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# Travel Daily

First with the news

Tuesday 9th May 2017



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## Dreamworld keeps diving

**ARDENT** Leisure, the owner of the beleaguered Dreamworld theme park on the Gold Coast, today confirmed the ongoing slump in visitation and revenues following last year's Thunder River Rapids tragedy, with numbers down almost 40% for the four months to 30 Apr.

A trading update issued this morning confirmed revenues for Mar and Apr declined \$9.6 million year-on-year, with the figures also impacted by a "significant increase in total rainfall during the month of Mar," particularly during weekends.

A number of customers also cancelled or deferred travel plans to the region on the back of flooding and damage caused by Cyclone Debbie, the firm said.

Key areas of investment to support a recovery include discounted Dreamworld pricing which is expected to continue through to at least the end of Jun, more staff to support maintenance and development of attractions and additional marketing and advertising spend.

The company said it expected its Theme Parks division to report a pre-tax loss of \$2m-\$4m for the year to 30 Jun 2017.

## Three P&Os in Brissie

**P&O** Cruises today confirmed it will base three ships in Brisbane for the first time ever in 2018-19, with year-round cruising on *Pacific Dawn* and *Pacific Aria* as well as a seasonal deployment of *Pacific Jewel* from Sep-Nov 2018.

The three vessels will offer a combined 126 departures from the Queensland capital in 2018 - up a whopping 18% on this year.

Itineraries will include 27 short three- and four-night cruises priced from \$428 per person.

The cruise line also today unveiled a new partnership with Melbourne pizza king Johnny Francesco, whose 400 Gradi will feature aboard *Pacific Explorer* - details in **Cruise Weekly** today.

## Today's issue of TD

**Travel Daily** today has eight pages of news and photos, plus a full page from:

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## Fiji air capacity increase

A NEW air services agreement inked between the Australian and Fijian Governments will provide a near 10% increase in passenger capacity between the countries.

Revealed yesterday by Minister for Infrastructure and Transport, Darren Chester, the new deal will add 500 seats per week for each country and double air freight capacity between Australia and

Fiji to 140 tonnes per week.

"Expansion of these arrangements with Fiji has been long sought after by airline and airport stakeholders and the Turnbull-Joyce government has delivered," Chester said.

Australia's arrangement with Fiji was last updated four years ago.

Until now, Fiji was one of only three markets where airlines from those countries had already exhausted available capacity for flights to Australia's major hubs.

"This agreement is a win for Australian travellers given it consistently ranks among the top 10 international destinations."

"This is a great outcome for both countries" Chester added.

Fiji Airways exec gm corporate affairs Shaenaz Voss said "Australia is a vital destination in our network and this is a significant step forward, providing more opportunities for Fijians and Australians."

Both governments have agreed to refresh their 35-year old air services agreement and plan to discuss more flexible codesharing arrangements for the future.

## Dubai, AFTA pact

AFTA and Dubai Tourism today confirmed the continuation of their "strategic destination partnership" which aims to expand travel agent knowledge of Dubai for stopovers and holidays.

In place for the last two years, the expanded deal will see Dubai tap into AFTA's Member Webinar Program to launch the new Dubai Expert online training program.

Dubai Tourism will also sponsor journalist Anjali Rao's hosting of the 2017 National Travel Industry Awards as part of the agreement.

Rao, who was MC of the 2016 gala dinner, will return this year for the industry's night of nights on Sat 22 Jul at Sydney's ICC.

## Ethiad interim ceo

ETIHAD has appointed Ray Gammell as its new "interim Group ceo," confirming that incumbent James Hogan will leave the company on 01 Jul 2017 after more than a decade as ceo for the Arab airline.

The transition was flagged earlier this year (TD 25 Jan), with Gammell, who has been with EY since 2009, being promoted to interim ceo from his current role as the company's group chief people and performance officer.

Ricky Thirion is also assuming full responsibility as Ethiad Group chief financial officer, with James Rigney also departing on 01 Jul.

Ethiad Group chairman H.E. Mohamed Mubarak Fadhel Al Mazrouei said Gammell would "advance the strategic review that was initiated by the Board in 2016 to reposition the business for continued development in what we anticipate being a prolonged period of challenges for global aviation".

He confirmed the airline was now in the advanced stages of recruitment for a new group ceo, with an announcement expected to be made in the next few weeks.

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## Insider's FIT China revived

**HELLOWORLD** Travel has reinstated a range of FIT China products through its wholesale division in response to travel agents who have "continued" to pitch for an Insider Journeys-style of program.

The listed travel company wants to tap into the growing number

of Australian travellers interested in China's cultural and off-the-beaten path experiences.

"Most of our supplier relationships in China remain in place particularly due to Insider Journeys' highly successful Small Group Journeys (SGJs), so we look forward to reengaging with those suppliers and getting the product back in front of the market," said managing director Tony Mayell.

He said the focus of the Insider Journeys product would remain on the SGJs, a product Mayell said had "now been more or less replicated by many others."

"However there is undoubtedly a market for select quality FIT options in China and throughout Asia and we do that better than anyone else for the demanding and discerning traveller."

Helloworld Travel says it plans to release a brochure dedicated to China Private Travel later in the year, which will complement the range of "mainstream FIT products" that are available via sister company Qantas Holidays.

"Between the two businesses we offer an unparalleled choice of product in China," Mayell said.

New China Insider Journeys FIT product is available now to the agent network to sell.

## DL/AM alliance begins

**THE** transborder airline joint cooperation agreement between Delta Air Lines in the USA and Aeromexico has commenced, two years after the alliance was officially unveiled (**TD** 01 Apr 15).

Effective Mon, the companies will implement joint sales and marketing initiatives in both the USA and Mexico as part of their immunised alliance.

"The ability to cooperate fully with Aeromexico brings additional competition to one of the most dynamic transborder markets in the world," Delta ceo Ed Bastian said yesterday.

Echoing the sentiment, AM chief executive Andres Conesa said the historic agreement would benefit customers with a greater choice of flights and connectivity between both countries.

Delta will provide service in the US through its connecting hubs in Atlanta, Detroit, Los Angeles, Minneapolis-St Paul, New York, Salt Lake City and Seattle; while Aeromexico will offer greater entry into Mexico through its hubs of Mexico City, Monterrey and Guadalajara.

The alliance will span 73 routes & 40 cities in the United States and 129 routes & 52 cities in Mexico, with co-located airport teams in Mexico City, New York JFK and Los Angeles.

Delta has a 49% equity share in Aeromexico after completing a cash tender offer to buy 32% of Group Aeromexico in Mar.



## Window Seat

**AUSTRALIA** looks like it will be added to an international 'no-fly' list - but the move has nothing to do with terrorism.

Two major blunders by the Australian Border Force in recent weeks have seen some extremely rare plant specimens destroyed, after they were being imported from France and NZ for research purposes.

Australian quarantine procedures are under review, reports the ABC, after biosecurity officers incinerated a collection of flowering plants dating back to the 1800s which were sent from the Museum of Natural History in Paris to the Queensland Herbarium.

NZ lichen specimens heading to the Australian National Herbarium in Canberra were also recently destroyed.

Both incidents featured apparently related to paperwork which meant the shipments didn't meet Australian biosecurity importation requirements - and requests for further information took longer than expected because of a "mix-up over email addresses".

The Department of Agriculture was quoted as saying it would hold meetings with academics to discuss the incidents and ways to improve procedures.

## Andean Explorer

**SOUTH** America's first luxury sleeper train, Belmond Andean Explorer, has commenced service.

Operating from Cusco to Arequipa, the two-day journey passes through scenery including snow-capped mountains, majestic lakes, herds of alpacas, llamas and vicunas.

It caters for up to 48 passengers and features an observation car with a terrace - learn more **HERE**.

Belmond Andean Explorer also offers a Piano Bar, a Boutique, Library and Dining cars.

Adding to its portfolio of tourism assets in Peru, Belmond has also acquired the Belmond Las Casitas in Colca Canyon.

Located in the Arequipa region of Southern Peru, each of the 20 rooms features a private terrace with a heated plunge pool and views of the surrounding canyon.



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## European tourism upbeat

**THE** head of the European Travel Commission (ETC) has called on member states to unite to maintain visitor growth rates set earlier this year.

The rally comes as the latest *European Tourism - Trends & Prospects* report showed nearly one in two European destinations achieved double-digit arrivals growth over the first few months of 2017, even though forecasts predicted "recent events" may have had a negative impact.

Iceland experienced the highest growth rate, at 54%, fuelled by an ongoing surge in air capacity on transatlantic routes.

Cyprus visitation was up 26%, Portugal rose 25% & Malta 23%.

"The outlook for 2017 is upbeat despite expected headwinds from safety concerns, uncertainty surrounding Brexit and potential policy changes from the new US administration," the ETC said.

Europe's largest source markets, Germany and France continue to bolster tourism in the region, while movements from Brits "remained solid", even when faced with uncertainty around the implications of the UK's exit from the European Union.

European Travel Commission's executive director Eduardo Santander said "At times of dwindling market share and increased competition, European leaders must cooperate to collectively formulate appropriate policies and actions aimed at fostering Europe's image as a tourist destination".

The ETC said US tourist arrivals look set to grow in 2017 on the back of a 6% increase in 2016.

"Encouraging economic conditions and a strong US dollar against European currencies are expected to entice more American travellers across the Atlantic".

### RED BUS SALE - JULY DEPARTURES



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## Gorilla permits spike

**GORILLA** permits in Rwanda have doubled in price, jumping from the already steep US\$750 to US\$1,500, effective immediately.

Announced on Fri by the Rwanda Development Board (RDB), the organisation has also introduced a new gorilla permit providing guests with exclusive access to a family of gorillas, priced at US\$15,000, which comes with tour guide services.

RDB ceo Clare Akamanzi said the price hike aims to ensure communities living near the gorilla park receive a bigger share of tourism revenue to fund development projects.

"Gorilla trekking is a highly unique experience.

We have raised the price of permits in order to ensure sustainability of conservation initiatives and enhance visitors' experience," Akamanzi said.

Existing permit holders are exempt from the massive spike.

## VAT for DXB services

**PASSENGERS** flying through Dubai International Airport will be charged a new Value Added Tax (VAT) service levy from 2018.

DXB ceo Paul Griffiths said the 5% VAT is being implemented by the Gulf Cooperation Council from 01 Jan on all purchases that are consumed within the border of the United Arab Emirates, *Arabian Business* reports.

## Sculpture audience

**THIS** years Sculpture at Scenic World art exhibition in the Blue Mountains attracted 108,000 visitors to the region, a 16% year-on-year increase in numbers.

The month-long event wrapped up on Sun, with Scenic World md Anthea Hammon saying 41% of visitors stayed for one or two nights, providing a healthy boost to the regional economy.

"The exhibition offers a compelling reason to visit our stunning region," Hammon said.

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**VICKI BURGESS**  
Bucket Boys craft beer

**KYLIE LAMPH**  
Disney Monopoly

Tuesday 9th May 2017

## M'pick Bangladesh

**MOVENPICK** Hotels & Resorts is set to open a 210-room hotel in Bangladesh in the third quarter of 2018.

The hotel will be located Sylhet, in the northeastern part in the country, which is famous for its tropical rainforests.

This will be the second property in Bangladesh Movenpick has signed in the last 12 months.

## JetBlue, Icelandair frequent flyer deal

**US CARRIER** JetBlue and Icelandair have signed a new reciprocal frequent flyer partnership, allowing members of their respective loyalty programs to earn points on the other carrier's services.

The deal is an extension of the existing codeshare agreement between the airlines, with a launch offer of double points available through to 07 Jul.

## Fight on for HAV slots

**AMERICAN** Airlines has insisted the US Dept of Transportation provide it with seven weekly frequencies on the US-Havana route, objecting to requests made by Delta, JetBlue and Southwest (which already fly to Cuba) for additional frequencies to HAV.

Currently, there are only 21 frequencies available to Havana following the recent withdrawal of Spirit and Frontier (**TD** 19 Apr) who abandoned routes due to a saturation of capacity.

American Airlines said granting any of the other applicants "precludes the Department's grant of American's application".

Similarly, Delta Air Lines objected to the applications of American, JetBlue, Southwest and United, stating its proposal for new Miami-Havana capacity "would provide superior public benefits to the other proposals".

Southwest is pushing for a third daily service from Fort Lauderdale.

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## Flight Centre On The Go in China



**ON THE** Go Tours recently hosted this group of Flight Centre agents in China on a specialised version of its Great Wall & Warriors tour.

**Pictured** at the Great Wall are, back row: Dylan Crisp, FC Sunnybank; Emma Whiting, Infinity International; Hugh Walker, FC Bribie; Jess Martin, FC Paddington; Amber Cassidy, FC

Beaudesert; Kellie Easterbrook, FC Q Super Centre and Jess Smith, FC Koala House.

In the front row are Kristie Sorrell, FC Carins Central; Kat Nitarski, On The Go Tours; Albert Orangutan, On The Go Tours mascot; Elysse Stephen, FC Toowong; Chloe Mulligan, FC Willows and Carly Thomas, FC Cannon Hill.

# BUILDING A BETTER LAX EXPERIENCE.

Between May 13 and May 17, Delta Air Lines will relocate from Terminals 5 and 6 to Terminals 2 and 3 at Los Angeles International Airport (LAX). The move marks the beginning of Delta Sky Way at LAX—a \$1.9 billion plan to revolutionize the customer experience at LAX over the next seven years—and travelers will reap the benefits from day one. When you fly Delta, you will receive a more seamless and hassle-free airport experience than ever before. Effective May 17 Delta's SYD - LAX flights will relocate from T5 to T2 and check-in area for our alliance partner Virgin Australia will move from T3 to T2 as of May 13. Learn more about the project at [delta.com/skywayatlax](http://delta.com/skywayatlax)

DELTA SKY WAY | AT LAX



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Tuesday 9th May 2017

## Air NZ unveils new MEL lounge



**AIR** New Zealand last night unveiled its new International lounge on the ground floor of Melbourne Airport.

The lounge offers 50% more seating, with space for almost 250 guests across five different spaces including a self-service food buffet, barista station and children's zone.

Melbourne is the latest in the carrier's \$100 million four year lounge investment program, with Anita Hawthorne, gm for Customer Experience at Air NZ confirming a new Perth lounge is also "in the near future".

**Pictured above** are Air NZ cabin crew members with Anita Hawthorne & Kathryn Robertson, regional gm Australia at Air NZ.

**Below** is Suzanna Blazevska, air product manager, Mobile



Travel Agents & Stuart Moon, air product executive, APT Travel Group, and **above** is Stephen Blair, NZ trade commissioner and consul general, Melbourne, and Damien Van Eyk, Air NZ state manager for Vic/SA/Tas.

More photos from the launch at [facebook.com/traveldaily](https://facebook.com/traveldaily).



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## HK Disneyland reno

**HONG** Kong Disneyland will begin the development of new *Frozen* and *Marvel*-themed attractions in 2018 after the Hong Kong legislative council last week approved a HK\$1.4 billion expansion over five years.

Disney will split the cost and waive some management fees for two years, increasing its stake in the venture from 47% to 48%.

## SriLankan no-bidder

**TEXAS** Pacific Group (TPG) - the private equity firm currently pursuing Australia's *Fairfax Media* - has confirmed it will not pursue a public-private investment with SriLankan Airlines.

The company has pulled out of talks with the SriLankan government, which is offering a 49% stake in the carrier.

## India 'no-fly' rule pax

**THE** Indian government has released proposed draft rules for a national 'no-fly list' that will hand out lengthy bans to unruly pax who fly on Indian airlines.

Under the plan, unacceptable behaviour will be categorised in three levels, with a sliding scale to the flying ban depending on the severity of the incident.

Bans range from three months through to a "level three" incident which would see passengers banned for two or more years.

Draft guidelines will be ready by the end of Jun after a public consultation period.

## Dorsett HK themes

**DORSETT** Wanchai hotel in Hong Kong has unveiled 454 newly upgraded rooms and theme suites, following three years of renovations at the property.

The hotel is the first in Hong Kong to partner with brands like Ocean Park, Sony and OSIM to create personalised experiences for each traveller such as the Jockey Suite that looks out to "an unobstructed racecourse view".

## United boosts SFO

**UNITED** Airlines has announced a significant expansion of operations at San Francisco, with capacity increasing to 18 destinations and the launch of new non-stop flights to Munich.

The new German destination will operate from 24 May using 787 *Dreamliner* aircraft, while frequencies will increase to Seattle, Albuquerque, Baltimore, Indianapolis, Kansas City, Nashville, Philadelphia and Portland effective from Aug.

Larger aircraft will be deployed to other ports and new domestic destinations include New Orleans, Cincinnati, Detroit and Hartford.

**S**  
SUPER RUGBY

## Round 11 Winner

Congratulations

**CHRISTOPHER HILL**

from NCL

Christopher is the top point scorer for Round 11 of Travel Daily's Super Rugby footy tipping competition. He's won a \$100 travel voucher courtesy of Expedia.

**Expedia TAAP**

**Emirates**

Major prize for the 2017 footy tipping competition is return economy class airfares to Dubai flying with **EMIRATES**. Emirates has 77 flights per week to DXB.

NSW permit LTPS-17-1489, ACT permit TP-17/00255



## WIN SONOMA COUNTY WINE

This week, Travel Daily and Sonoma County are giving travel agents the chance to win a \$50 Williams-Sonoma e-gift card.

With more than 425 wineries, miles of rugged Pacific coastline, towering redwood forests, and its close proximity to San

Francisco's Golden Gate Bridge, Sonoma Wine Country is a dream holiday spot, representing the best of Northern California — premium wine, farm-to-table dining, unique resorts and spas, and over 50 state and regional parks.

Sonoma County is easily accessible from San Francisco, located just 45 minutes north of the Golden Gate Bridge.

Visit [www.sonomacounty.com](http://www.sonomacounty.com).

To win, be the first agent to send the correct answer to the following question to [sonoma@traveldaily.com.au](mailto:sonoma@traveldaily.com.au)

Which Sonoma County brewery produces the crowd favourite brew, Pliny the Younger?

NEED A HINT? [CLICK HERE.](#)



## Travellers Choice to expand

**TRAVELLERS** Choice has added three new member shareholders to its national retail network in Queensland and Victoria.

In Queensland the group now includes Travel Redcliffe Peninsula, along with digitally-savvy specialist agency Viva Destination Weddings & Travel.

In Victoria, Sirocco Travel & Cruise joins Travellers Choice as its newest member, and is one of the longest-established travel agencies in Geelong, the state's second biggest city.

Gerlinde Greig, who has owned the company since 1997, said the Travellers Choice culture was evident and offered many additional cost-effective services, which are important to medium-size businesses.

"It's the welcome we've received that has been overwhelming," Greig said.



## Alberta Rendez-Vous

**ALBERTA** is to host Canada's premier tourism business event - Rendez-vous Canada (RVC) in Calgary this week from 09-12 May.

The BMO Centre will have more than 1700 delegates from 29 countries coming together for more than 24,000 business appointments with various Canadian tourism operators.

## Solomon Escape ET

**RUGBY** League legend Andrew 'ET' Ettingshausen is bringing his *Escape with ET* crew to Honiara in the Solomon Islands to showcase the fishing in the region.

While in the Solomons ET's schedule will include a visit to Santa Isabel, staying at Papatura Island Retreat, and Guadalcanal and the Florida Islands.

This is the second time the Channel 10 personality has filmed in the country.

## PR ends Cebu-LAX

**PHILIPPINE** Airlines will end its Cebu - Los Angeles service from 27 May.

Currently served three times a week with an Airbus A340, it will mark an end to the only trans-Pacific flight from Cebu.



Indigenous culture and tourism together? Find out how they can combine in the May issue of *travelBulletin*.

**CLICK HERE to read**

**travelBulletin**

## Amadeus profits

**AMADEUS** has reported a 11.7% increase in revenues to €1,250.8m (AUD\$1,852m) in its Q1 2017 financial results.

The growth was supported by the timing of Easter, the consolidation of Navitaire in late Jan 2016 and a positive foreign exchange effect.

In the distribution segment, total travel agency air bookings rose 9.3%, to 154.3 million while in the IT Solutions business, passengers boarded increased 24.6% to 339.6 million.

Luis Maroto, president & ceo of Amadeus said: Amadeus' core businesses performed well in Q1.

# AFL

## Round 7 Winner

Congratulations

**CORINNE WRIGHT**

from Travel Edge

Corinne is the top point scorer for Round 7 of Travel Daily's AFL footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.



Major prize for the 2017 footy tipping competition is two return economy class airfares to any one of **EMIRATES** 39 European destinations.

NSW permit LP5-17-1499 ACT permit TP-17/00255

## Full Moon Bali

**THE** Oberoi in Bali is offering Full Moon packages which include a ceremony at the resort's Hindu temple.

Guests will receive a blessing for their health and flowers, a romantic dinner follows on the beach - packages start at IDR 3,425,000 (AU\$347) per couple.

## CI ends SYD-CHC

**CHINA** Airlines has closed bookings for Taipei - Sydney - Christchurch for travel after 30 Oct 2017.

The Taipei - Sydney sector remains open on the Airbus A330-300 thrice weekly service.



Tuesday 9th May 2017

## China hotel growth

**INBOUND** hotel room bookings to China have boomed by 106% over the past year, the latest data from Tourico Holidays shows.

The Republic of Korea was the strongest source market to China.

Statistics also indicate the Chinese continue to be among the biggest travellers, as outbound hotel bookings grew by 70% year-on-year in the first 17 weeks of 2017.

## Hertz Christchurch

**HERTZ** New Zealand is accepting bookings for its new Christchurch City location.

From Aug, customers will be able to rent from the new store, marking a significant return for Hertz - six years after the Canterbury earthquakes.

## ATEC budget call

**THE** Australian Tourism Export Council (ATEC) has called for a Federal Budget which supports Australian tourism businesses competing for int'l market share.

ATEC said it would like to see sustained funding for Tourism Australia, competitively priced visa fees, visa reforms to provide a flexible workforce and investment in new technology to match workers with employers and funds to establish a Tourism Industry Growth Centre.

ATEC md Peter Shelley said "This budget needs to address a broad range of policy points that will support the continued success of our \$40 billion industry & help to position Australia as the number one choice for int'l visitors".

## EK Taipei changes

**EMIRATES** has adjusted its Dubai - Taipei Taoyuan operations from 01 Oct to a three-class A380.

The 517 seater will replace the existing two-class 615 seater A380 currently serving the route.

## LAX preps for move

**LOS** Angeles International Airport is advising passengers to be prepared for the airport's terminal relocation, to take place 12-16 May.

LAWA ceo Deborah Flint said during the relocation and following weeks, pax should check-in online, print or download boarding passes, check terminal and gate info before coming to LAX and arrive at the airport earlier than usual.

"Once at LAX, pax should check flight and gate status on flight information display boards in each terminal to ensure they are in the correct location," she said.

## Fantasea new Picnic

**FANTASEA** has introduced a new product on Sydney Harbour, Picnic on the Harbour with Yellow Water Taxis.

Guests are dropped off by a water taxi at Clark Island for a picnic catered by a deli at Barangaroo, Bel & Brio.

## NSW online campaign

**HUNDREDS** of photographers and filmmakers have entered into the "What I Love About Holidays in NSW" tourism campaign and have shared their images online.

Minister for Tourism and Major Events Adam Marshall said the government was confident the campaign would "inspire visitors to spend even more time exploring the many attractions across rural and regional NSW".

**CLICK HERE** to view the entries.

## Mines on heritage list

**SOUTH** Australia's Burra and Moonta Mines have been added to the National Heritage List in recognition of their Cornish mining heritage.

The state's Premier, Jay Weatherill, said the recognition "gives us a fantastic opportunity to highlight this to a global audience" and would "encourage more people from around the world to visit these two towns and SA more broadly".



## Money

**WELCOME** to Money, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US0.739**

**WITH** the Federal Budget out today, the AUD was weaker overnight as commodity prices continued to fall, after Chinese trade data signalled a slowdown in iron ore imports.

The US dollar was stronger as Friday's job data boosted the appeal of the greenback.

After Emmanuel Macron won France's presidential election, the AUD rebounded versus the euro after the EUR gave back some of its election gains.

The dollar was weaker against New Zealand's dollar and the British pound, but higher against the Japanese Yen.

*Wholesale rates this morning.*

US	\$0.739
UK	£0.570
NZ	\$1.067
Euro	€0.676
Japan	¥83.60
Thailand	฿25.61
China	¥5.101
South Africa	R10.059
Canada	\$1.011
Crude oil	US\$46.43

## Tech for historic site

**A NEW** digital guide is being trialled at Lanyon, one of Canberra's historic precincts.

When launched, guests will be able to download the guide to their devices and it will direct them to various locations across the site, selected to represent different aspects of its history and provide both audio & visual info.

## Azamara Cuba dates

**AZAMARA** Club Cruises has added four new Cuba voyages which feature maiden calls to Cienfuegos and Santiago de Cuba.

The new sailings on board *Azamara Quest* depart from Miami and also include overnights in Havana.

The cruise line will visit the two new ports from Jan 2018.



This month, Travel Daily is giving travel agents the chance to win a trip to New Caledonia, courtesy of Aircalin, New Caledonia Tourism and Sheraton New Caledonia Deva Spa and Golf Resort.

The trip for two includes return economy class tickets flying with Aircalin from SYD/MEL/BNE, 4 nights accommodation and buffet breakfast at Sheraton New Caledonia Deva Spa and Golf Resort and return airport transfers courtesy of New Caledonia Tourism.

To win, answer each question correctly and have the most creative final answer. Send your entries to [newcaledonia@traveldaily.com.au](mailto:newcaledonia@traveldaily.com.au)

7) What is Aircalin's loyalty programme called?



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## Starting a new job or looking for a pay rise? Here are our tips to negotiate a better package



**Salary negotiation tips [click HERE](#)**

### Director of Sales

Melbourne or Sydney

**Salary to \$120K + super**

Be responsible for the development of sales for targeted travel distribution channels within the Asia Pacific region. This established Inbound operator specialises in FIT, Group, Events, Conference & incentive travel. Build strategic sales & marketing plans, maximise sales, support & lead a team of sales executives. Must have 5yrs + proven success in the Travel & Tourism industry in a mgt role.

- Supportive mgt team
- Recognised Brand

Call Susan or [click here](#)

### Wholesale Manager - Reservations

Sydney

**Currently interviewing!**

Are you passionate about getting off the beaten track? Do destinations like Galapagos and Alaska inspire you? Want to sell polar snorkelling, sea kayaking or expedition cruising? Then join this niche adventure style brand in a NEW hands on leadership role. Manage daily operations of the res dept. and convert leads to bookings. Previous Team Leader experience required.

- Unique diverse product range!

Call Susan or [click here](#)



### Senior Event Manager - Agency

Sydney

**Salary from \$80K + super doe**

This global Events agency is well respected by the events industry and handles high-end events. They are seeking a Snr Event Manager for an annual event program. Ideally you will have event agency experience at a senior level with experience in conferencing and incentives. A good knowledge of logistics, timelines, client relationships mgt, & long term planning is essential for this role.

- Great career potential
- Esteemed brand

Call Peter or [click here](#)

### Corporate Leisure Consultant

Sydney

**Salary to \$70K + super**

This position is with a dynamic and reliable travel management brand that are passionate about creating the ultimate travel experience for their VIP client base. To secure this role you will need to have a solid background in corporate leisure consulting and understand the importance of customer service and dealing with an affluent market. Strong airfares and product knowledge a must!

- Experienced team
- Multiple brands

Call Susan or [click here](#)

### Documentation & Admin Consultant

**Salary \$45- \$50K + super 12 mth Contract**

Be accountable for the completion of final itineraries for this luxury Inbound tour operator. Must be good with details, numbers & proof reading. Strong initiative is imperative for success in this role. Some travel industry experience req.

Call Susan or [click here](#)

### Content Management Team Leader

**Sydney, Salary \$65K + super**

Join this European specialist in a leadership role overseeing a team of 9 staff. You will ensure that all internal systems are up to date with allotments, inventory and airfares. A fantastic brand with added travel benefits in your package!!

Call Susan or [click here](#)