



Travel Daily

First with the news

Friday 30th June 2017



DL/VA JV general mgr

DELTA Air Lines has appointed Clare Wheatley as general manager - Australia and NZ and Virgin Australia Joint Venture.

Wheatley will be the lead for the tie-up, which will see the carriers collaborate in marketing, loyalty, network, revenue management and sales and she will spend part of her time co-located at VA's headquarters.

DXB biometric tech

A **STREAMLINED** departure experience for passengers at Terminal 3, Dubai Int'l Airport has been unveiled by Emirates, set to be completed within 18 months.

The project involves biometric technology using facial recognition that can be used to automate access to EK's First and Business class lounge.

New automated border control systems that utilise a travellers' biometrics will also be rolled out, eliminating the need to show passports and boarding passes to security officers at immigration.

Last day of comp!

TODAY is the last day of our Jun competition marking 20 years of China Southern flights to Australia, its new services from Melbourne to Shenzhen and increased capacity from Guangzhou to London.

See **page seven** for a chance to win a CZ Business class ticket to China or London, and for a full list of questions, **CLICK HERE**.

HLO earnings push \$55m

HELLOWORLD Travel has given another upbeat earnings guidance, saying its full year EBITDA is likely to be "at the top end" of its earlier upgraded projections of \$52-55 million.

"We've seen positive growth in our air ticket sales across the retail and corporate networks in Australia and New Zealand, our wholesale and inbound businesses are benefitting from internal synergies and our corporate TMC business is continuing to grow," said chief executive officer Andrew Burnes.

The update was contained in a statement to the ASX this morning in which the company said it had chosen Peter Prowse as its Group General Manager - Global Head of Sales, effective

from Mon (**TD** breaking news).

Prowse has previously worked with the Bank of Queensland and BW Capital, and has held senior positions at Mizuho Bank in New York and London.

The company also announced it had signed eight stores to become fully branded Helloworld Travel outlets, including five in south-east Queensland converting from Associate membership, another two in Victoria and one in WA.

They are the first stores to join the fully branded network since the launch of the updated "Helloworld Travel - The Travel Professionals" brand in May.

CAPA aviation summit

TRAVEL buyers are being offered free entry to next Tue's CAPA Aviation & Corporate Travel Summit taking place in Perth.

Speakers at the show include execs from AirAsia, Perth Airport, AccorHotels, The Lido Group, CWT, Amadeus and International SOS.

See the **back page** for more info.

Tramada hack advice

TRAMADA is warning agents and the wider travel industry to adopt security best practice in light of recent attention on hackings (**TD** 28 Jun).

It reminds system users not to share passwords, to use complex passwords and change them every 90 days.

Different passwords should be used for different systems, staff should log out at the end of their day and logins should be terminated whenever staff leave a business.

Tramada says staff log-in time stamps should be reviewed periodically to identify any anomalies and that businesses should be Payment Card Industry (PCI) compliant.

CI resumes Gatwick

CHINA Airlines has flagged the resumption of services between Taipei and London Gatwick, with GDS displays showing the carrier will relaunch the route from 01 Dec on a four weekly basis.

CI will operate the route using Airbus A350-900 XWB aircraft.

TRAFALGAR

HATS OFF TO GREATER SALES

2018 USA & CANADA OUT NOW

43 HAND-CRAFTED HOLIDAYS THAT MAKE SELLING EASY

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*"Say **Howdy** to more sales!"*
AIMEE CRUICKSHANK, NSW SALES MANAGER

Today's issue of TD

Travel Daily today has seven pages of news and photos plus full pages from: (**click**)

- Constellation Journeys
- Travel Trade Recruitment
- CAPA Perth Summit

CHINA | The Ancient Silk Road
10 Days | \$9,995 per person twin share

Abercrombie & Kent



HA supplementaries

HAWAIIAN Airlines is cranking up flight options on the Brisbane and Auckland routes in Jan "in response to season demand".

Additional frequencies will be added from Honolulu to Brisbane on 02 Jan and 04 Jan, with the return service operating the following days (03 Jan & 05 Jan).

During the same week, Hawaiian Airlines will offer fourth and fifth weekly services ex HNL to AKL on 03 Wed & 05 Jan, with additional return flights on 05 Jan & 07 Jan.

Flights have been published in the GDS and are open for sale effective immediately.

TFE's new indigenous employee initiative

TFE Hotels has this month joined forces with the Indigenous Business Australia (IBA), Wunan Foundation and the Indigenous Land Corporation (ILC) to further employment for the Indigenous.

In development for two years, the project at Adina Vibe Hotel Darwin Waterfront in the Northern Territory will be overseen by Indigenous liaison coordinator Barbara Baugh.

TFE's hotel team has developed an indigenous engagement strategy aimed at increasing Indigenous employment, training and procurement opportunities over the next 12 months, which is funded by TFE and ILC.

Regent Seven Seas boom

AUSTRALIAN sales of Regent Seven Seas Cruises have doubled in the last year, following the establishment of a local office as part of the overarching Norwegian Cruise Line Holdings (NCLH) operation in Sydney.

Regent Seven Seas Cruises ceo Jason Montague is in Sydney this week to meet the team, making his first flying visit to Australia.

Last night he hosted key industry partners, including many of Australia's top luxury travel agents, at a special Regent Seven Seas Cruises 25th anniversary event at the upmarket Bistro Guillaume eatery - with Diane Patrick of Wiltrans one of the honoured guests.

Montague and NCLH Asia-Pacific chief Steve Odell hailed Patrick's contribution to the Regent Seven Seas Cruises brand, having represented it in the local market for 24 of the last 25 years.

Speaking to **TD** this morning Montague said the Regent Seven Seas Cruises product clearly resonated with Australians.

"There is so much potential in this market...we are just scratching the surface," he said.

Montague said Regent Seven Seas Cruises was the "most all-inclusive luxury cruise line," with all gratuities, specialty dining and beverages plus unlimited shore excursions all part of the fare.

Odell & Montague stressed the line was "totally trade focused," with travel agents a key part of educating consumers about the benefits and value it offers.

Key enhancements to RSSC's offering in recent months have included extended call centre hours in the local operation plus an overflow to Hong Kong which is open until 9pm HKG time.

That means agents all across Australia - including Western Australia - as well as NZ, have coverage right across the day.

Odell said the introduction of Australian and New Zealand dollar pricing for the products had also "made a tremendous difference to how we sell".

More from Regent Seven Seas Cruises in **Cruise Weekly** on Tue.

FJ Adelaide launch

ADELAIDE has today welcomed the inaugural Fiji Airways flights from Nadi, marking the carrier's commencement of twice weekly services to the SA capital.

Adelaide is FJ's fourth entry point into Australia, building on its long-standing routes to Sydney, Melbourne & Brisbane.

Fiji Airways is utilising Boeing 737-800 on the year-round service, which offers new onward connections from Nadi through to Los Angeles, San Francisco and Honolulu for South Australians.

Flights operate on Mon and Fri.

Laptop ban window

ENHANCED security measures to be implemented in the United States on all international carriers flying into the country in coming weeks (**TD** yesterday) could pave the way for laptop bans on flights from 10 Middle Eastern airports to the US to be removed.

The Department of Homeland Security (DHS) secretary John Kelly said the 10 airports in question could have their restrictions lifted if they complied with the updated security guidelines.

Speaking on the heightened security, Kelly said, "we must put in place new measures across the board to keep the travelling public safe & make it harder for terrorists to succeed".

MEANWHILE, IATA commended the bolstered security measures, saying the DHS's actions "raise the bar on security. The aggressive implementation timeline will, however, be challenging," IATA gm Alexandre de Juniac said.

MEL sales seminar

MARK Carter will run a free sales and leadership seminar for the travel industry in Melbourne's CBD on Thu 13 Jul.

Taking place at Curate Space at 306 Little Collins Street from 6-8pm, topics covered include the evolution and importance of sales method, pillars of sales, building points of difference and social styles and selling - spots are limited, **CLICK HERE** to RSVP.

Regional Sales Manager VIC, SA, TAS

Base Salary: \$70K - \$80K

Viking Cruises have a position available for a highly motivated, driven individual to join the Australian Viking team as Regional Sales Manager to be based in Victoria who will be responsible for Victoria, South Australia and Tasmania. This role will suit an experienced driven sales professional who really wants to make their mark. The ability to think creatively and strategically will be key. A hunger for success combined with a competitive nature will be key personal traits along with the desire to be part of a small dynamic team. 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.



FALL IN LOVE WITH KOREA

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Friday 30th June 2017

Spicers Potts Point open

SPICERS Retreat has opened its first inner-city Sydney property, Spicers Potts Point.

The multi-million dollar development offers 20 rooms in a trio of terrace houses dating back to 1873 and a three-storey extension, housing expansive rooms, a new reception bar and a garden courtyard.

Owner of Spicers Retreats, Jude Turner, said the property was a delicate restoration project.

"Marrying the preservation of historical features of the

property, with modern finishes and amenities throughout has been of utmost importance for this project," Turner said.

"Potts Point is an iconic part of Sydney, and the property has been designed to add to the existing buzz of the area, encouraging guests to curate their own Sydney experience."

Rooms range from the 19m² Queen Room through to the 43m² Terrace Suite and all include a rain shower, a la carte breakfast, a mini-bar with complimentary snacks and wi-fi.

A Queen room at Spicers Potts Point leads in at \$429 per night, including breakfast.

While Spicers Potts Point serves breakfast it "encourages guests to explore the area's acclaimed restaurants and bars".

For more information, head to www.spicersretreats.com.

APT African Safaris

APT has released its 2018 African safaris brochure, packing in 13 journeys into the program.

New in 2018 is an extended Rovos Rail trip from Cape Town to Victoria Falls, as part of the 14-day Rovos Rail through Africa and Chobe River journey.

APT's "most popular" itinerary, the 15-day African Journey is priced from \$11,295ppts.

Rosso to MC Lux show

RADIO and TV personality and comedian Tim "Rosso" Ross will return as master of ceremonies at this year's Luxperience.

Ross will MC at the welcome reception held at Hilton Sydney and also introduce attendees to the event's Thought Leaders Forum presenters.

Luxperience will run 17-20 Sep.

NT Art Trail website

THE Northern Territory Government has launched a website to explain its \$100 million Indigenous Arts Trail project.

Assistant Minister for the Iconic National Indigenous Art Gallery, Chansey Paech said the trail will be a huge tourism asset.

"The Arts Trail will develop the Territory into the premier destination to experience Australian Aboriginal arts and culture," Paech said.

See www.artstrail.nt.gov.au.

New Virgin director

VIRGIN Australia Group non-executive director of the board, Bruno Matheu, will step down from his role, effective today.

Harsh Mohan, who has been chief group support services officer at Etihad Aviation Group since May will replace Matheu from today and Ulf Huttmeier will cease to be an alternate director for Matheu.

Mohan had previously held the position of chief executive affairs, prior to which he was svp audit, compliance and risk management for Etihad Airways.

Whitsundays recoup

THREE months since Cyclone Debbie, the Whitsundays tourism industry is bouncing back, Minister Assisting the Premier in North Qld, Coralie O'Rourke said.

"A \$10 million recovery package led by the Queensland and Australian Governments, and boosted by a \$1 million marketing push from iconic tourism brands, has built on the momentum kick started by determined local operators," O'Rourke said.

AccorHotels appoints

KERRIE Hannaford has been named director of sales and marketing New Zealand, Fiji and French Polynesia for AccorHotels.

The position will see Hannaford based in Auckland.

Gauguin Fiji return x2

PAUL Gauguin Cruises has released its 2019 voyages in Tahiti, French Polynesia, Fiji, and the South Pacific, revealing a return to Fiji on two voyages during the season.

The 13-night sailings will also stop by Tonga, the Cook Islands, and the Society Islands.

Other highlights of the season include the seven-night Society Islands & Tahiti Iti; 10-night Society Islands & Tuamotus and 14-night Marquesas, Tuamotus & Society Islands sailings.

WINTER SAVINGS

ENDS JULY 3RD

London

RETURN ECONOMY CLASS FROM **\$995***

*Inclusive of taxes. Travel periods & conditions apply.




Window Seat

THE Vienna Chamber Orchestra welcomed a new and unexpected member onstage during an outdoor performance in Ephesus, Turkey last week.

Mid-song, and much to the amusement of the crowd, a stray dog sauntered on and flopped at the feet of a violinist.

But it seemed classical music wasn't quite to the pooch's taste, who let out a yawn after making himself comfortable - **CLICK HERE** to view the clip.



Skal Adelaide event

TODAY is the last chance to RSVP for "the American Spirit" SKAL Jul meeting in Adelaide at the Coopers Alehouse on 04 Jul.

There will be USA-style food and a quiz, with the winner taking home a dinner voucher for Adelaide's Chuck Wagon 175.

RSVP by COB today **HERE**.

Nobu Euro opening

NOBU Hospitality has opened its first two European Nobu Hotels in London and Ibiza.

The 148-room Nobu Hotel Shoreditch London features event and meeting space and a Nobu Restaurant and Bar.

Nobu Hotel Ibiza Bay offers 152 rooms, two private seafront pools, restaurants and a spa.

Trevor Horwell, chief executive officer of Nobu Hospitality said "with London and Ibiza opening, we are continuing our European growth where we plan to announce further special Nobu Hotels in distinct locations".

Do you know who sells adventure tours to Cuba? 😞

No, just CATO SEARCH it! 😊

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Your one-stop search facility to find trusted travel suppliers.
Search by **country, region and type of travel** to quickly find the right supplier.
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Knowledge Trust Integrity Support
Council of Australian Tour Operators www.cato.travel

Friday 30th June 2017

Insurance for non-residents

INDUSTRY newcomer Zoom Travel Insurance has announced it will provide cover to non-residents travelling abroad.

The move comes after the Federal Government announced a raft of changes for Australian visa holders in Apr, including to the 457 visa scheme.

Currently most travel insurance companies don't provide non-residents access to travel insurance when they head off on an international trip.

"At Zoom, we believe that temporary residents have just as much a right to travel safely and securely, regardless of their country of origin," marketing

manager Kate Smith said.

Until now, options were limited for non-residents trying to find overseas cover, Smith said.

"Many providers claim they will cover non-residents wanting to travel outside of Australia but only in so far as they are eligible for Medicare benefits."

Zoom Travel Insurance is underwritten by Lloyds of London and will provide cover for 457 visa holders, working holiday visas and partner or student visas.

WN winds back Cuba

SOUTHWEST Airlines will end two routes from Fort Lauderdale to Cuba on 04 Sep.

The services currently fly to Santa Clara and Varadero and are operated by Boeing 737-700s.

WN's decision to end flights follows a string of other US airlines to cut back on flights to Cuba's secondary cities.

NZ infrastructure fund panel named

NEW Zealand has announced the panel for its new NZ\$100m Tourism Infrastructure Fund to help local communities respond to increased visitor numbers.

The seven panel members who have been appointed to four-year terms are: Judy Kirk, Norm Thompson, Kauahi Ngapora, Chris Roberts, Sarah Hannan, Iain Cossar, and Bruce Parkes.

Applications for the first round of funding will open this year.

HKTb improved club

THE Hong Kong Tourism Board has relaunched its online training program this month, designed specifically for all levels of travel trade and tourism-related industry professionals.

HKTb's loyalty scheme offers member benefits including special deals for agents.

To register, **CLICK HERE**.



San Diego, California's beach city is located less than two hours from LA and combines world-class family-friendly attractions with laidback beach vibes. San Diego is famous the world over for its San Diego Zoo, LEGOLAND California Resort and splash-tastic SeaWorld San Diego, but has so much more on offer to thrill both little and big kids in the family. For more **CLICK HERE**.

To celebrate "Kids Free Month" returning to San Diego this October, we're giving away a Summer Fun Hamper brimming with beach-themed goodies including a Sunnyslife inflatable flamingo.

To win, have the most creative answer to the question below. Send entries to sandiego@traveldaily.com.au

Tell us in 25 words or less why San Diego is the ultimate family holiday?

Philippines & Borneo Adventure

from \$6,177* pp twin share

Includes 14 night cruise, 1 night in Hong Kong, 2 nights in Singapore & return flights

[Discover more!](#)

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*conditions apply

Helloworld's day on the court



REPRESENTATIVES from nine Helloworld Travel agencies located in the Gold Coast region were in attendance to cheer on the Helloworld Travel Volleyroos at the FIVB World League Group Two volleyball finals.

The Helloworld Travel Volleyroos managed to secure the bronze medal for the world competition beating The Netherlands 3-0 on Sun, after being defeated by Japan in a five set defeat the

night before.

As the naming rights sponsor of the national volleyball team, Helloworld agents had giveaways, professional travel advice and a P&O Cruise up for grabs for attendees at the event.

Pictured above: The Helloworld Travel Volleyroos, joined by Helloworld Travel VIP guests celebrating the bronze medal win.

Topdeck Took Me...

TOPDECK is launching its new brand awareness campaign - 'Topdeck Took Me', which features images from real travellers.

The images will showcase where Topdeck has taken them globally.

Ben Ittensohn, regional manager, Topdeck Asia Pacific said by using user-generated images, the travel company could use real experiences to demonstrate "the voice of our passengers with this fun and inspiring campaign".

Mauritania on Hahn

HAHN Air has announced the start of an interline partnership with Mauritania Airlines.

The agreement enables the Mauritanian flag carrier to tap into new markets where they are not a member of the local Billing and Settlement Plan (BSP).

L6 serves 10 destinations in eight different countries.

TAT app update

THE Tourism Authority of Thailand (TAT) has upgraded its Amazing Thailand and Tourism Thailand mobile apps.

In the latest update, users can now access travel information at their fingertips.

The move is part of TAT's plans to improve visitor experience for travellers in Thailand.

MasterChef in Japan

CHANNEL Ten's *MasterChef* Australia will on Sun air the first episode in a week long tour of Japan (**TD** 28 Mar).

The trip is sponsored by Japan National Tourism Organization (JNTO) and Qantas.

MasterChef's nine contestants will travel to locations across Japan featuring local produce.

Friday 30th June 2017

CAPA
CENTRE FOR AVIATION

CAPA Insights

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



Perth Airport is Australia's fourth largest. It's also ranked 172nd in the world in terms of capacity and a much higher 92nd when measured in available seat kilometres (ASKs), an indication of its remoteness. The city's proximity to Asia and isolation from the rest of Australia makes for a highly internationally focussed airport. Perth Airport has a higher proportion of international aircraft movements than any other Australian airport, making it the "most international" of Australia's gateways.

To hear more from industry experts and key spokespeople, join the CAPA-ACTE Perth Aviation and Corporate Travel Summit on 04 Jul. To register for attendance [CLICK HERE](#).

CORPORATE UPDATE

ACTE demands US clarity

The Association of Corporate Travel Executives (ACTE) has demanded greater clarity from the US on its latest border measures (**TD** yesterday), including screening procedures, laptop restrictions and travel bans.

ACTE executive director Greeley Koch yesterday questioned the most recent security measures announced by the US Department of Homeland Security and said greater detail was needed.

"The Trump administration's vague travel security policies continue to vex the business travel community," Koch said.

"While these new screening procedures are far preferable to an outright electronic device ban for business travellers, we still need clarity on what this looks like in practice," he said.

Koch questioned whether the latest measure might still result in a de facto laptop ban if airlines

and airports were not able to comply with new rules.

On news the US Supreme Court has allowed a limited implementation of President Trump's travel bans until further hearings later this year, Koch said business travellers needed greater certainty that they would not be stopped at the border.

"Seeing this maelstrom unfold, ACTE has long been of the mind that this travel ban has had a chilling effect on business travel, local economies and jobs in the hospitality industry," he said.

"This economic impact is not worth the cosmetic increase in security offered by the loophole-ridden travel ban."

Koch said it was necessary to clearly define the 'significant business or professional obligations' rule that would allow business travellers from affected countries to avoid the ban.

BET's new ambassadors



BUSINESS Events Tasmania formally inducted four new ambassadors into the Tasmanian Ambassador Program on Mon. The new recruits are: Gretta

Pecl, A/prof & deputy associate dean of research, Institute of Marine and Antarctic Studies; Irene Penesis, deputy director (accreditation), course coordinator, master of Engineering & A/Prof in Mathematics, National Centre for Maritime Engineering and Hydrodynamics, Australian Maritime College; David Armstrong, agricultural consultant and Karen Rees, chair, Tasmanian Polar Network.

The event also celebrated the first year of the Tasmanian Ambassador program.

New ambassadors Pecl, Rees and Penesis are **pictured** with Elize Archer (second from left).

Amex buys events management company

AMERICAN Express Global Business Travel (GBT) has finalised a deal to acquire London-based international event management agency Banks Sadler.

The company will operate as part of GBT's American Express Meetings & Events once the transaction is completed in Q3.

Banks Sadler was founded in 1982 in London and has offices in York, Windsor, Paris, Dusseldorf

and New York, with a workforce of around 250 employees.

Banks Sadler chief executive officer Leigh Jagger said the sale was "a pivotal moment".

"Though customers will not notice any change, the business is now supported by one of the largest travel and meetings mgmt companies in the world," she said.

"We will, therefore, continue to offer best-in-class, event

planning and management while benefitting from American Express Meetings & Events' supplier relationships, global scale and expertise of strategic meetings management programs," she said.

American Express Meetings & Events snr vp and gm Issa Jouaneh said the acquisition was a positive development for Banks Sadler and its customers.



AT A lively event in Sydney on Wed night the Travel Industry Mentor Experience (TIME) presented its 27th Program intake of mentees to the TIME network.

Hosted at Vicole Cafe & Restaurant by TIME program partner Excite Holidays, and attended by 60 VIP guests from across the travel industry (some of which are **pictured** below), the function also served as a graduation ceremony for the program's 25th intake.

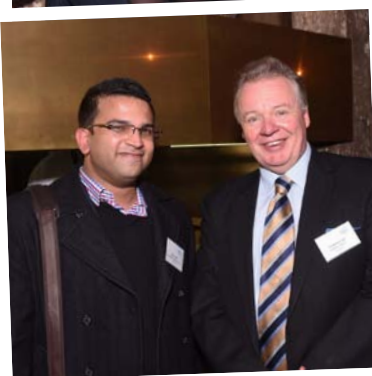
Pictured above, back row from left are: Louise Millmore, Management Consultant; Aaron Phillips, Wendy Wu Tours; Lisa Pile, Regent Seven Seas Cruises; Conrad McCall, Trafalgar Travel; Dany Gurgis, Sure Thing Travel; Melissa Alexiou, Air Services Australia and David Forsyth, University of NSW.

Front row: Nicole McMahon, CT Connections Travel Group; Jamie

Bunn, Delta Air Lines; Alexandra O'Connor, Insight Vacations; Elizabeth Hutchison, Air New Zealand and April Spokes, The LIDO Group.

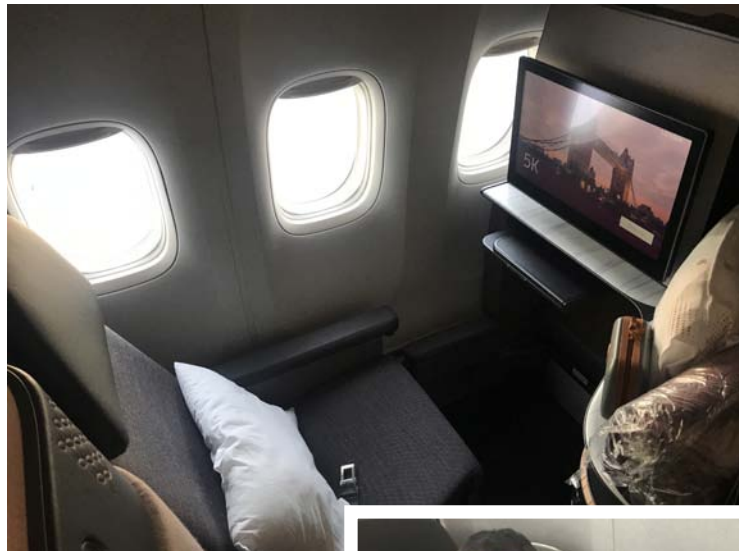
Among presenters at the event were Sue Graham, Helloworld Travel Air Contracting (**pictured**) and Vanessa Richards, Excite Holidays marketing director.

View lots more photos from the TIME event on our Facebook page - facebook.com/traveldaily.



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Bonaventure samples QSuite



WHEN it comes to knowing the product, it's hard not to admire Brian Conway from Bonaventure Travel who showed remarkable stamina on a fleeting trip to the United Kingdom recently, all in the name of research.

Conway, **pictured** sampled Qatar Airways' new QSuite Business class product on its launch flight from Doha to London, setting out from Perth on Fri and spending just three hours at London Heathrow before heading home.

"It's truly a revolutionary product which has blurred the lines between a First and Business class seat," he said on his return.



"The suite offers complete privacy with a sliding door, a fully reclining seat which converts into a flat bed, a large retractable table and ample storage space."



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Canada on Getaway

ELEMENTS of Scenic's nine-day Eastern Explorer luxury itinerary through Canada will be on show on Channel Nine's travel program *Getaway* over the next three weeks, starting Sat 01 Jul.

Destinations showcased include Toronto, Niagara Falls, Lake Ontario, Ottawa and Montreal.

More Airbnb Trips

ACCOMMODATION disruptor Airbnb has expanded its Trips platform to include a range of experiences in Berlin and Prague.

Among the activities in Berlin are soap making and the "world of leather crafting".

AC backs AIHL finals

O'BRIEN Group Arena in Melbourne has been named as the venue for the Australian Ice Hockey League (AIHL) final series, to be held on 02 and 03 Sep.

Air Canada is the naming rights sponsor of the series.

New South Sea vessel

SOUTH Sea Cruises has taken possession of its newest vessel for its Fiji operation, *Tiger V*.

Departing the Gold Coast on Wed, the vessel is currently en-route to its new home of Port Denarau, sailing via Noumea ahead of its expected arrival in Fiji on Mon.



WIN TICKETS
TO CHINA
AND LONDON

To celebrate 20 years of flying into Australia, the launch of new direct service between Melbourne and Shenzhen and the increased capacity between Guangzhou and London, China Southern Airlines is offering Travel Agents in Australia the opportunity to win a return Business Class ticket to any China Southern Airlines destination in China or to London!

To win, correctly answer each daily question in June and have the most inspired response to the final question.

The best response will be the winner of the CZ return Business Class ticket from Australia to London and the second best one will be awarded with the return Business Class ticket from Australia to any CZ destination in China.

19) Please tell us in 25 words or less your best China Southern Airlines travel experience.

Send your entries to
csair@traveldaily.com.au



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FREE hotel night **FREE** transfers
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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.

Australis is offering 10% off for bookings for its newest vessel, *Ventus Australis*. Australis' new ship will offer four-night itineraries from between Ushuaia in Argentina and Punta Arenas in Chile. Prices start US\$1,296pp. **CLICK HERE** for more information on the special.

A stay three night, save 50% promotion at **Ramada Resort Port Vila**, Vanuatu for visits until 30 Sep has been extended until 31 Jul. The special offer is valid on Junior Suites and includes breakfast and wi-fi.

Sanctuary Retreats is slashing room rates for properties including the Sanctuary Gorilla Forest Camp when booking three or more nights. Discounts start from 30% off the standard US\$380ppn rate and go up to 40% for stays of eight or more nights. **CLICK HERE** for more.

Balinese hotel, **Banyan Tree Ungasan** has launched a special deal offering 40% off the best available rate for weekend travellers. The deal includes brekkie and a welcome massage, valid thru until 31 Mar, 2018.

Agents ready to fly with Delta



CVFR Consolidation Services & Delta Air Lines recently hosted a group of Sydney agents to an aircraft inspection of the US carrier's flagship jet.

The experience gave the five frontline travel sellers a chance to test Delta's Boeing 777 product, used on its daily flights between Sydney and Los Angeles.

Hosting the inspection was

Lydwina Nio, CVFR Consolidated Services bdm NSW/Qld and Karen Ramirez, Delta Air Lines national account manager NSW/ACT.

The agents are **pictured** seated on the 777 and include Karlee from Helloworld Travel, Circular Quay; Hazel & Cindy from Golden Globe, Blacktown; Pamela, Majestic Travel, Surry Hills & Terry, World Star Travel, Milsons Point.

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- ✦ All travel and transfers ✦ A generous luggage allowance for on tour shopping ✦ Luggage handling to and from each hotel ✦ A comprehensive sightseeing program with numerous included options
- ✦ All meals with wine, beer and soft drinks at dinner ✦ A very high ratio of staff to guests including a doctor ✦ All tipping ✦ Taxes ✦ Travel Insurance

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The Promoter of this competition is Constellation Journeys (Arch Fire Pty ABN62613558919). Entry is open for bookings made between 0900 on 26 June 2017 and 1700 on 25 August 2017. Entry is open to Australian and New Zealand Travel Agents who make a booking and whose clients make final payment for Constellations Journeys Around the World Tour departing 22 April 2018. After making a booking the entrant will be invited to describe in 25 words or less why they wish to join the tour. Entries will be judged on creativity and originality. Judging will take place on 29 December (after final payment has been received). The judge's decision is final. If a winner is unable to redeem the prize by confirming participation by 19 January 2018 or the winner is deemed ineligible by Constellation Journeys the prize may be re-judged at the sole discretion of Constellation Journeys. Each of the three prizes comprises two Superior Plus packages on a twin share basis as per the inclusions in the Constellation Journeys brochure. The prize cannot be redeemed for cash and is not transferable. On agreeing to participate in the tour, winners become subject to the terms and conditions of travel as detailed in the brochure. Travel to and from Sydney to join the tour is at the winner's expense. Visa costs are at the winner's expense.

For more information call 1300 992 339, click here or visit www.constellationjourneys.com.au



Working in partnership with the Australian Travel Industry

Travel Consultant

Newcastle, Excellent Salary, Ref: 2934/RM1

If you are a people person who has a strong passion for travel, putting together fantastic adventures for your customers and you are looking 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 rewarding 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.

Business Development Manager

NSW, OTE \$75k + Super, Ref: 2883SO3

This great travel company have lovely CBD offices in a central location and the culture is vibrant and lively. The Business Development Manager serves as brand ambassador for this amazing travel company. They are responsible and accountable for creating and maximising sales opportunities within their designation regions. They actively promote, educate and sell the products and services, in alignment with the overall company strategy to ensure that growth in sales is generated.

For more information please call Sasha on (02) 9113 7272 or click [APPLY](#) now.

Travel Account Manager

Brisbane, \$70-75k, Ref: 2935CNA

This role is a mix between being out on the road and being in the office, equal split. Make your own appointments to suit your schedule and build strong relationships with clients! You will need to have strong analytical skills to assist with growing business and thinking outside the box when it comes to new ways to attract business. Current experience as an account manager for the travel or hospitality sector, striving towards KPI's and enjoy negotiation and account requisition.

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

Travel Consultant

Melbourne – N. Suburbs, \$36-50k base + Comms, Ref: 2020DM1

Our client is looking for a bubbly and vibrant experienced Travel Consultant to fill this amazing role. This agency is based in a big shopping centre in the northern suburbs, working in a small intimate team environment you will have all the tools to flourish in building your clientele as a professional consultant. So if you have the experience and are tired of travelling to the city then this is the role for you and your future. This is an amazing opportunity not to be missed.

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

Online Content Specialist – Hotels

Sydney, Competitive, Ref: 2922SJ1

In this role you will support with the maintenance & quality of property information & photos on our clients website, validate information & obtain content essentials for the property pages. I am looking for someone with experience in content, ecommerce, copy writing, creative writing & sourcing appropriate imagery. You will be a confident communicator with a customer service & content background. A great with an industry leader for a forward thinking candidate with good business acumen.

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

Homeworking Cruise & Travel Consultant

Nationwide, OTE \$100k, Ref: 2531SZ7

If you are looking for exceptional pay structure, in the comfort of working from home, then this is your role! You will need to be a cruise guru to be considered for this amazing and unique opportunity with a solid base salary and a very lucrative comm structure that will see you earn your commission upon deposit! My clients are looking for an experienced Travel Consultant or Cruise Specialist with solid GDS knowledge, cruise system knowledge & exposure to working in a fast paced environment.

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

Corporate & Leisure Travel Consultant

Melbourne, \$65k + Benefits & Travel Perks, Ref: 2939HC1

This is a fantastic and niche role which would be well suited to a travel consultant with both leisure and corporate experience. This company have a fantastic reputation and are affiliated with a popular sports club which means lots of perks for the successful consultant! You will be part of a dedicated team offering fantastic customer service to the exclusive members of the club with both leisure and corporate bookings. You will be dealing with leisure, corporate and sporting packages.

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

Business Development / Sales Manager

Perth, \$110k, Ref: 2898SJ1

Do you have sound understanding of Corporate Travel Sales, Business Development experience & a proven sales record? A leading Travel Management company are looking for a Sales / Business Development Manager to assist with their ongoing expansion across the WA Corporate market. You will be sourcing new leads, building rapport & developing relationships with key prospects. This is a rare chance to develop your senior business development experience with a leading TMC & enjoy fantastic earnings.

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



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