

US Open 2017
 Keith Prowse TRAVEL
 EXPERTS IN GLOBAL SPORT AND EVENTS

Travel Daily

First with the news

Wednesday 29th March 2017

excite HOLIDAYS
 afa NATIONAL TRAVEL INDUSTRY AWARDS

BEST WHOLESALER AUSTRALIAN PRODUCT (CATEGORY 29)
BEST WHOLESALER INTERNATIONAL PRODUCT (CATEGORY 30)
BEST SALES EXECUTIVE INDUSTRY SUPPLIER (CATEGORY 32)
 Paul Groundwater
 Sally McCallum
 Samantha Davies

EXCITE US!
 VOTE NOW

TEMPO HOLIDAYS

UNCOVER GREEK ISLAND HOPPING

CRETE & SANTORINI **10% OFF**

12 DAYS | from **\$1908*** pp

INSTANT CONFIRMATION
 ON GROUND TEAM
 25 YEARS EXPERIENCE

tempoholidays.com

*Terms and conditions apply. Please see tempoholidays.com for full terms and conditions

APT backs People's Choice

APT has been announced as a key partner for this year's People's Choice ATAS Retail Travel Agency of the Year category in the 2017 National Travel Industry Awards, with the operator providing a Mekong River Cruise as an incentive for consumers to take part in the competition.

The campaign formally launches next Thu 06 Apr 2017, and again is being conducted in partnership with Australian Traveller Media, publisher of *Australian Traveller* and *International Traveller* consumer travel magazines.

AFTA says the category aims to promote bricks and mortar suburban ATAS travel agencies, with momentum generated from the inaugural program in 2016 will garner even more participation this year.

"ATAS accredited businesses

wanting to reach and engage with their travel clients in a new and inspiring way are encouraged to participate," said AFTA ceo Jayson Westbury.

As well as raising awareness of ATAS agents, the initiative will see the industry celebrate and recognise an ATAS agency which does an exceptional job at embracing and proactively promoting the ATAS brand.

APT's cruise is valued at \$7,000, with Westbury saying "we really appreciate the tremendous support they are providing".

APT executive gm global marketing and sales, Debra Fox, said the sponsorship reflects APT's appreciation of the role bricks-and-mortar agencies play in the travel industry.

Voting is conducted via coupons in the magazines, with further details to be revealed next week.

TOSP Melb seminar

TREASURES of the South Pacific is holding a seminar for agents in Melbourne on 11 Apr, offering attendees a chance to win a seven night Pacific holiday - see **page 12** for details and to register.

Today's issue of TD

Travel Daily today has ten pages of news and photos, plus full pages from:

- Travel Trade Recruitment
- Treasures of the South Pac

Beijing Cap KKs SYD

THE first non-stop scheduled passengers services between Qingdao (TAO) and Sydney are slated to be launched by Beijing Capital Airlines (JD) from 09 Aug.

The route, foreshadowed by *Travel Daily* earlier this month (**TD** 02 Mar), is intended to operate twice weekly using Airbus A330s.

According to GDS schedule listings, JD will fly the route from TAO to SYD on Wed & Sun, returning to China the next day.

Mather departs SYD

A GLOBAL search is underway for a new boss at Sydney Airport after managing director and ceo Kerrie Mather announced her resignation today.

Mather has held the chief exec role since 2011 & ceo since 2012.

"I'm very proud of the work we've done in partnerships with industry, governments and the community, to grow aviation connectivity and choice, domestically and internationally," she remarked.

Mather will remain in the role until a new chief executive officer has been appointed, SYD said.

Unique NT

8 DAY NATIONAL PARK EXPLORER

8 DAYS FROM \$2,099*
 per person twin share

SAVE \$434*
 PER COUPLE

ON SALE UNTIL 5 APRIL 2017

*Conditions apply

Thank you for your nomination!

VOTE

Best Wholesaler – Australian Product
 Sunlover Holidays, Qantas Holidays & Viva! Holidays

Best Wholesaler – International Product
 Qantas Holidays & Viva! Holidays

Best Sales Executive – Industry Supplier
 Darren Evans – Qantas Holidays & Viva! Holidays (NSW/ACT),
 Kim Knight – Qantas Holidays & Viva! Holidays (QLD),
 Mick Boylan – Sunlover Holidays (VIC)

CLICK TO VOTE

Holidays **sunlover HOLIDAYS** **viva! holidays**

It's time... to work when you want to...

travel counsellors

03 9034 7071
 change your future today

RENAULT

Drive Europe Your Way
with Renault Eurodrive

> 50% off pick up & return fees
> 7 FREE days

[MORE INFO](#)



Travel Daily

First with the news

Wednesday 29th March 2017

WE HELP TRAVEL AGENTS GET
THE BEST DEALS IN CROATIA



Phone: 1300 661 666 • www.greecemedtravel.com.au

Webjet sales growth

ONLINE travel agent Webjet has fired up at claims by Airbnb's product chief Joe Zadeh who says the homestay company will "own the entire travel experience".

Webjet says the listed firm has seen continuous and accelerated growth with year-on-year global market share gains across its business over the past 20 years, as a number of other global and local travel entities come and go.

In a remark sure to unsettle bricks-and-mortar agents, md John Guscic stated: "Whilst the underlying role of the traditional travel agent is arguably in decline, Webjet's online business model is bucking the trend.

"We do not see Airbnb as a threat, quite the contrary. Any entity that assists in expanding the total travel market is welcome in our world," Guscic said.

The OTA's boss also confirmed that 2H17 bookings were, as of 23 Feb, growing at more than 35% year-on-year.

Tourism spend tops \$100m

AUSTRALIAN and international tourists spent a whopping \$100.1 billion domestically last year, marking the first time the figure has passed the \$100 billion mark. Figures released today by the

Govt from the latest National Visitor Survey ending Dec 2016, show solid domestic overnight spend, up 5% y-o-y, to \$61 billion, reflecting an increase in Aussies holidaying in their own backyard.

Overnight trips surpassed \$90m (up 4%) while total nights also rose to 334.8m (also up 4%).

The Northern Territory saw the largest increase in domestic visits at 18%, followed by Western Australia (14%) & the ACT (13%).

Overnight visitors to Tasmania dropped slightly following record levels which peaked in late 2015, Tourism Research Australia said.

Minister for Trade, Tourism and Investment Steven Ciobo said over the past three years, every state & territory achieved double digit growth in visitor number and nights as a result of Tourism Australia's refocus on offshore marketing alone, leaving domestic tourism marketing up to the individual states/territories.

IATA slams ban

THE International Air Transport Association (IATA) has demanded an overhaul of the laptop bans imposed by the US and UK, expressing dismay at the "woeful" process behind the measures.

In a speech delivered in Montreal, IATA director general and ceo Alexandre de Juniac questioned the inconsistencies between US and UK bans and slammed the lack of consultation with airlines.

"The current situation is not acceptable and will not maintain the all-important confidence of the industry or of travellers - we must find a better way," he said.

Debbie does damage

WHITSUNDAY-BASED resorts in the path of Tropical Cyclone Debbie have suffered damage after mother nature unleashed her fury yesterday on parts of the Queensland coast.

Daydream Island Resort & Spa said it bore the brunt of the cyclone, but all guests were accounted for and are safe.

Early reports confirm extensive damage to Daydream's vegetation across the island, significant damage to the resort's jetty and pontoon, a section of the boardwalk had been lost, the Rejuvenation Spa's roof has been lifted & there was water damage to the Main Atrium and accommodation wings.

Two of Daydream's three iconic mermaid statues have also been swept away, the resort said.

One&Only Hayman Island says it is currently assessing the impact of the storm on the resort but is not accepting guest arrivals until next Wed 05 Apr inclusive.

THANK YOU FOR NOMINATING
US IN THE 2017 AFTA AWARDS

We are delighted to receive nominations for:

Category 18: Best Domestic Airline

Category 19: Best Airline International - Online

Category 32: Best Sales Executive - Industry Supplier
Kirstie Egan

Thank you for your ongoing support
and good luck to fellow nominees.

[VOTE NOW](#)



We've been nominated!

Best Wholesaler - **Australian product**

Best Wholesaler - **International product**

Best Sales Executive - **Industry Support**

Stacy Harsh - **NSW**

Jamie Giddens - **VIC**

Shari Rokosuka - **QLD**

Thank you for your support!



[Vote here](#)



Los Angeles
TOURISM &
CONVENTION BOARD

Vote #1 Los Angeles Tourism & Convention Board for
Best Tourist Office International
2017 AFTA National Travel Industry Awards for Excellence

PREMIUM ECONOMY CLASS
INTRODUCING EXCLUSIVE PRIVILEGES
BETWEEN MELBOURNE AND SINGAPORE



FIND OUT MORE

SINGAPORE AIRLINES



Travel Daily
First with the news

Wednesday 29th March 2017

Gow-Gates Insurance Brokers

We are delighted to receive a nomination for Category 31: Best Agency Support in the 2017 AFTA Awards

Vote Now!

Gow-Gates Insurance Brokers Pty Ltd | ABN 12 000 837 795 | AFSL 245432



Vale Peter Doyle

THE travel industry is mourning the death of Peter Doyle who passed away on Sun morning after a brief stay in hospital.

Doyle was well known to the trade, most notably for his role as state manager - Victoria for Harvey World Travel.

He was very active in promoting and developing the HWT brand and owned a number of franchise locations over the years.

Doyle will be privately cremated.

Consumers seek face-to-face

FEWER than one in 10 baby boomers turn to travel agents when they first begin planning a holiday, yet almost two-thirds still see value in face-to-face contact with a consultant, a new survey has found.

Research commissioned by Mumbrella carried out by retirement publisher *YourLifeChoices* determined three quarters of more than 6,000 respondents - 70% of whom were aged between 50 & 70 - go online in the first instance, with just 9% visiting their travel agent.

Guide books are used by 7% and only 3.5% turn to newspapers as their first port of call.

But asked if bricks-and-mortar retailers still offer sufficient value to warrant a face-to-face consultation, 62% said they did, while 38% said it was not worth the bother.

Findings from the extensive study will be exclusively revealed by *YourLifeChoices* publisher Kaye Fallick at the Mumbrella Travel Marketing Summit next week.

Virgin Australia chief marketing officer Inese Kingsmill, APT global

sales and marketing director Debra Fox and Christchurch and BesCanterbury gm of marketing Rowan Worner are among speakers at the event.

The summit takes place at the Four Seasons Hotel on 05 Apr.

Travel Daily readers can take advantage of a \$100 discount on tickets by using the code 'TDTMS17' - Click here to book.

AA takes stake in CZ

AMERICAN Airlines has moved forward on its plan to invest in a Chinese carrier, confirming a US\$200 million equity investment in China Southern Airlines.

Overnight, AA said CZ "is the largest airline in China and is the ideal carrier for American, the largest airline in the world, to build a relationship within this critically important market".

Currently, AA flies to Beijing & Shanghai from Chicago, Los Angeles and Dallas/Fort Worth, while CZ operates most of its US bound flights from Guangzhou.

The airlines are planning to begin a codeshare and interline arrangement later this year.

'Restaurants' arrive

TOURISM Australia says all is in readiness for the arrival of the World's 50 Best Restaurants which will see over 90 chefs and restaurant representatives touch down in Australia on 01 Apr.

MD John O'Sullivan today said the awards ceremony in Melbourne and the supporting event program run between 01-08 Apr was the "next exciting chapter in our ongoing Restaurant Australia story".



ADVENTURE WORLD

DISCOVER OUR 2017/18 **USA** COLLECTION

NEW USA

Visit TheUSA.com

CALL US **1300 363 055**

EXPLORE NOW

Aloha – Vote Now!
2017 NTIA Awards

Hawaiian Airlines – Best Online Airline (Cat. 19)

Joyce Weir – Best Sales Executive – Industry Supplier (Cat. 32)

Visit the AFTA NTIA Vote Link [HERE](#)




HAWAIIAN AIRLINES

California STAR Search

Visit California is searching for agents who will be the faces of their new digital training platform, California STAR. A video competition has been launched and agents are invited to submit a 15 second video with their STAR tips about travel to California.

For contest details: star.visitcalifornia.com/au



CALIFORNIA STAR



AMERICAN QUEEN® STEAMBOAT COMPANY

2018 SAILINGS
NOW AVAILABLE
5 DAY VOYAGES
Starting from **US\$1,008*** PP

NEW 2018 BROCHURE OUT NOW!

*conditions apply

Flight Centre looks to digital

FLIGHT Centre's new Digital Commerce Advisory Board (**TD** breaking news yesterday) is the latest development in the company's focus on technology, having been created less than a year after the appointment of Atle Skalleberg as chief digital officer (**TD** 22 Jul 16).

35-year-old Skalleberg, who joined the company as part of Flight Centre's acquisition of StudentUniverse in late 2015, has a brief to "drive a digital transformation that will propel online and mobile services".

Other members of the new advisory board include Boston-based travel tech investor and entrepreneur Hugh Crean, and Nicolas Brusson, ceo of French disruptor Blablacar.

Two further members of the board are expected to be added in the coming months.

"Given that the digital commerce team in Boston is

playing a central role in Flight Centre's digital transformation, it is great having Hugh onboard, with his travel tech knowledge and network right in our backyard," said Skalleberg.

"As one of the most well-known startup founders in France, and an active angel investor, Nicolas brings a European perspective and tech ceo experience to the advisory board," he added.

Flight Centre is targeting \$1 billion in leisure sales via digital commerce this financial year, as well as a 40% adoption rate for corporate online booking tools.

StudentUniverse has recorded 200% year-on-year growth in sales via its app, which now comprise 12% of bookings.

Other digital initiatives under way include new mobile services for BYOjet, new Flight Centre smartphone apps in Australia, and new e-commerce investments in Canada.

Is the traditional coach tour dead? Find out in the April issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**



Palm Springs badge

CALIFORNIA'S resort city of Palm Springs is offering Australian agents a chance to win a \$500 Visa Gift Card when they complete specialist education.

The Greater Palm Springs Convention & Visitors Bureau is offering the incentive, giving agents until 16 Apr to complete their Greater Palms Springs Specialist Badge in the Brand USA Discovery Program.

To qualify, agents must register on the Discovery Program and complete a Regional Expert Badge before taking on the Palm Springs badge - **CLICK HERE** to register.

STAR Search video

VISIT California has released a video encouraging agents to make last-minute sign-ups to its STAR Search contest.

The organisation has mounted a search for five agents to front its digital training platform California STAR - **CLICK HERE** for the video.



Window Seat

FEW joys disappear as swiftly as a dropped ice cream on a hot summer footpath, so Los Angeles is doing its bit to preserve the nostalgia around that most fleeting of desserts.

The Museum of Ice Cream will open next month in downtown LA, promising to captivate a global audience with its frozen delicacies and exhibits.

It's the second Museum of Ice Cream to open in the US, coming after the success of a New York City venue which sold out in five days and compiled a wait-list of more than 200,000.

Highlights at the new museum include a banana split comprised of 10,000 bananas and a "swimmable sprinkle pool" filled with 100m sprinkles - see museumoficecream.com.



UNIWORLD
BOUTIQUE RIVER CRUISE COLLECTION®
CELEBRATING 40+ YEARS of EXCELLENCE

YOU DESERVE THE BEST.

Let us treat you to an upgrade.

You deserve the best onboard and in the air and wherever you travel. Book by 15 April 2017 and we'll treat you to a stateroom upgrade on select 2017 voyages*.

AVAILABLE ON SELECT 2017 ITINERARIES IN EUROPE*

Complimentary stateroom upgrade	+	Fly from \$499pp* Economy	OR	Fly from \$4,599pp* Business Class
---------------------------------	---	---------------------------	----	------------------------------------

UNIWORLD.COM | CALL 1300 780 231

*Conditions apply.

Today's issue of *TD* is coming to you courtesy of Uniworld Boutique River Cruise Collection on board *Joie de Vivre*.

GUESTS on board *Joie de Vivre's* inaugural sailing tucked into an elaborate dinner yesterday as the vessel sailed away from Paris for the first time.

This morning the vessel had moved away from the city lights and arrived in Mantes La Jolie, from where guests headed to the impressive Versailles Palace.

Passengers were given the option to venture behind the closed doors of the palace and explore the King's private apartments and that of his mistresses or wander the stunning garden.

The "secret" tour of the palace led the group away from the crowds and invited them into what was once the private rooms of Louis XIV and his successors, Louis XV and Louis XVI.

No stone was left unturned as the group were invited to see toilets, closets for wigs, a room for unfolding maps, gambling and a gold-adorned room for feeding dogs.

U by Uniworld brox

U BY Uniworld will be the "antithesis of what river cruising was really set up to do," Uniworld Boutique River Cruise Collection's managing director for Australia, Fiona Dalton says.

Speaking with *Travel Daily* aboard the newly launched *Joie de Vivre*, Dalton said the brochure and website for the new youth focused cruise brand is "very close" to release.

She noted "the sweet spot" for the brand, pitched at the 18 to 40 year old demographic, will be within the 25-35 bracket.

"The tone of voice and the itinerary itself really, is everything you ever considered about river cruising, flipped on its head," Dalton explained.

"They'll be using their ship as their restaurant, as their taxi, as their nightclub, as their bar, their café to meet with their mates so it's this multi-purpose, incredibly functional and fun space that becomes the vehicle to see the destinations."

U by Uniworld debuts in Apr '18.



THE just-launched *Joie de Vivre* represents "all things French", Fiona Dalton, local md for Uniworld told *TD* at the vessel's christening in Paris overnight.

Christened by godmother Dame Joan Collins, at a ceremony in Paris, the design of the vessel aims to bring the onshore experience onboard.

The ship features Uniworld's first supper club, Claude's, which is transformed into spa and wellness centre, Club L'Esprit, during the day.

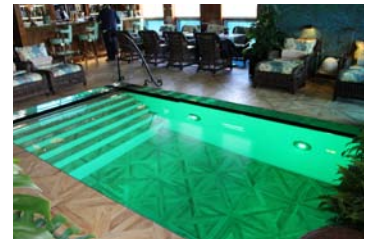
The transition is achieved using a hydraulic floor that is put into place over the pool before Claude's is opened.

Dame Joan Collins is **pictured**



officiating the ceremony with Captain Sebastien Humbert.

Above - a stateroom in *Joie de Vivre* and **below** is Club L'Esprit.



YOUR CHANCE TO WIN!

Become a Royal Brunei Travel Specialist

Complete the Royal Brunei online travel training course for travel agents before 15th April 2017 for your chance to

Win 2 tickets to anywhere on our network!

WEEKLY PRIZES ALSO DRAWN!

Click Here

To find out more

All agents that complete and pass the OTT training by 15 Apr 2017 will be placed into the running. Prize valid for travel until 15 Apr 2018, is subject to availability and does not include taxes. Winner selected 17 Apr 2016 and will be notified by email.

ROYAL BRUNEI
AIRLINES



ott
online travel training

Diamond Club recognition



CORPORATE Travel Agency Spencer Travel is celebrating the continued long-service achievements of its staff with one-carat diamonds.

Owner Penny Spencer created the Diamond Club to award her employees who worked with the company for 10 years which currently includes six staff.

Staffer Louise Brown received her diamond five years ago and will celebrate 15 years of service this month.

Two additional staff are expected to join the Diamond

Club this year.

Brown, who is Spencer Travel's operations manager, is **pictured** (left) with owner Penny Spencer.

Contours webinars

CONTOURS Travel has launched a new series of free webinars on Mexico to help travel agents sell the colourful country's culture, history, beaches, cuisine and diverse scenery to more Aussies.

It begins on 31 Mar and features six part webinars of 15mins each. To register, **CLICK HERE**.

Mantra: "no deal"

MANTRA has confirmed in an announcement to shareholders that it is not in discussions with any potential buyers for the Australian hotel chain.

The announcement follows media outlets reporting industry "rumours" regarding a possible buyer of the company.

London, Paris unite

LONDON and Paris announced new business and tourism collaborations to attract international visitors to both cities and help companies based in the capitals to expand into new international markets.

The tourism agreement, will launch in 2018 and focuses on key drivers for tourists to both cities, such as culture and heritage.

Paris and London will also combine the resources of VisitLondon.com & Parisinfo.com.

The agreement is the first joint agreement between the two cities to attract overseas visitors.

Visitors to London and Paris spend in excess of £30bn (AU\$48m) per year and the tourism economy in both cities supports 1.2million jobs.

The announcement comes as the UK triggers *Article 50* today, beginning the formal process of withdrawing from the EU.

Sabah, RBA MoC

ROYAL Brunei Airlines (RBA) and Sabah Tourism Board (STB) have signed a memorandum of cooperation for tourism development, especially for Australian travellers.

The agreement between Brunei's national carrier and Malaysia's Sabah region will aim to develop joint promotional activities for the inflow of tourists from Melbourne into Borneo.

Selected Australian travel agents will also be appointed to sell special packages within a time frame, which includes a dedicated RSL package to attend the Sandakan Day Memorial Service in Sabah this year.

Last A&K Japan spots

ABERCROMBIE & Kent has limited spots available for its Wonders of Japan small ship cruise around Japan and South Korea this May.

A&K has chartered the, *l'Austral* for the voyage from 18-30 May.

Prices from US\$16,995 per person twin share.



HELP US KICK

VOTE FOR AVALON AS BEST RIVER CRUISE OPERATOR (CATEGORY 23)

VOTE NOW

AVALON WATERWAYS 
NATIONAL TRAVEL INDUSTRY AWARDS

Cadel spruiks France

ATOUT France Australia has recruited sporting superstars Henri LeConte and Cadel Evans to its latest campaign to promote the destination.

Director Patrick Benhamou has been planning a big-scale sports-focused promotion, which he will officially unveil later this week.

At the Rendez-vous en France travel mart in Rouen, Benhamou told **Travel Daily** that through a partnership with the Roland Garros French Open, he would stage a huge event in Australia to showcase the thrilling atmosphere of a major sporting competition in Paris.

He hopes to invite stars like Patrick Rafter, Margaret Court and Ken Rosewall to reflect on their French Open memories.

Benhamou said he believed an event such as Roland Garros was much more than simply sport, with excellent catering, superb wine and exclusive parties an essential part of its success.

Three-star Michelin chef Alain Ducasse is expected to be a guest at the event in Australia.

APT prepares to party

THE APT Travel Group is gearing up for a huge celebration on Fri night to mark its 90th birthday.

About 300 top agents, industry partners and media are expected at the 90 Years of Unforgettable gala event in Melbourne, which will also include an awards ceremony to recognise top performing agents.

APT Travel Group commercial manager retail Susan Haberle said the event would recognise and reward the group's Diamond and Platinum agents and celebrate the company's 1927 origins.

"The Gala is APT Travel Group's way of saying thank you to the agents and industry partners who have contributed to the success of our company over the years," she said.

The gala will be held at the Regent Plaza Ballroom and is one of several activities APT has planned to mark its 90-year evolution from a bus line in suburban Melbourne.

WLG weather strikes

AIR New Zealand this morning suspended operations at Wellington Airport due to poor weather, with disruption expected to have a flow-on impact on other services before conditions improve later today.

Forty Choice years



THEY say life begins at 40, and Travellers Choice is certainly looking to the future as it celebrates its fortieth year of operation this week.

The national agency group was formed in 1977 as a "modest cooperative" of WA-based travel agents, and now operates as an unlisted public company which is wholly owned by its 140 member agencies across the country.

Last night key suppliers were hosted at an event at Sydney's Museum of Contemporary Art, and earlier in the day md Christian Hunter and gm of marketing, Robyn Mitchell

(pictured) held a lunch to launch the celebrations.

Hunter said last year the company had delivered its 39th consecutive annual pre-tax profit, with 95% of proceeds returned to its member shareholders.

He said the same qualities that defined Travellers Choice from the start have uniquely positioned the group for success.

"The cooperative philosophy allows independent businesses of various sizes, strengths and skills to be treated as equals and to operate with total freedom while enjoying the benefits of scale," he said.



Thank you for your nomination.
Together we bring Australia to life!

Cat 24: Best Tour Operator – Domestic
Cat 32: Best Sales Executive – Industry Supplier – Victoria Turnbull

VOTE NOW ➔



helloworld North Coast unite



THE bi-annual helloworld Associates North Coast Cluster met at Macksville Chinese Restaurant on the Mid North coast region in NSW.

Attendee's included: Nicola Nanninga and Matt Wood, HLO business managers; Robyn Flanagan, Wauchope Travel; John Joyce, Port Macquarie Travel; Sue Gorman, Kempsey Travel; Elisse Pope and Anthony Miles, Macksville Travel; Rhonda Singh and Sandra Whittington, Coastal Travel; Aaron Christian and Mel Hogg, APT bdm; Amy Ryan, RCI bdm and Bevan Carson, Qantas Holidays bdm.

Europcar, LH tie-up

EUROPCAR and Lufthansa are entering into a partnership.

Now customers will be able to get easier access to Europcarmobility solutions whenever they book a flight.

DoubleTree Box Hill

DOUBLETREE by Hilton is scheduled to open its second site in the Melbourne suburb of Box Hill in 2020.

The hotel will feature 200 stylish rooms, a restaurant, bar and gym and amenities such as high-speed internet access, Crabtree & Evelyn bath and body care products and their signature DoubleTree cookie on arrival.

"We are proud to mark our brand's second property in Melbourne, one of Australia's most vibrant cities", said Dianna Vaughan, senior vp and global head of DoubleTree by Hilton.

The signing of DoubleTree in Box Hill is a part of the regional portfolio expansion plans for the country which prioritise key city centres as well as leisure destinations across the country according to Robert Scullin, vp, development Australasia Hilton.

Lord Howe great walk

LORD Howe Island's Seven Peaks Walk by Pinetrees is the latest addition to the Great Walks of Australia.

The 6 nights/5 days walk is based out of Pinetrees Lodge and the first NSW walk to be added to the 'hall of fame'.

The Seven Peaks Walk takes guests from pristine beaches and exposed coral platforms to the delicate mist forests on the summit of Mt Gower.

Director of Pinetrees Lodge, Luke Hanson said, "our acceptance into Great Walks of Australia is an important step to help Lord Howe gain the recognition it deserves as a truly international walking destination".

Four Points Docklands

FOUR Points by Sheraton Melbourne Docklands opened in Melbourne yesterday.

Located at 22 Pearl River Road the hotel will form part of the new 3,795sqm Marina Tower complex on the riverfront.

The new Four Points boasts 273 modern and comfortable guest rooms including 16 studios.

It also features brand's Best Brews and BBQ, where guests can enjoy a crisp local craft beer & seasonal BBQ-style appetisers.

Millennial Summit

SYDNEY has been chosen as the location for the global Millennial 20/20 Summit.

The conference will be held at Carriageworks from 14-15 Nov 2017 and previous events have previously attracted close 3,000 attendees at London, New York and Singapore conferences.

Celebrating the modern age of commerce and business powered by the millennials, the conference will focus on technology and the impact on lives.

Rupa Ganatra, co-founder of the event said every element of the conference is different than a traditional conference format.

Sichuan to New York

CHINA'S Sichuan Airlines has announced it will launch two new routes from Chengdu into the USA, including twice weekly flights to New York (via Shenzhen) and thrice weekly flights to Los Angeles (via Zhengzhou) in Oct.

The routes will be operated using either A330s or A350s.



Economy Class Sale

Choose from over 80 destinations worldwide!

Destination	SALE Price
Hong Kong	From \$789* return
Shanghai	From \$679* return
Tokyo	From \$900* return
London	From \$1,491* return
Amsterdam	From \$1,336* return
Tel Aviv	From \$1,468* return
New York	From \$1,617* return
Vancouver	From \$1,481* return



* Advertised fares are for return Economy Class travel departing from Melbourne between 01 May - 30 November 2017 and are correct as of 21 March 2017. Offer is on sale until 24 April 2017. Fares are subject to availability and are offered on a first come, first served basis. For a full list of terms and conditions, please visit CXAgents.com/au.



SWINGING 60s and 70s crowd at the Celebration Awards Dinner sponsored by Virgin Australia and Royal Caribbean.

HUNDREDS of mobile travel agents descended on the Gold Coast for MTA – Mobile Travel Agents 'MTA Moments Matter' National Conference last weekend.

MC and keynote speaker Mark Stephens addressing conference delegates said, "Do you realise there are some 2.1 million hours of industry experience from delegates with over 30 years' experience in the room today".

Helloworld ceo, Andrew Burnes described the importance of what MTA Members do on behalf of their clients as "crafting dreams" and the MTA company model as "best in breed on a global scale."

MTA co-md, Roy Merricks underlined MTA's readiness to be "soundly positioned to take on a rapidly changing world."

Just three moments that really

mattered across a jam-packed three-day conference schedule included a 'Supplier Expo Event' with over 75 Suppliers, a 'Swinging 60's and 70's Awards Celebration Dinner' and an insightful presentation given by internationally acclaimed speaker Michael McQueen, all shared and captured the conference.



MTA Celebration Awards Dinner best dressed winners, pictured Virgin Australia's Michelle Kenneally & Alex Ananian-Cooper.



WINNERS of the Celebration Awards Dinner pictured with Roy Merricks; Wendy Allen, MTA Customer Service Award; Melissa Pointon, Marketing Innovation & Engagement Award and Kate Narracott, MTA Spirit Award.



ALEISTER King co-Founder & Charge for Change team.

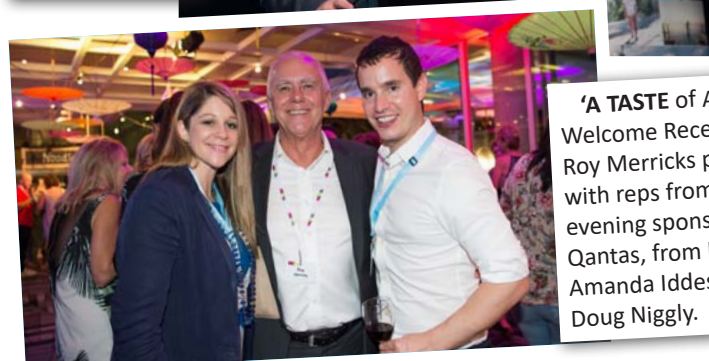


HELLOWORLD ceo Andrew Burnes addressing the delegates at the Opening Ceremony.

MTA delegates registering for the event pictured from left: Linda Kiernander, Jodie Everett, Tamara Buongiorno.



MTA Delegates enjoy a Morning Yoga fitness session.



'A TASTE of Asia' Welcome Reception. Roy Merricks pictured with reps from the evening sponsors Qantas, from left: Amanda Iddes and Doug Niggly.



Regional NSW promo

DESTINATION NSW has rolled out a new campaign aimed at encouraging holiday-goers to share videos of short breaks and destinations across the state. The 'What I Love About Holidays in NSW' campaign is an effort by DNSW to promote travel to rural and remote areas. The creators of the top eight videos will receive a Canon camera and photography tutorial and have their work featured in a curated series of eight short films. Rural & regional NSW welcomed 21.4m int'l and domestic overnight visitors at the end of Sep 2016, bringing in over \$10.6b. NSW has invested \$43m over four years to boost tourism in regional areas - more **HERE**.

AW Rwanda project

ADVENTURE World is set to support Wilderness Safaris' reforestation project in Rwanda by sponsoring the planting of four Hagenia trees. Wilderness Safaris is scheduled to open Bistate Lodge, located near the Volcanoes National Park in Rwanda in Jun. The lodge will include six forest villas and includes a gorilla conservation experience. Reforestation will help sustain the region for future years.

SALA Koh Samui

SALA Hospitality Group will unveil its third SALA resort in Thailand in Nov. Samui Chaweng Beach Resort and Spa in Koh Samui, Thailand resort will include 135 rooms and feature an open-air beachfront restaurant set on 120 metres of white sand. This opening will bring the total number of properties to seven.

Win flights to Europe with the Lufthansa Group

exPerts

This month **Travel Daily** and Lufthansa Group are offering readers the chance to experience their award-winning long haul product on a trip to any European destination served by the Lufthansa Group. The Lufthansa Group prize includes two return economy class flights with Lufthansa Group and their airline partners ex-Australia to **any European destination of your choice**. The Lufthansa Group - composed of Austrian, Lufthansa and Swiss International Air Lines - offers Australian travelers the world's most comprehensive European network and more than 300 global destinations accessed through their four regional hubs. The theme of this competition is Mixed Class - learn more about the product **HERE**. Open to all Australian Travel Agents, the lucky winner will have the most correct answers as well as the most creative entry to the final question. Send your answers to lufthansa@traveldaily.com.au

Q21. Which Lufthansa long-haul flights are equipped with Premium Economy seats? Terms & conditions

Lufthansa Group | **Austrian** | **Lufthansa** | **SWISS**

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.
Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.
P: 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)
Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Editor in Chief: Bruce Piper **Managing Editor:** Jon Murrie **Editor:** Guy Dundas
Contributors: Jasmine O'Donoghue, Rebecca Le Bas, Matt Bell, Jenny Piper - info@traveldaily.com.au
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au
Part of Business Publishing Group.
Travel Daily **CRUISE** **travelBulletin** **business events news** **Pharmacy DAILY** **Travel Daily TV**

Accommodation Updates

WELCOME to Accommodation Updates, **Travel Daily's** Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.

Mooloolaba's apartment building **First Light** has opened featuring 2-bedroom apartments, two 3-bedroom Skyhome and a master with private ensuite. It overlooks ocean views from the Coral Sea and mountain views of the Glasshouse Mountains.

Grand Hyatt Hong Kong has recently completed its Ambassador suites. The 100m² suite spaces incorporate dark timber framing and a soft palette of pale golds and bronzes. The suites look out to the city Skyline of Victoria Harbour and the Kowloon Peninsula.

Mercure Perth has added Cucina on Hay restaurant. The eatery features Italian fare in a courtyard dining space complete with full-ceiling skylight, angled wooden beams, tumbled terracotta tiles and picnic tables.

Hogwarts refresh

HARRY Potter & the Forbidden Journey multidimensional thrill ride at Universal Studios Hollywood is now offering guests an even more immersive glimpse into JK Rowling's *Wizarding World* with a robotics ride system and a 4K-HD ride film. It originally projected 60 frames-per-second but now boasts 120-frames-per-second. Guests of all ages will be transported to famous places like Dumbledore's office, the Mirror of Erised and the Defence Against the Dark Arts classroom. **CLICK HERE** for more details.

Asilia expansion

AFRICAN safari company Asilia and British businessman Jim Ratcliffe have joined forces to conserve and develop tourism in Southern Tanzania by opening two game reserves. In Aug, Asilia will open Roho ya Selous in the Selous Game Reserve and Jabali Ridge in Ruaha National Park a month later. Roho ya Selous is recognised as a UNESCO world heritage site, containing a largest population of wild dogs in the world. Jabali Ridge is home to the largest inhabitants of elephants, as well as 10% of the world's lion.

Join Australia's fastest growing home-based network!

With the highest earning potential 100% or 80% commission, and no long/locked in contracts.

SAVENIO
SIGNATURE TRAVEL EXPERIENCES
many places. many paths

Contact for a confidential chat.

Andrew Challinor 0409 993 895
National Affiliate Sales Manager
andrew.challinor@savenio.com.au
www.savenio.com.au

Proud Member of **Virtuoso & Cruiseco**

Currently taking expressions of interest in Sydney, Adelaide, Perth, Brisbane & Melbourne

We are delighted to be nominated again for the NTIA Awards 2017. If you enjoy working with us we would greatly appreciate your support



www.afta.com.au/events/ntia/nominations-and-voting

**VOTE FOR TRAVEL
TRADE RECRUITMENT**



Business Travel Consultant

Sydney, Up to \$63k + Super, Ref: 2438PE1

Do you want to work for a corporate and leisure travel management company that seeks to provide genuine best-of-class personal service? My clients are seeking an experienced corporate travel specialist to join their domestic team. You will be awarded with a portfolio of accounts. Not only will you have the time to build rapport & nurture your clients, but you will enjoy being part of this energetic, passionate & caring team. You will be valued & respected as well as being rewarded for your work.

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

Account Manager

Brisbane, \$70-75k, Ref: 2370CN1

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.

Leisure Travel Consultant

Melbourne, \$45-49k, Ref: 2782KF1

If worldwide travel is your passion and you have travelled extensively, why not move to a leisure agency where around the world travel is their focus! Working close to home in the Eastern Suburbs of Melbourne, you will be creating bespoke holidays and booking fantastic travel packages, cruises and rail trips to destinations all over the world! The ultimate purpose of this role is to create and convert the sale of high quality, tailor-made itineraries to exceed client's expectations.

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

Wholesale Reservations Consultant

Melbourne, Attractive Package, Ref: 2652KF2

Are you a passionate travel agent with excellent sales experience seeking a fantastic new challenge? Join a global, market leading company within their wholesale team. Work for the best in the business selling global travel packages to travel agents. You will be well rewarded with a great base wage and commission/incentives on top. This amazing forward thinking company also love to promote from within so career progression and development would be available to those who strive for it!

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

Digital Marketing Executive

Sydney, Circa \$75k + Super, Ref: 2771SO6

Working within an award winning dynamic travel company in the CBD, you will be an experienced marketing executive that loves working within a great team to support the larger function. You should be someone who is creative and you will have the freedom to shape the digital presence, over multiple products and services as the continued digital transformation takes place. You should enjoy working in a fast paced environment and will be looking for a fantastic new challenge to embrace.

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

Online Travel Consultant

Gold Coast, Competitive Base & Commission, Ref: 2104SZ8

Despite this being a sales focused position, you will be dealing with warm sales only. No cold calling or outbound sales, enquiries are provided through company website, word of mouth and repeat & referral businesses including corporate clients. Working in a team within a office based environment, your travel industry knowledge and sales ability will be your biggest asset for success. Working mostly Mon – Fri with a rotational Saturday once a month, this is the job for work & life balance!

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

Travel Sales Manager | Part-time

Melbourne, Fantastic Package + Super, Ref: 2779HC1

Rare Sales Development Manager opportunity for a fantastic and well respected wholesale company! Do you have sound sales experience and a proven sales record? This luxury wholesaler is looking for an experienced Sales Development Manager to assist with their ongoing success across the travel market. Excellent benefits are on offer for the right person. It is a 3 days part-time position. You will receive a fantastic salary package plus Superannuation & company allowance package.

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

Travel Sales Executive

Perth, Competitive Salary Package, Ref: 2772SJ1

Sales Executive required for a leading travel wholesaler to cover the WA region. If you have a good networks with the WA retail travel agencies, strong relationship building skills and exceptional sales abilities I want to hear from you! On the road promoting this brands awesome product you have the autonomy to manage your territory and help my client stay as a leader in their field. Great salary package, car allowance and bonus scheme. Apply with your CV or call me for more information.

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch

You are invited to Treasures of the South Pacific

How well do you know the South Pacific?
The destinations of the South Pacific are well known for their beautiful
beaches and swaying palms and of course for great weather,
but that's where most similarities end!

The Tourism Offices of Cook Islands, New Caledonia, Norfolk Island, Papua New Guinea, Samoa, Tahiti, Vanuatu, Solomon Islands and some hidden Treasures invite you to improve your product knowledge on these very unique South Pacific Holiday destinations.

This seminar will assist you to "Be Specific when selling the Pacific"
Join us for a fun and informative evening and remember to bring a business card for the prizes draw!

WHEN: Tuesday 11 April

WHERE: Interncontinental Rialto, 495 Collins Street, Melbourne

Start: 5.45pm **Finish:** 8.15pm approx

RSVP: by 3 April 2017 on www.tosp.com.au

CLICK
HERE TO
RSVP
NOW

places are limited


Treasures
of the South Pacific

A
lucky agent
will win 7 nights
in one of these
fantastic
destinations



Proudly sponsored by

