travel industry we are on the look out for a Corporate Travel Consultant to join a boutique 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 (08) 6365 4313 or click [APPLY](#) now.



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