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Travel Daily First with the news

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Tuesday 10th October 2017





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GATE 7 has retained the Brand USA account, successfully retendering to represent America's national tourism organisation four years after it was initially awarded the Brand USA deal down under (TD 05 Mar 2013).

Gate 7 md Jo Palmer said after a competitive pitch her company would "continue to deliver all Australian and New Zealand marketing activity for Brand USA

VA inspiration

VIRGIN Australia is today showcasing its new brand platform, rolling out across print, outdoor, digital, social media and radio in the coming months. The 'Here's to looking up'

tagline is featured on the cover page of today's Travel Daily.

Today's issue of TD

Travel Daily today has nine pages of news including a cover wrap from Virgin Australia, a photo page for Switzerland Tourism plus a full page from: • inPlace Recruitment

New Caledonia Spring Sale

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Brand USA re-signs Gate 7

in the years ahead". She said a key goal had been transforming the perception of the USA from the 'holiday of a lifetime' to instead represent 'a lifetime of holidays'.

"We are excited to continue developing the interest and diverse visitation from this market into the future." she said.

Palmer also revealed the addition of the Philadelphia Convention & Visitors Bureau to Gate 7's portfolio, with other US accounts including Travel South, Choose Chicago and Tennessee Tourism/Memphis Travel.

U by Uniworld Asia

UNIWORLD Boutique River Cruise Collection this morning announced an expansion of its youth-focused 'U by Uniworld' brand into Asia, with a planned Mekong vessel in addition to its existing The A and The B.

Uniworld ceo Ellen Betteridge also foreshadowed the addition of a fourth vessel, with further details to be announced shortly. More details in today's issue of Cruise Weekly.





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Tuesday 10th October 2017

AFTA adds Mint to AICS

THE Australian Federation of Travel Agents today announced that ASX-listed Mint Payments Limited has become an approved AFTA Insolvency Chargeback Scheme (AICS) payment provider.

Several hundred ATAS travel agents are already using AICS for their payments processor, thereby protecting their clients against supplier failure, and AFTA says securing Mint Payments as a partner is "another strategic

QF companion sale

QANTAS this morning kicked off a week-long "premium companion sale," offering savings on domestic and international flights in Premium Economy, Business or First when two or more passengers travel together.

Business class prices ex SYD lead in at \$5,999 per person return to London, \$3,999 to Santiago and \$4,299 to Johannesburg.

First class companion offers include \$5,299 to Los Angeles or \$8,999 to London Heathrow, valid for sale to 16 Oct.

Availability is limited - for details see GDS or qantas.com.

milestone" for the scheme. Mint has a network of banking partners, meaning it can easily add ATAS accredited agencies and transition them onto its platform.

Mint also currently offers integration through Tramada and TravelPartner as well as OTALabs, meaning it can take payments directly from mid office systems.

AFTA ceo Jayson Westbury said Mint was able to support travel agents of all sizes and types, and would provide comprehensive solutions for AFTA members.

VA Europcar boost

VIRGIN Australia's Velocity loyalty scheme has increased its earn rate with Europcar for Red members, up from three points per dollar spent to four points.

The change matches the four points per dollar spend offered by the Qantas Frequent Flyer scheme on Avis car rentals.

A celebratory promotion means any eligible car rental booked between 09 Oct and 07 Feb 2018 will automatically go into a draw to win one of four prizes of one million Velocity points.





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Excite Dubai promo

EXCITE Holidays has launched a *Dubai: More Than You Can Imagine* rewards points incentive in partnership with Visit Dubai.

The two-week campaign will showcase the emirate's unique experiences, once-in-a-lifetime opportunities and world class eateries via a curated destination guide online at engage. exciteholidays.com/dubai.

Under the promotion agents can earn 500 bonus rewards points for every night booked in Dubai between 09 and 22 Oct.

MEANWHILE Visit Dubai is also supporting a consumer promotion in partnership with Luxury Escapes, offering five nights at the Jumeirah Zabeel Saray on the Dubai Palm for just \$999 per person twin share.

Up to two children also stay free and the deal includes breakfasts, meals at 50 different restaurants, a spa credit and shuttle services.

Flinders Is new look FLINDERS ISLAND

Untamed Land. Untold Beauty.

FLINDERS Island in the Bass Strait has launched a new tourism push including a logo, website and campaign video.

Backed by the Tasmanian Govt, the promotion aims to build on the destination's 6,000 annual visitors - for more see the site at visitflindersisland.com.au.

Thai bans lifted

THE International Civil Aviation Organisation has removed a "red flag" from Thailand's aviation sector, allowing Thai airlines to expand operations internationally.

An ICAO inspection concluded 33 regulatory safety issues highlighted in 2015 had been satisfactorily addressed.

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Taibel promoted

P&O Cruises has appointed Ryan Taibel as vice president sales and marketing for Australia and New Zealand.

Taibel has been with Carnival Australia since 2010, with his most recent role as sales director for P&O Cruises.

In his expanded position, he will head up the company's sales, marketing and digital teams including trade and consumer advertising, brand strategy, web and loyalty marketing & more.

More cruise news in today's issue of *Cruise Weekly*.

TIME silent auction

THE Travel Industry Mentor Experience's annual Silent Auction will go live this Fri, with proceeds helping to support the TIME program as it fosters the future leaders of the industry.

Open to bids for two weeks, items up for grabs this year include flights, tours, all-inclusive holidays, accommodation, event tickets and cases of champagne. The auction will go live at

32auctions.com/TIME2017auction.





TRAVELLERS to the USA are still being advised to exercise normal safety precautions despite a series of protests at the nation's McDonald's eateries due to a shortage of a special dipping sauce.

A McDonald's promotion announced the release of the Szechuan sauce for McNuggets, which has reportedly led to "chaotic scenes" at outlets across America.

McDonald's had warned that supplies of the sauce were "really, really limited," but police were called to at least one store where people in queues became angry and started chanting "we want sauce".

The Szechuan dipping sauce is featured in a popular science fiction cartoon called *Rick and Morty* and aficionados were desperate to get their hands on some of the condiment.

Such is the demand that some packets are currently listed on eBay for as much as US\$600.





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Tuesday 10th October 2017

Mantra has a whale of a time



MANTRA Group recently hosted key corporate, entertainment and PCO clients for a conferencing and events famil on the Gold Coast and in northern NSW

Fifteen attendees took part, visiting Mantra properties including Peppers Soul, Surfers Paradise; Mantra on View Hotel, Surfers Paradise; Mantra Legends Hotel, Surfers Paradise; Mantra Sierra Grand; Mantra Broadbeach on the Park; Peppers Broadbeach; Mantra Twin Towns, Coolangatta; Peppers Salt Resort & Spa and Mantra on Salt Beach, Kingscliff.

The group was also treated to a trip to Cabarita Beach for a spot of whale watching, **pictured**.



Contiki adds spice

CONTIKI has added a new India itinerary to its 2018 program, the 10-day Southern Spice.

The new In-Depth Explorer itinerary will take travellers from Chennai through Pondicherry, Kumbakonam, Madurai, Periyar, and Cochin.

The tour is priced from \$2,372pp and includes a stay in a houseboat on the Kerala Backwaters as well as 'No Regrets Experiences' like viewing a martial arts performance.

airberlin shutdown

STAFF at Airberlin have been told the carrier will cease operating under the AB code effective 28 Oct, with the loss of at least 1,400 jobs.

The Etihad-backed carrier is in administration (**TD** 16 Aug) with negotiations underway with several bidders including Lufthansa and easyJet interested in parts of the business.

Corroboree opens

TOURISM Australia's inaugural Corroboree West has begun on the Gold Coast featuring a 120 Australian sellers and Aussie specialists from 14 countries.

The trade event provides an opportunity for Australian sellers to show their product to delegates from the USA, Canada, Brazil, UK, Germany, France, Italy and more.

The event will shine a spotlight on the Gold Coast ahead of the 2018 Comm Games and follows the popular Corroboree Asia event in Perth last year.

Oaks takes flight

OAKS Cypress Lakes Resort in the Hunter Valley is celebrating its 25th anniversary by taking flight with launch of its own hot air balloon.

In partnership with Balloon Aloft, the Oaks balloon will be a permanent addition to their fleet for the next five years.

Sunrise flights start at \$245pp.



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Bohemia & Saxony

ALBATROSS Tours has released a new 15-day Through Bohemia & Saxony itinerary that explores areas of Germany, Austria and the Czech Republic.

Highlights include the Bastei Bridge in Switzerland, gliding down the waterways of the Spree Forest and exploring Prague.

To celebrate the new tour, Albatross is giving travellers the chance to save \$700 per couple when booked and deposited by 31 Oct.

Prices start from \$6,249ppts. Call 1300 135 015 for info.

Marriott in India

MARRIOTT International is continuing its expansion in India, with the opening of Fairfield by Marriott, Visakhapatnam.

Located in the capital of India's Andhra Pradesh state, the property has 121 rooms and is five minutes from the local international airport.

Tuesday 10th October 2017

Solomon webinar

THE Solomon Islands Visitors Bureau (SIVB) has announced it will stage a Solomon Islands Update Webinar on 31 Oct.

The session will cover the destination's culture, diving, history, fishing, surfing and romance/weddings.

SIVB will hold the webinar at 0830-0900 AEDT and agents can register HERE.

Star maps winners

STAR Alliance has finalised the winners of its 20th anniversary competition that gave 21 winners - one from each of the 21 Frequent Flyer Programs of the member airlines - one million miles each.

To enter, participants needed to upload a profile picture, or selfie, of themselves with a photo of their favourite cultural experience.

More than 40,000 people entered, with entries displayed on a special map, HERE.

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Hayley reveals new Quest



QUEST Eight Mile Plains on Brisbane's southside has opened its doors, adding 90 new rooms to the city's hotel stock.

David Ridgeway, Quest gm of franchise operations, said the property was a great opportunity to capture business in the growing Brisbane Tech Park.

The hotel features a mix of

studio and one, two and three bedroom apartments, and is a 12 minute drive from the CBD.

Pictured at the opening event are: David Ridgeway, Quest; Duncan Pegg, Qld State MP; Hayley Lewis, Olympic swimmer; Nicole and Michael Carr, Quest Eight Mile Plains franchisees & Steven Huang, Brisbane Councillor.



t 1300 799 220



Sage Ringwood

SAGE Hotel Ringwood opens today in Melbourne's east, positioning itself as a gateway to the Yarra Valley.

The five-level property has 120 rooms and is located above the Eastland Shopping Centre.

It offers a choice of boutique king, twin, family and special access rooms, as well as meeting rooms for 14-200 people and a co-working space that can be rented daily, weekly or monthly.

Rottnest 2-for-1

SEALINK WA is marking the launch of its seven-day Rottnest Island ferry service with a 2-for-1 deal throughout Nov.

Beginning 05 Nov, SeaLink will offer six daily return services from Fremantle priced from \$22.50 one-way or \$45 return for adults.

Tuesday 10th October 2017

Africa hotel surge

AFRICA is expecting a surge in hotel activity, with more than 300 developments in the pipeline.

Data released by STR ahead of the Africa Hotel Investment Forum shows 57,000 new hotel rooms are planned across the continent, representing an 11% increase in supply.

STR director of business development Thomas Emanuel said hotel rates were up in destinations including Egypt, Morocco and South Africa, but were in decline in Nigeria, Ethiopia and Algeria.

UA reduces Guam

UNITED Airlines will drop its flights from Sapporo to Guam in Jan and reduce flights from other Japanese points including Fukuoka, Osaka & Nagoya.

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Australia key for Eurail

AUSTRALIA is the third-largest global market for the Eurail pass after the USA and South Korea, with the travel trade continuing to be a key distribution channel for the product which has been a European travel "rite of passage" for many Aussies.

This week Eurail market manager Australia, Clarissa Mattos, is here to meet with partners, and yesterday helped host a function in partnership with Rail Europe Australia.

Recent developments for the Eurail product include an 11month booking period, the ability to use the Eurail Pass on Eurostar trains, youth fare availability for clients aged up to 27, and free travel for up to two children 11 and under when travelling with at least one adult with a pass.

There's also a 20% saving on offer for passes sold between now and 31 Dec, in the return of a 2016 promotion which led to strong Q4 sales last year in combination with earlybird fares.

Mattos said in 2018 Eurail would begin piloting a new e-ticketing solution, with a phased approach which will see it gradually rolled out across the product portfolio country by country. "We are looking forward to being able to share more information about the rollout of the e-ticket with our partners and agents before the end of the year."

Other initiatives in the works include a smartphone app and the ongoing evolution of the Eurail product as an "experience" rather than simply a rail pass.

"When we read the feedback from Eurail customers, they do not mention the train," she said.

"They speak directly about their experience - creating new memories, learning about new cultures, making new friends and having a unique lifetime experience...we want to build on this," Mattos added.

The Eurail Global Pass, which covers all 28 countries and 35 transport providers in the program, amounts to about a third of sales, while the recently introduced Italy-Switzerland pass has been an outstanding success and comprises 15% of sales.

Pictured above from left at yesterday's event are Eurail Group manager marketing & communications Nadine Koszler, market manager Australia Clarissa Mattos and Rail Plus commercial director Ingrid Kocijan.

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Tuesday 10th October 2017

Avis & Emirates golf champs



BALMY weather conditions didn't hamper the combined team of FCM Travel Solutions and Corprate Traveller from taking out the top spot at the seventh annual Avis and Emirates golf day held at St Michael's golf course in Sydney's east yesterday.

Over 50 leisure and corporate agents as well as suppliers

Disney famil winners

DISNEY Destinations has named the winners of its Halloween Mega Fam incentive, with nine agents set to visit Walt Disney World Resort in Florida.

The winners are Rebekah Carland, Qantas/Viva Holidays; Amy Probert, Infinity Holidays; Alfina Maugeri, FC Baulkham Hills; Stacey Martin, FC North Lakes; Gaylene Solly, House of Travel; Kellie Easterbrook, FC Q Super Centre; Tanya Sambell, Helloworld Travel Elizabeth; Leanne Reilly, Travelcentre Bendigo; and Wendy Phan from FC Southland. teamed up for the highly anticipated industry event with prizes on offer for best team, last team and longest drive.

Emirates also tempted participants with First and Business class tickets for anyone who hit a hole in one (there were no takers).

Pictured are Tim Harrowell, regional manager NSW/ACT Emirates; Aaron Glaskin, bdm Corporate Traveller; Byron Caygill, sales executive Emirates; Michael Fuller, team leader Corporate Traveller and Philippa Gyles, fleet analyst Avis (not shown, fellow team member Andrew Reed, regional gm FCM).

KE boosts Vietnam

KOREAN Air will boost its Vietnam services with a second daily flight from Seoul to Da Nang starting 25 Nov.

It will also increase Seoul-Hanoi services from two to three daily from 29 Oct.

afta

AFTA update

From AFTA's chief executive, Jayson Westbury



AS THE twists and turns of Canberra seem never to surprise anymore, news of the resignation of long time Senator Nick Xenophon did catch many off guard. With the outcome of the high court matter of the current seven members of parliament including the Deputy Prime Minister looming - which relates to the issue

of dual national status - Mr Xenophon has made the bold decision that he can do more for the country sitting it the South Australian parliament as a member of the "SA-BEST" party. So he tells us all that he will resign once the outcome of the high court is known and then contest the SA state election which is to be held in March 2018. All very interesting.

Meanwhile the Australian Senate, which resembles a Sunday Market stall at the local public school, will wait to see the outcome of the court case and then I guess we will find out who takes on Mr Xenophon's seat and potentially all the others depending on which way the good Justices roll when they hand down their decision. The NXT party, which is the Nick Xenophon Team (NXT), will have to replace him, that is Nick. I wonder if that means they replace the name as Mr Xenophon will not be in the team anymore, he will be busy causing all sort of havoc in the South Australian parliament, or at least that is what he is hoping for.

It's crazy really that elected members and senators can move about and change things around to suit themselves even when the Australian people have elected them to represent them for a term. With only 16 more valid days of both houses sitting before they rise for the Christmas break, you would have to wonder how much of anything can actually get done by this parliament this year. We are 10 weeks to Christmas which represents 70 working days if you apply a Monday – Friday approach to that count and with six members of parliament unsure if they can legally be members, senators already resigning without indicating who will be replacing them, I am glad that the travel and tourism industry does not have a great deal of important legislation to get passed this year, as I fear the chances are grim. I am going to just be positive and think happy thoughts that it will all be OK in 2018 and we can get on with moving this country in the right direction on the right issues. Let's wait and see.

New NZ Dreamliner

THE first of Air New Zealand's new-look Boeing 787-9 *Dreamliners* arrived in Auckland yesterday, sporting a reconfigured interior with more premium seating options.

For its next four new Dreamliners, the carrier has increased the number of Business class seats from 18 to 27 and lifted Premium Economy seats from 21 to 33.

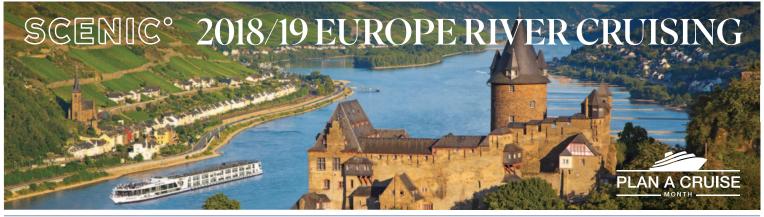
Air NZ was the launch customer for the B787-9 in 2014 and now has a fleet of 10 *Dreamliners*.

Sanctuary remodels

AFRICAN safari specialist Sanctuary Retreats will remodel its two properties - Sanctuary Sussi & Chuma in Zambia and Sanctuary Stanley's Camp in the Okavango Delta of Botswana.

The multi-million dollar project will involve an Apr relaunch for the Zambia property and its treehouse accommodation, located 12km from Victoria Falls.

The Botswana camp will also relaunch in Apr with expanded luxury tents, an outdoor bar and a new central lounge tent.



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Agents travel to New Heights!

TWELVE lucky winners who completed Switzerland's new e-learning platform, the Switzerland Travel Academy, were treated to a famil to Switzerland where they enjoyed 5-star Swiss hospitality. Hosted by Director of Switzerland ANZ, Mark Wettstein, the group flew with SWISS International Air Lines. Starting in Lucerne with spectacular views via a cruise on Lake Lucerne before exploring Mt Pilatus & Mt Titlis, riding



the Titlis Rotair cable-car ascent and traversing the highest suspension bridge in Europe. The agents then travelled aboard the luxurious Lucerne-Interlaken Express before visiting the glistening Interlaken lakes and glorious Grindelwald & Jungfraujoch. The last leg of the GoldenPass Line brought agents to Lake Geneva to see the Olympic Museum & Chaplin's World; and enjoyed the lake front cities of Montreux and Lausanne. The 12 agents included Debra Andrews, MTA: Tina Backer. CPE Travel; Karryn Bartlett, Karen Doyle and Rose Febo from Travel Managers; Courteney Gast, Helloworld; Michelle Harvey, CFS Travel Globetrotting; Trixie Kennedy, Qantas Holidays; Jen Phillips, Helloworld; Maddy Stangewitz, Phil Hoffmann Travel; and Erin Sykora & Amy Wilson from Escape Travel.



THE historical city of Lucerne never fails to impress.



SAVOURING the breathtaking view of Lake Brienz and the Grandhotel Giessbach.







THE sun shines down on the agents on Jungfraujoch, Top of Europe.





IUSÉE YMPIOUE

THE Olympic Museum is a must see when in Lausanne.



highest suspension bridge on Mt Titlis.

MEETING Charlie Chaplin is always exciting!



RAC pay plan

RAC Parks and Resorts has released a new payment option to make it easier for guests to budget for family holidays.

From this month, travellers can now exercise an instalment payment method across all of the company's five resort parks.

Pre-paid weekly, fortnightly & monthly bookings are available.



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

\$1AUD = US0.775

THE AUD has done Aussie travellers very few favours this week with the currency down against most major currencies.

Notable was a close to 15-month low with the Euro thanks to an improving European economy and the winding down of a long running money-printing stimulus program.

The other big drop was against the British pound which saw a 0.7% fall after the UK currency bounced back after last week's heavy selling.

On the plus side, local tourism should see a boost from overseas travellers on the back of the current currency slide.

US	\$0.775
UK	£0.589
NZ	\$1.098
Euro	€0.660
Japan	¥87.36
Thailand	ß25.88
China	¥5.137
South Africa	R10.702
Canada	\$0.973
Crude oil	US\$49.29

Tuesday 10th October 2017

Macao lantern fest

TWO impressive light festivals are set to take place in Macao from this month.

The first will be the Macao Lantern Festival which will see 10 giant luminous rabbits light up the sky throughout Oct.

This will be followed closely by the Macao Light Festival which will commence 03 Dec and carry on through to New Year's Eve.

The Macao Government Tourism Office is the prime mover behind both events.

Virgin America ends

VIRGIN America will cease flying from 25 Apr according to a report filed by *FlightGlobal*, as parent company Alaska Airlines formally phases the brand out of the market.

"Today, we took an important step closer to completing our merger with Virgin America by combining our flight inventories into one," said Alaska managing director of process engineering Sandy Stelling.

Carnival Cup bound

CARNIVAL Cruise Line will operate a special Melbourne Cup sailing from Sydney next month.

The six-night cruise will be on board *Carnival Spirit* and feature a number of racing activities from a fashion parade, a sweepstakes, tickets to the race and more.

TV presenter Erica Davis will be on hand to give fashion advice, while former jockey Larry Olsen and race caller John Tapp will be on board to share their love of the sport and provide Melbourne Cup tips and tricks.

Gold Coast women mark 30th



A BUNCH of women (and men) passionate about their industry have recently celebrated the 30th anniversary of Women In Tourism Gold Coast.

The not-for-profit networking association, which aims to foster strong business connections within tourism on the Gold Coast, celebrated the landmark event at the Surfers Paradise Marriott Resort and Spa where they were joined by past presidents, members and new guests. Attendees reflected on the

Attendees reflected on the many changes that have taken

Win a trip to **SABAH**

place within the Gold Coast tourism industry over the past 30 years, with many also looking to the future with optimism in light of key tourism developments currently in construction and the city hosting the Commonwealth Games next April.

Pictured are 11 past presidents of the association on the night: Roseanna Kokshoorn, Michelle Hulse, Deirdre Meyer, Anne Isaacson, Brooke Santurini, Gudrun Tamandl, Beryl Ley, Gail Black, Robin Ross, Bree Nicholls and Lisa Knell.

Terms and conditions

This month Royal Brunei Airlines, Sabah Tourism and Sutera Harbour Resort are giving travel agents the chance to win a trip to Sabah. Prize includes:

- Economy return airfares for two on Royal Brunei Airlines
- Three nights accomodation at Sutera Harbour Magellan
 - A North Borneo Sunset Cruise for 2

To win, send through a photo showing us why Royal Brunei Airlines and Sabah are your ideal escape?

Send your entries to rba@traveldaily.com.au





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• Cruise famils

Great incentive scheme

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Trade Marketing Executive - Wholesale

Salary \$65 - 70K + super

Newly created role with expedition travel provider. Working alongside the Marketing Mgr you will manage all campaigns & partnerships to the travel industry trade partners. Must have solid campaign & partnership experience in travel.

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Salary \$60K + super + allowances

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Must have own car
Mobile & laptop provided

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Sales & Account Mgr- Technology Sydney CBD

Salary \$65 to \$70K + super + commission to \$10K Maintain positive relationships with existing clients & target new potential users for this multi-award winning software provider. Keep on top of industry trends & competitor activity as well as represent the brand at industry functions and promotions. Must have a background in sales within the travel industry or a technology company. Knowledge of travel technology products preferred.

• Great working culture • Excellent earring potential

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Inside Sales Consultant - Travel Co-ord.

Sydney, Salary to \$50K+ super

Support both the on-road sales and the ticketing team in this varied role with a leading consolidator. Must have a good understanding of the travel industry with a fares & ticketing background & strong admin skills.

Call Cristina or click here

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