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Trave Daily First with the news Wednesday 24th May 2017

Tauck Oz outpaces world



Silversea world cruise

SILVERSEA is promoting its 2019 World Cruise from San Francisco to London, which includes a port call in Sydney, on the **cover wrap** of today's *Travel Daily*.

The 132-day voyage on *Silver Whisper* will visit 31 countries and 52 destinations, setting sail on 06 Jan 2019, and includes four exclusive World Cruise events.

Air & cruise packages including Business Class flights, private transfers and US\$4,000 onboard spending credit, wi-fi and laundry service range from \$79,600ppts in a Vista Suite to \$281,700ppts in the Owner's Suite.

UK up terror warning

THE UK Government has raised its domestic threat level to 'Critical' - its highest tier - in the wake of yesterday's terror attack at the Manchester Arena.

UK Prime Minister Theresa May has ordered armed soldiers to be deployed in cities across the country to assist police with the latest security concerns.

"Expect an increased police and security presence across the UK," Australia's Dept of Foreign Affairs & Trade said this morning. **AUSTRALIA** is outperforming the rest of the world for Tauck, with passenger numbers jumping by 45% year-on-year, according to vp global sales Steven Spivak.

Speaking exclusively with **TD** yesterday in Sydney, Spivak attributed the growth to ongoing investment and connections with the travel agent community and increased and more complete partnership with the brand's GSA in Australia, Travel the World.

In the last two years, the local team has appointed a Partner Advisory Board, invested in "the right" agents, opened a dedicated call centre in Sydney and is working to bring the product to the market six to eight months earlier, Spivak told *Travel Daily*. In Australia, Tauck is now focussing on helping to drive

Today's issue of TD

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

Back-Roads TouringTravel Trade Recruitment

more customers to the agent.
 On a global scale, this year
 Tauck kicked off its next three to

five year plan for the company. Spivak said Tauck was aiming to meet the digital needs of the consumer by reinventing its website, looking at online booking, ramping up social media & launching an app guests could use before, during & after travel.

On land, Tauck is providing guests with "more intimate and in-depth" experiences, dialling back its group sizes from 26 to 18 and from 42 to 36 and rolling out two tour directors per departure.

The third area of focus is in small ship cruising, which will be split into cultural and expedition voyages as Tauck doubles its small ships in the next two-four years by utilising all four of Ponant's newbuilds and by doing more complete charters.

Back-Roads earlybird

A 10% earlybird saving is being offered on select Back-Roads Touring 2018 itineraries when booked & paid in full by 31 Aug. For more details, see **page 8**.

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Trump to axe Brand USA?

JUST days out from the start of the US Travel Association's annual tradeshow IPW in Washington DC. the Trump Administration has called for America's destination marketing organisation Brand USA to be dumped.

According to President Trump's Federal Budget proposal, the 7yo Brand USA would be eliminated, with its revenue used to fund **Customs & Border Protection** efforts, USA Today reports.

Trump's theory is the proposal would reduce the deficit by \$510m over the next three years. In response, US Travel Assoc president & ceo Roger Dow said the strategy was questionable.

"With all that's going on in the world, unilaterally disarming the marketing of the US as a travel destination would be to surrender market share at the worst possible time," Dow said.

He added that Brand USA's proposed dumping is "especially perplexing" given it has the support of both the Commerce Secretary and the Office of Management & Budget (OMB). "Brand USA isn't funded with a

dime of taxpaver money, reduced the deficit by US\$50 million. and by the OMB's own accounting, eliminating it would put the federal budget further in the red.

"With international visitation being the country's No. 2 export... we're struggling to understand how cutting Brand USA squares with this administration's stated priorities," Dow remarked.

Dreamworld rezoning

ARDENT Leisure is assessing the feasibility of rezoning parts of Dreamworld for "alternate uses" as part of a review of its 2015 Master Plan for the precinct.

Dreamworld's owner said the Master Plan rethink also takes into consideration the impact of "recent events" at the theme park and "analysis of the existing Dreamworld footprint to identify potential opportunities for unlocking value".

"Notwithstanding the review of the Master Plan, Ardent will continue to invest in Dreamworld to facilitate its recovery & ensure it remains one of the Gold Coast's key tourist attractions," it said.



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Wednesday 24th May 2017

EK downgauges BKK

EMIRATES is reducing capacity on the Dubai-Bangkok route from seven to five or six daily during May and Jun, GDS displays show.

From 01 Jul, EK will maintain its six daily Airbus A380 operation, with EK370/371 switching to Boeing 777-300ERs from 29 Oct.



1 of 20 spots on a Canada Global Mega Famil flying with Air Canada

- Become a Canada Specialist Agent and go into the draw to join other agents from around the world on this Canada Mega Famil (departs late Sept 2017)
- Open to existing Canada Specialist Agents who have completed the new training modules – no need to do anything else
- Multiple itineraries choose your preferred itinerary

Complete training by 30 June 2017 to win! https://csp.canada.travel/

AIR CANADA 🋞

Air NZ MCY promo

SEASONAL services between Auckland & Queensland's Sunshine Coast are being promoted under a nationwide campaign in NZ, titled 'Sunshine by Lunchtime'.

Visit Sunshine Coast, Tourism & Events Queensland and Air New Zealand's new campaign ties to the RTO's 'Come to Life' branding, and entices Kiwis to escape NZ's cooler temperatures over winter.

Air New Zealand's non-stop flights linking Auckland with Maroochydore operate up to four times weekly from 07 Jul to 29 Oct, departing at 0930 and touching down in Qld at 1125.

Visit Sunshine Coast ceo Simon Latchford said the region's mild and sunny climate where temps remained around 25^c season long, along with its contemporary beach culture, rainforest trekking options, dining and event lineup made it a "hugely attractive winter sun proposition".

Air NZ chief revenue officer Cam Wallace said Maroochydore was "growing steadily" for the carrier.

SYD VIVID parking

VIVID Sydney official supporter Sydney Airport is offering \$10 overnight parking for event-goers at P7 in the International precinct.

The overnight pass is based on arrival after 4pm and exit by 4am the following day throughout the duration of the light show.

The special, which excludes the cost of a train fare from the airport to the city, is available online using the code 'VIVID17'.





*Terms & conditions apply.



APT Canada brochure

LUXURY Inside Passage cruises on Seabourn's *Sojourn* have been included in APT's newly released Canada & Alaska featuring USA 2018 brochure (view **HERE**).

The 11-night Seabourn sailing is part of APT's new 26-day Heart of Alaska & Ultra-Luxury Cruise from Calgary to Anchorage which is priced from \$25,495ppts.

Other new additions include a Small Group Discovery tour for a maximum of 20 pax to Yellowknife in Canada's Northwest Territories, staying at Skywatch Resort & Spa.

Exec gm Steve Reynolds said that while Classical Land Journeys remain at the core of the Canada program, APT's range of Remote Journeys, Small Group Discoveries and Luxury Small Ship Cruising provided more options.

"These combined with our expanded Freedom of Choice Touring options means that no two APT Canada & Alaska experiences need ever be exactly the same," Reynolds said.



TONGUES were set wagging about a potential new airline alliance at last weekend's Helloworld Travel conference on the Gold Coast, when Air NZ chief commercial officer Cam Wallace and Emirates vice president Australasia Barry Brown disappeared into an onsite photo booth.

They spent quite a bit of time inside - but it turns out rather than high level discussions they were just working on their pose (**below**) which definitely deserves a spot on the fridge.



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Wednesday 24th May 2017

Amex GBT targets mid-size firms

In particular, corporate travel

booking tools haven't evolved at

the same pace as consumer travel

technology, with today's modern

"choice, personalisation and cost

company audits that, on average,

21% savings can be made after

implementing a managed travel

"We believe our understanding

of the unique needs of this crucial

part of the Australian economy, and our new tailored offering, will

benefit many companies."

The new offering has been

developed in partnership with

an industrial design firm and a

newly dedicated internal service

delivery team, re-imagining the

"entire end-to-end experience".

It offers the Amex GBT mobile

app, unused ticket management,

reporting tools and proactive

travel disruption management.

program," Sully said.

business travellers wanting

savings for their companies".

"We know from mid-sized

AMERICAN Express Global Business Travel has announced the launch of a new product suite "specifically designed to meet the needs of mid-sized organisations in Australia".

Features include 24/7 travel consultant support, negotiated supplier discounts and proactive traveller care, with regional vice president Jo Sully saying "traditional corporate managed travel simply hasn't served midsized companies well enough".

BNE lounge discount

PLAZA Premium Group is celebrating the first anniversary of its Brisbane Lounge by offering a two-hour lounge pass to the facility for just \$45.

Available until 30 Jun, if guests purchase select treatments at the adjoining Wellness Spa, Plaza Premium will also throw in an additional 20 minute massage at no cost.



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Greek ferry packages

TRAVELCUBE is now offering a choice of three Greek island ferry packages, combining fares with private transfers and boarding assistance at the ports.

Options cover three of the country's most popular routes - Piraeus (Athens) to Mykonos, Mykonos to Santorini and Santorini to Piraeus.

TravelCube said the packages allow clients to skip queues and avoid hassles.

Trafalgar training

MTAUCK

TRAFALGAR has unveiled its Trafalgar Academy Course 2: Converting Opportunities into Success for travel agents.

The content will focus on sales success via its e-learning program with a three-step guide to securing increased sales.

Part of the Trafalgar Academy, which was launched in Feb, the latest course aims to help agents close the sale with confidence and ease.

Juneyao part of Star Alliance



JUNEYAO Airlines has become the first airline to join an expanded Star Alliance network as a Connecting Partner.

Under the Alliance's partnership concept, the Shanghai-based airline now offers Star Alliance passengers new transfer opportunities at either of Shanghai's two airports - Pudong and Hongqiao International.

Star Alliance ceo Jeffrey Goh said partnering with Juneyao allowed the Alliance to offer

australia

regional airlines a chance to join a global network and also grow its network at Shanghai's airports.

"With Juneyao Airlines we strengthen our market position in Shanghai, a city which is already served by 17 of our members."

Star Alliance frequent flyers will enjoy traditional privileges such as lounge access, extra baggage, and priority perks with Juneyao.

Pictured are delegates from Star Alliance and Juneyao at yesterday's signing.

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Arrive ready with extra legroom, Priority Boarding, preferred overhead locker space, plus more benefits.





TASCo celebrates 20 years!



THE African Safari Co celebrated its 20th anniversary in Cape Town recently, hosting an extravagant party for 50 travel partners.

The company's chief executive officer Susie Potter said the event was held in a spectacular private home operated by In Residence.

"The party was held on the pool deck of a villa situated amongst some of the most expensive real estate in South Africa, nestled on

Royal on sale Tue

ROYAL Caribbean Cruise has confirmed its 2018/19 summer cruise season will open for sale on Tue 30 May, a fortnight later than it had originally planned.

fantasea

cliffs that have sweeping views of the Atlantic Ocean," Potter said.

"It was a magnificent evening and a great start to our 20th year celebrations," she said.

Potter (second from right) is **pictured** with The Africa Safari Co general manager Leanne Wild (right) and some of her guests.

Empire State combo

NEW York's Empire State Building has released an AM/PM combo pass, allowing twin day and night visits on the same day. The pass is priced from US\$49 and allows a daytime visit followed by a return after 9pm for a second viewing after dark.

Air NZ PMR lounge

AIR New Zealand today opened its revamped lounge in the city of Palmerston North (PMR).

Offering double the space of its predecessor, the new lounge offers seating for 100 guests in a choice of areas including a business zone and quiet space.

The updated facility is part of Air NZ's four-year NZ\$100m program to upgrade its lounges and follows recent openings and revamps at airports including AKL, SYD, BNE, MEL and WLG.

BW free breakfast

GUESTS booking at 120 Best Western properties in Australia and New Zealand between now and 27 Jun will receive a free continental breakfast.

The offer is valid for stays up to 31 Oct - more details **HERE**.

Remarkables readies

SKI fields around Queenstown in New Zealand have received welcome snowfalls ahead of their opening next month.

The Remarkables received 75cm of snow over the past two days, while Coronet Peak had 20cm.

Ski area manager for Coronet Peak Nigel Kerr said snow-making was underway with more than 210 snow guns firing up.



Favourite landmarks

AUSTRALIA'S war memorials have joined postcard icons among the country's most popular landmarks in TripAdvisor's 2017 Travellers' Choice awards.

The Sydney Opera House was named Australia's top attraction, followed by the Harbour Bridge.

The Australian War Memorial in Canberra and the Shrine of Remembrance in Melbourne took out third and fourth places.

The awards were bestowed based on algorithms that assessed the quantity and quality of TripAdvisor reviews.

Worldwide, Angkor Wat in Cambodia was named the overall winner - **CLICK HERE** for a list.

CA PEK/FRA launch

AIR China inaugurated services between Beijing and Frankfurt yesterday, the carrier's "first international express route between China and Europe".

Dubbed the 'Air China Easy Way' route to Europe, the service is operated by Boeing 747-8 and 777-300 aircraft.

Whales Ahoy!

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Wimbledon Milestone

LONDON'S five-star Milestone Hotel in Kensington is offering a lavish three-day package involving Centre Court tickets at the Wimbledon tennis champions.

Priced at a cool \$34,868 for two, the package is available from 11 to 13 Jul and includes the men's guarterfinals on 12 Jul and three nights in a suite at the Milestone.

Highlights include a behind-thescenes tour of Wimbledon with a visit to the trophy room, a private helicopter trip along the Thames and a Lanson Champagne picnic in Kensington Park.

Other touches include chauffeured Bentley transfers, a four-course dinner at the Milestone's Oratory dining room and a shopping expedition involving a fitting of ladies shoes at Jimmy Choo, plus more.

Hainan Boeing order

IN A Shanghai Stock Exchange filing, Hainan Airlines has announced it will purchase 13 Boeing 787-9 Dreamliners and six 737-800 aircraft, a move that could increase revenue by CNY5.14 billion annually.

HU will partially fund the CNY28.9 billion through CNY15 billion in convertible bonds. The airline operates 185 aircraft.

A350s to MUC, BOM

SINGAPORE Airlines will flv its Airbus A350s to two additional destinations from 01 Jul.

A350s will replace Boeing 777-300ERs on four of seven weekly flights from Singapore to Munich, while 777-200ERs used on daily SQ422/421 flights to Mumbai will also utilise the new aircraft.

KIW PERIENCE

Sales Executive AU Full Time - Sydney

Combining a deep understanding of our customers around the globe with exceptional crew and cutting edge technology, Tourism Holdings Limited delivers world-leading customer experiences.

We do this through our iconic brands, Maui, Britz, Mighty, Road Bear and Just Go; delivering motor home holidays in NZ, Australia, USA, UK and Africa, and Kiwi Experience, Waitomo Glowworm Caves and Black Water Rafting, our NZ tourism brands.

We're seeking a Sales Executive - AU, reporting to the Sales Manager Australasia, North America. Your objective is to meet all sales revenue targets in the AU market by developing strong relationships in the youth sector and training travel agents on all *thl* products.

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- Provide training to AU agents on thl products
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Our people come from varied backgrounds, countries and cultures. Some are shy, others are loud (some are even ninja's!) We accept people as they are. That's what makes our thI family special! We want crew who are willing to go the extra mile, help their work mates and share team success. It's all part of our challenger spirit!

So if you love being part of a team, looking for a challenge or a company that pushes personal and professional development and growth, then we want to hear from you!

Send your application to Jackie.costello@thlonline.com



Wednesday 24th May 2017

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.



Crestline Hotels & Resorts has completed a \$15 million renovation of The Hilton Atlanta Northeast in the US. All 271 guestrooms and 38 suites have been gutted. These rooms now feature luxury bedding and new furnishings, walk-in showers or new bathtubs. The

redesigned lobby and guest corridors and elevators have been renovated.



Courtyard Dulles Airport Chantilly in Virginia has completed a hotel wide facelift of its lobby, restaurant, meeting spaces and hotel rooms. Rooms and suites have been re-carpeted and furnishings, wallpaper and artwork added. There are also new

workstations and meeting spaces.



COMO Uma Ubud in Bali has added 10 new Garden Pool Villas. Each contains traditional Balinese stylings and a free-standing bathtub, separate shower and a 42-inch TV, air-conditioning and Bose soundbar. They also contain a private garden & plunge pool.

Korea Tourism @ Snow Expo



KOREA Tourism Organisation promoted the Pyeongchang 2018 Winter Olympic Games on Sun at the Snow Travel Expos in Sydney.

The event was held at the new International Convention Centre (ICC) Sydney in Darling Harbour & the organisation brought along five major ski resorts including Alpensia & Phoenix Park and Korean Air, the official partner

airline for the Winter Olympics. Korea Tourism Organisation will be at Melbourne Convention and Exhibition Centre this Sun, providing info on travelling to the games (from 09-25 Feb 2018).

Pictured above with JTB Australia staff are Soohorang (the White Tiger) and Bandabi (The Moon Bear), official mascots. CLICK HERE for more info.

Big Vanuatu SPTE presence



THE Vanuatu Tourism Office (VTO) had a successful two days at the 2017 South Pacific Tourism Exchange (SPTE) last week, meeting with travel trade from Aus and other global markets. Vanuatu's delegation pictured

above included: Air Vanuatu,

Iririki Island Resort & Spa, Tanna Evergreen Resort & Tours, Warwick Le Lagon, Entani Company Ltd, Tamanu on the Beach, Atmosphere Inbound Services, Holiday Inn Resort Vanuatu. Adventures in Paradise and The Havannah Vanuatu.

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To apply please send your CV to careers@gbt.travel

Applications close: Friday, 2 June 2017. Only short listed candidates will be contacted.



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Camino cheat sheet

UTRACKS has published a new quick reference guide to the Camino de Santiago trek that will help travel agents select the right Camino experience for clients.

Jaclyn Lofts, UTracks' Camino expert said they hoped the 16 page guide would become a valuable resource for travel agents by outlining terminology and different routes.

Every year 200,000 pilgrams from around the world walk or cycle the iconic track.

CLICK HERE to view the guide.

High Roller happy hr

THE High Roller Observation Wheel in Las Vegas is now offering a Happy Hour deal from noon until to 1.30am to take in the sights of The Strip.

Happy Hour deals includes a 30min ride with an open bar and private bartender serving up wine, beer and select spirits.

Each cabin holds 25 people - for more info, CLICK HERE.



Heart Pontoon opens

CRUISE Whitsundays is returning guests to its Heart Pontoon with daily departures following a refurbishment.

The company's other pontoon, Reefworld is still being refurbished after an 11m wave struck both structures during Cyclone Debbie in Mar.

Reefworld was scheduled to receive an upgrade in Jul, but was brought forward after Tropical Cyclone Debbie struck.

EK doubles BHX A380

EMIRATES has announced it will introduce a second daily A380 service between Dubai and Birmingham from 29 Oct.

The A380 will replace existing Boeing 777s utilised on EK39/40.



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



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

Wholesale Travel Consultant

Sydney, Excellent Salary, Ref: 2113RM1

Are you currently working as a Travel Consultant? Are you looking for Monday - Friday hours? Would you like to move from a Retail Travel Consultant to a Wholesale Travel Consultant and become more of a specialist? You will be predominately working with Travel Consultants focusing on FIT and tailormade itineraries and selling the services of this company to the consultants as well as developing and maintaining relationships with suppliers. Excellent Salary on offer for the right candidate.

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

Online Travel Consultant

Brisbane, Up to \$60k + Incentives, Ref: 5689CN1

Working for a Innovative and fast growing OTA. You will ideally have 2 plus years experience working in travel consulting and have an understanding of selling packages. Your role will consist of liaising with direct clients in providing them with quotes & options for their holiday of a lifetime & working closely with your team mates to reach personal and team KPI's. We are after strong sellers that is looking for that something different & work in a family environment.

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

BDM – Online Travel

Melbourne, \$Fantastic Package + Super, Ref: 2885HC1

Rare Sales Development Manager opportunity for a fantastic and well respected online travel company! Do you have sound Sales experience, a proven sales record and a passion for bringing on new business? This Online Travel Agency is looking for an experienced Sales Development Manager to assist with their ongoing success across the retail travel market. This is full time sales driven - you will receive a fantastic salary package plus Superannuation & company allowance package.

GLOBE

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

Travel Operations Supervisor

Sydney, Circa \$60k + Super, Ref: 2882SO5

The Supervisor is responsible for proactively driving, developing and implementing efficient strategies, systems and processes of the business; to deliver perfect customer experiences throughout the customer journey; from every aspect of the post-sale experience right up until day of departure. You will drive the team to consistently deliver a culture of service excellence. The role has a significant and direct responsibility for developing, training, managing and mentoring the team.

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

Groups & Tour Travel Consultant

Gold Coast, circa \$55k base + Super, Ref: 2709SZ1

If you are an experienced travel consultant or a groups specialist with solid GDS knowledge wanting to get out of the sales environment then this is your chance to grab the opportunity by the hand. With almost 90% of the customers being of a repeat & referral nature, our clients pride themselves on exceptional customer service & precise execution of planning a package holiday around a specific event. They are specialist in their field & full inhouse training will be provided.

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Travel & Cruise Consultant

North Melbourne, \$50k + Super, Ref: 2879HC1

Do you have the gift of travel sales? If you have proven retail sales experience and can manage complex itineraries then this is the role for you. You will be working towards targets and aiming to earn lucrative quarterly commissions in return for a career within a supportive and friendly environment. You will be highly experienced, have GDS skills and have proven sales results. Long term career progression, a great salary & an amazing team are perks to this role.

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

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