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# Travel Daily

First with the news

Friday 13th October 2017



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## Si Hols offers client cashback

**INDEPENDENT** wholesaler Si Holidays has today launched a major incentive offering \$100 in cash back to clients who deposit a booking via a travel agent in Oct.

The offer applies for any client who makes a booking before 31 Oct for travel prior to 01 Apr 2018 with a minimum nett land value of \$3,500.

The company said agents would also earn 'Si Rewards' points for

every booking made and paid, with rewards of a \$100 gift card on every \$7,000 nett land booking.

Si Holidays said the promotion had been created to help agents "seal the deal" and secure deposits this month from clients who were starting to plan their upcoming getaways.

More details on 1300 658 544.

## QF US bargains

**LAST** night Qantas conducted an eight hour "Rush Hour" flash sale on flights to the USA, with prices as low as \$949 return to Los Angeles, San Francisco and Dallas Fort Worth.

New York flights were priced from just \$1,198 in the sale which ran from 4pm to midnight and was flagged earlier in the day to Qantas email subscribers.

**MEANWHILE** Qantas is continuing to highlight its Premium Companion sale which offers special fares in First, Business and Premium Economy when two seats are booked together - see the **cover page**.

## HNA Mantra stalker

**CHINESE** tourism giant HNA has been revealed as being keenly interested in bidding for Mantra Group, prior to the takeover by AccorHotels announced yesterday.

HNA, which owns about 20% of Virgin Australia and has big stakes in Hilton and Carlson Hotels, had been in an aggressive growth phase, but has had its ambitions stymied recently due to increased scrutiny from Chinese authorities.

## Today's issue of TD

*Travel Daily* today has eight pages of news and photos, including a front cover wrap for **Qantas** plus a full page from:

- Travel Trade Recruitment

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## QF drops AB flights

**QANTAS** has removed all interline flights with Airberlin from sale, with the collapsed European carrier no longer a member of the oneworld alliance.

QF said existing Airberlin bookings would be cancelled and no alternative flights offered.

## NSW plots tourism future

**NSW** Tourism Minister Adam Marshall has kicked off a review of the state's tourism potential, with the "blue sky" approach aiming to determine "what new ambitious targets we should set for NSW tourism beyond 2020".

The initiative was revealed in a *News Limited* opinion piece from Marshall, with the project being led by an "independent taskforce of highly qualified and experienced industry players".

Marshall said the tourism sector in NSW was growing by almost 10% annually, "but we cannot become complacent."

"Now is the perfect time, while we are at the top of our game, to pause, take stock and work out how we can grow the tourism sector in NSW even further, in all parts of the state," he said.

The Minister said a recent trip to China highlighted how much potential there was for future growth, with millions more

possible travellers looking for holiday destinations every year.

Currently just 5% of Chinese visitors to the state extend their trip beyond the metropolitan area, with a key focus of the review to unlock the potential of Western Sydney and rural and regional areas of the state.

Marshall also continued his rhetoric against the "frankly ridiculous" hourly caps on flights at Sydney Airport (**TD** 10 Aug), saying regulation at SYD was already significantly inhibiting tourism growth in Australia.

## HTG event space

**HUNTER** Travel Group has begun welcoming companies to its Explorer Lounge event space, a facility in the group's new "City Campus" in Newcastle.

The event space is part of a new model in travel agency design, says md Brett Dann - see **page 4**.




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**CLICK HERE FOR MORE INFO**

## TICKET UP TO WIN

To enter, eligible entrants must **book Virgin Australia Economy Getaway and Freedom fares on Trans Tasman and International short-haul flights ex Australia** marketed and operated by Virgin Australia between 3 October 2017 and 5 November 2017 for travel between 3 October 2017 and 31 March 2018. The agent with the highest ticketed revenue will WIN 2 return Business Class flights to Hong Kong. Plus there are weekly prizes up for grabs!

\*TERMS AND CONDITIONS APPLY. PROMOTION ENDS 5 NOVEMBER 2017.

**WIN**  
2 RETURN  
BUSINESS CLASS  
FLIGHTS TO  
HONG KONG  
plus weekly  
prizes\*

**FIND OUT  
MORE**



## Qantas to adopt biofuel

**QANTAS** has announced its LA-based aircraft will be powered by biofuel from 2020 in a bid to reduce the airline's carbon emissions on services between the US and Australia.

Australia's flag carrier will purchase 30 million litres of renewable jet fuel each year from US-based bio-energy company SG Preston for use on flights to Australia from Los Angeles Int'l.

The fuel will consist of 50% renewable jet fuel produced from non-food plant oils, blended with 50% traditional jet fuel, and produces half the emissions of flights using regular jet fuel.

Qantas Int'l and Freight ceo Gareth Evans said the agreement was the first of its kind in Australian aviation history.

"As an airline group we are constantly looking for ways to become more fuel efficient and embrace new technologies."

"Our agreement with SG Preston allows us to secure a supply for our Los Angeles-based aircraft where we have a large fuel demand and where the biofuel industry is more advanced," said Evans.

He added that the Qantas Group would also be exploring renewable jet fuel opportunities in Australia and would continue to work with suppliers to develop locally produced biofuels for aviation use.

The announcement comes after Qantas trialled biofuel on several domestic flights five years ago (*TD* 27 Mar 2012).



DREAM CRUISES

### Sales Coordinator

We are seeking a self-motivated & driven individual for this diverse role. Providing support to the sales team & managing the daily operations of the office, all while maintaining office efficiency. You will need to be able to work autonomously in a fast paced, dynamic working environment. Maintaining effective & productive relationships with new & existing partners along with handling consumer & trade enquiries.

This is a great opportunity to be part of a young energetic team for a contemporary cruise brand & modern luxury brand. You will be rewarded with a competitive salary, bonus & travel. Previous experience within the cruise industry would be advantageous.

If this role sounds like it's for you, please forward resumes to – [brigita.devries@starcruises.com](mailto:brigita.devries@starcruises.com)

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ROYAL BRUNEL AIRLINES

ECONOMY CLASS  
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Baggage

\*Based on O class in low season. Date restrictions and conditions apply.

## Lufthansa AB deal

**LUFTHANSA** has struck a deal to purchase more than half of airberlin, including Austrian carrier Niki & a range of aircraft.

London's *Financial Times* reports a €210 million agreement has been confirmed in which LH will also purchase the LGW regional network within airberlin and 20 aircraft.

In a statement, AB gm Frank Kebekus said he was delighted to have found a "strong partner" with the Lufthansa Group.

Negotiations with easyJet, which is in the running to buy between 20 to 30 of airberlin's aircraft, are ongoing.

## APT polar mission

**APT** has unveiled its 2019 Small Ships Antarctica, Arctic & Northern Europe brochure with itineraries exploring remote corners of the world.

The Australian company is offering trips to the Baltic Sea, Norway, Greenland, Sth America and Antarctica, with all ships carrying no more than 200 pax.

## US "Trump slump"

**AVIATION** analyst firm ForwardKeys says international air arrivals in the USA have fallen consistently since the first ban on travellers from mainly Muslim countries earlier this year.

There has been an overall decline of 1.4% for the US since 27 Jan, in contrast to an overall 4.6% increase for arrivals in the rest of the world.



**Window Seat**

**EVER** been grilled by an airport security officer and found the whole experience to be a little invasive?

Well how about getting the once-over from a giant cod?

That's what Dubai International Airport is introducing next year, with "virtual fish" tasked with helping to capture the faces of travellers using advanced 3D facial recognition technology.

The fish will attract the attention of people passing through a virtual aquarium, enabling a collection of cameras to snap shots from all angles.

Piranhas masquerading as paparazzi...makes sense.



## Tourism for SA parks

**THE** South Australian State Government is currently inviting proposals from businesses to help develop 18 selected parks & gardens into viable nature-based tourism attractions for the state.

Possible ventures include eco-sensitive accommodation, adventure tours, cafés, cellar doors and guided walks.

South Australia's tourism industry is on track to reach \$8 billion by 2020.



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Eligible AU/NZ travel agents 18+ only. Max 1 entry p/person. Cruise 11/3/18-25/3/18. NSW LTPS/17/17741, ACT TP17/01815, SA T17/1714. T&Cs apply

[CLICK HERE TO LAUNCH ACADEMY](#)





## HELLOWORLD

Hunter Travel Group (HTG) has given **Travel Daily** a glimpse of its impressive new HQ in the heart of Newcastle - a combination of a head office and a superstore.

Located in the heart of the city's current urban revitalisation area, the HTG "City Campus" is billed as Australia's biggest regional bricks-and-mortar travel agency and takes up 1,500m<sup>2</sup> over six levels.

The stunning office space features a retail area on the ground floor modelled on a luxury hotel lobby (pictured above and below), which has been designed to offer a different environment to the traditional agency with a bar, cozy lounges, privacy booths and spaces where customers can socialise and relax while they talk



about travel plans with a team member in "a non-transactional environment".

Upper spaces include a business travel level, a groups/product/marketing level and an administration and sales level.

There's also a level dedicated to events and VIP clients, dubbed the Explorer Lounge (inset, with some of the HTG team) and modelled on a first class airport lounge or hotel club level.

Opening events are planned for Nov - **CLICK HERE** for more pics.



# Travel Daily

Friday 13th October 2017

## Top cities named

**LONDON**, New York and Tokyo have been named the most attractive cities in the world in the 2017 Global Power City Index.

Produced by the Mori Memorial Foundation Institute for Urban Strategies, the index ranks 44 major cities according to their "magnetism," or their overall power to attract creative individuals and enterprises from around the world.

Sydney this year joins the big players at 10th place, its highest ranking in seven years.

Other top 10 cities include Paris, Singapore, Seoul, Amsterdam, Berlin and Hong Kong.

## Uluru event line-up

**AYERS** Rock Resort has released its 2018 season of events, including the last months of Bruce Munro's desert installation Field of Light.

The light installation will continue until 31 Mar and will be backed by other attractions including the Uluru Festival bush tucker and gastronomy weekend on 09-10 Mar and the Tjungu Festival week of Indigenous culture on 25-29 Apr.

Other events next year include the Uluru Camel Cup on 25-26 May, the Australian Outback Marathon on 28 Jul and the Uluru Astronomy Weekend, 14-16 Sep.



Hawaiian Airlines currently has the following opportunities for highly motivated candidates in their Sydney Sales Office.

### Sales Support Co-ordinator

Reporting to the Director of Sales Australia and Partnerships AU/NZ, you will be responsible for the implementation and management of all the sales support functions. You must have at least 3 years experience in a Sales and Marketing function within an airline or travel related company and a demonstrated knowledge of the Australia and New Zealand travel industry.

[https://rn11.ultipro.com/HAW1000/JobBoard/JobDetails.aspx?ID=\\*E0EE30A2398D128D](https://rn11.ultipro.com/HAW1000/JobBoard/JobDetails.aspx?ID=*E0EE30A2398D128D)

### Partnerships & Promotions Specialist

Reporting to the Director of Sales AU and Partnerships AU/NZ, you will be responsible for the implementation and management of all the promotional marketing and partnerships functions. You must have a Bachelors degree in Marketing, related degree, or equivalent work experience, 3 years experience managing and executing marketing strategies and campaigns, preferably with an Airline or Travel related company and experience in brand or trade marketing, planning and analytics.

[https://rn11.ultipro.com/HAW1000/JobBoard/JobDetails.aspx?ID=\\*366130D6A416CC6B](https://rn11.ultipro.com/HAW1000/JobBoard/JobDetails.aspx?ID=*366130D6A416CC6B)

Applications close 20 October. For full details and to apply click the links above.

## SCENIC° 2018/19 SOUTH EAST ASIA RIVER CRUISING





## Spain booming

**SPANISH** airports have seen the largest rise in passenger numbers in the European Union in 2016, according to data by Eurostat.

The country saw a record 75.3 million tourists visit the country last year.

Situated on the Costa del Sol in the south of Spain, Malaga saw an increase of 15.7% compared to 2015.

BCN was up 11% to 43.7m pax.

## Remote Tas air plan

**TASMANIA'S** Govt has made changes to allow aircraft access to the Tasman National Park.

The Tasman National Park Management Plan will now allow helicopter services to Tasman Island for recreational and tourism purposes.

Through an EOI process, Rotor Lift Aviation has put forward a plan to fly tourists, however the proposal needs approval from the state's Parks and Wildlife body.

## Targa to Cairns

**NORTH** Queensland will host a new Targa Great Barrier Reef car rally from next year.

A three-year deal will see a field of around 200 cars visit all key regions, including Port Douglas, Innisfail and the Atherton Tablelands.

Targa Great Barrier Reef will be based in Cairns and will be staged between 31 Aug and 02 Sep 2018.

The event is modelled on the largest tarmac rally in the world, Targa Tasmania.

## JFK facial testing

**NEW** York JFK has begun a 30-day test of facial recognition biometric technology at a TSA int'l checkpoint at New York-JFK airport's Terminal 7.

Conducted by the US Customs and Border Protection (CBP), the procedure is similar to those being used at other US airports.

Terminal 7 is used for Qantas JFK-LAX flights and BA flights.

## Hawaiian family affair



**HAWAIIAN** Airlines recently had a family day of a different kind by operating the first US wide-body commercial service to be entirely staffed with flight attendants from the same clan.

The Ohana family operated the Honolulu – LAX flight on 30 Sep, with the three generations having a combined 116 years of experience at Hawaiian.

The first family member to join Hawaiian was Ida Teiti, who started flying over 30 years ago.

Passengers on the flight were treated to lei, 500 bonus Hawaiian Miles, free

entertainment, popcorn and keiki kits for children.

**Pictured** is the Ohana family operating a flight from Honolulu to Los Angeles Int'l Airport.

## Egypt dengue

**DFAT** is advising travellers to be vigilant in Egypt after reports of dengue fever in the Aswan and Hurghada regions of the country.

The department says travellers should take measures to protect themselves by having mosquito proof accommodation, insect repellent and using prophylaxis.

# JOY BAR Evening Cruises

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**fantasea.com.au**

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**JOY**

## Holiday Inn Express to SA

**PRO-INVEST** Group has launched its first Holiday Inn Express in Adelaide.

The 245-room hotel, located at the intersection of Hindley Street and Blyth Street, was formally opened this week at a ceremonial ribbon cutting event.

Attending the opening was Pro-invest Group chief executive Ronald Barrott and South Australian Tourism Minister Leon Bignell.

The latest addition marks the third hotel for the brand to open in Australia, with Syd and Bris already in operation.

"There is so much to look forward to in Adelaide and we're proud to be a part of it, investing in what is already a relatively strong tourism



industry," said Pro-invest Group CEO Ronald Barrott.

**Pictured** is a rendering of the new Holiday Inn Express Adelaide City Centre.

### Groups & Events Consultants

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Applying your approach to each enquiry, you are key to ensuring our Government and Corporate clients are provided with a second to none service each time that they reach out to QBT. As part of this close knit group, customer excellence is a priority that you deliver on effortlessly together as a team.

In your team, each day will look different as you provide a seamless, easy and professional experience for your client group. Utilising your expert technical travel skills gained from your experience processing various complex and high service requirements you will comfortably and confidently manage our client travel needs.

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To apply please send your CV, quoting reference: **G&EC-SYD** to [careers@helloworld.com.au](mailto:careers@helloworld.com.au)



## Orlando raft slide

**SEAWORLD'S** Aquatica waterpark in Orlando has revealed plans to open a new family raft ride from Spring 2018.

Standing at close to 20 meters high, the Ray Rush ride will thrill patrons through three exciting phases of speed and whitewater.

The park's HooRoo Run ride will close permanently on 31 Oct to make way for new attraction.

For a limited-time, Aquatica Pass Members will receive a one-time Quick Queue to ride the HooRoo Run before it disappears.

## Accom start-up

**AUSTRALIA** has a new online accommodation booking platform with Aabode.com officially launching to the market.

The Sydney-based startup will target the more discerning Aussie traveller and currently has more than 1,000 properties available to choose from with booking fees starting from 5%.

Initially Aabode.com will focus on travel hotspots including Sydney, tropical Far North Queensland, Byron Bay and Bali.

## Dream hotel to UK

**DREAM** Hotel Group has unveiled plans to launch its Unscripted Hotels brand to the English market for the first time in 2020 when it opens a new property in Birmingham.

Catering for the progressive, creative hotel guest, Unscripted Birmingham Central Hall was signed in conjunction with London-based Ciel Capital.

Dream Hotel Group has ambitions to open another 30 resorts worldwide across all of its brands over the next four years.

## WN to fly Hawaii

**SOUTHWEST** Airlines has publicised its intentions to service the Hawaiian market by 2018.

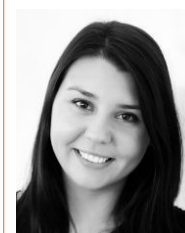
The carrier says they will embark on the process to obtain approval from the US Federal Aviation Administration to fly to Hawaii shortly.

"Hawaii is an important place for Southwest Airlines because so many people count on us to take them everywhere they want to go reliably and affordably...we're ready to address a request we've heard for years," said chairman & chief executive officer Gary Kelly.

## Technology Update

**Today's Technology Update** is brought to you by **Travelport**.

**How Travelport agents are working in the "smart age"**



In order to provide travelers with the best options – having the right travel content is king. But

in today's world, where content comes at us from all angles and multiple sources, agencies need the right selling tools to manage this efficiently.

An example of this is Travelport Smartpoint, which puts a whole new world of content at the agents' fingertips through its branded fares and ancillaries feature. Agents no longer have to worry about keeping up with the latest airline product offerings and having to visit each airline website to verify. Instead, with Travelport Smartpoint, agents have a one-stop-shop to view photos of cabins, compare fares, inclusions and bookable ancillaries – all within their agency workflow. It also enables them to easily identify additional revenue opportunities to cross-sell and up-sell during the booking process and share current photos and images of what the traveler is about to purchase, for complete transparency.

We are now part of an "experience culture" that did not exist five years ago. The ever-connected digital consumer now expects a travel experience that is immediate, personal, reliable and engaging. With the wealth of content delivered through Travelport Smartpoint, including hotels, cars, maps and flight routes, the agent can now easily create a personalized experience for their traveler. We call it working in the "Smart Age" as it's a win-win for everyone. So, if you would like to know more, click here and discover what our Smart Agents have to say -

[Join the agents of the Smart Age.](#)

**Melisa Zenicanin**  
Marketing Manager, Travelport







# Corporate Chatter

With Karen Tsolakis

HELLO everyone.

Today we welcome back Chris Heptinstall, QBE Insurance's Head of Procurement. Chris is one of Australia's most experienced procurement professionals with a long history in business travel. We will also find out about his latest rip snorter novel - Chris is a writer of corporate conspiracy thrillers.

Today he gives us a corporate customer's eye view of the top five traits of an effective travel management company.

**KT** – So Chris, how is QBE coping with all the hurricane insurance claims in the US?

**CH** – 2017 is likely to be the costliest year in the history of the global insurance industry. We have seen a succession of natural disasters from Cyclone Debbie to Hurricanes Harvey, Irma, Maria & Nate. QBE took over 1,300 calls a day after Harvey and it makes me very proud that we are helping to rebuild the lives of so many impacted by these terrible events.

**KT** – You mentioned there are five top traits of a great TMC. Let me guess, as a procurement manager I'm betting "value for money" would top your list?

**CH** – That's certainly important, but it doesn't make my list. As the industry matures, value for money is now expected as a given.

**KT** – So what is the single most valuable attribute of a TMC?

**CH** – Having great people is the single best attribute a TMC can bring to the table. One of my favourite business quotes reads "The best of the best understand that people do business with people they like". It shows the importance of emotional intelligence in business and it's even more pertinent in the travel industry. A great TMC will establish a personal connection with their key customers and act quickly on feedback about poor performance within their team.

**KT** – So having great people is at the top of your list. Can you give me another key attribute?

**CH** – Innovation. Large corporations are looking for fresh ideas and elegant business solutions. QBE is a leader in

Insurance but not in travel. We expect our TMC to advocate and deliver the latest best practices in travel innovation, to keep us informed of new developments and initiate smarter and better insights into our travel program. I should not have to go to a conference or pay a consultant to hear about something new that can benefit our travellers.

**KT** – So give me an example?

**CH** – Our TMC has been very active in helping QBE improve its trip approval process. By simplifying the process but maintaining the right degree of compliance, we can secure more discounted airline seats.

**KT** – And what are the other three attributes in your list?

**CH** – Having the right cultural fit would be the third - demonstrating close collaboration based on shared values. A fourth would be leading edge technology and the fifth is reputation. Good reputations come from a genuine desire to exceed the customer's needs. Why then would you move?!

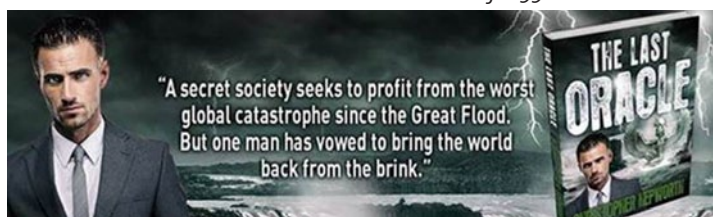
**KT** – Agree! Now, as a procurement manager, there must be things that peeve you about travel suppliers in general?

**CH** – It would be annoying if a TMC were to charge for assisting with an airline savings analysis, giving general advice or delivering a standard report. Another pet peeve is charging a manual booking fee for resolving a technical glitch with the online booking tool.

**KT** – Chris, your third novel is about to be launched on Amazon on Tue. Tell us a little bit about it.

**CH** – It's called *The Last Oracle* and it's set in Egypt and Greenland. It's a climate change thriller and the hero has joined a fracking company drilling for oil in the environmentally sensitive Greenland ice shelf. Sam Jardine must not only defeat a group of self-serving politicians and oil executives, but stop a massive meltwater flood from devastating the planet. It's highly topical and I'm very excited about the launch.

To pre-order Chris Heptinstall's new thriller for 99c [CLICK BELOW](#).



Karen Tsolakis is a specialist in corporate travel and a Travel Daily columnist.

# Travel Daily

Friday 13th October 2017

## ACTE call to simplify travel

**TRAVEL** managers are struggling to manage complex, multi-layered travel programs, according to newly released research from the Association of Corporate Travel Executives (ACTE).

"Travel managers and travellers alike long for a simpler system for business travel—it's become beyond onerous for many of them to navigate policies, processes and outdated tools as new

technologies have been phased in without the opportunity to phase out older ones," said Greeley Koch, executive director of ACTE.

Koch said simplification could help meet higher-priority business objectives.

Other priorities uncovered in the study include travel safety, cost reduction and data security.

The full study is available for download - [CLICK HERE](#).

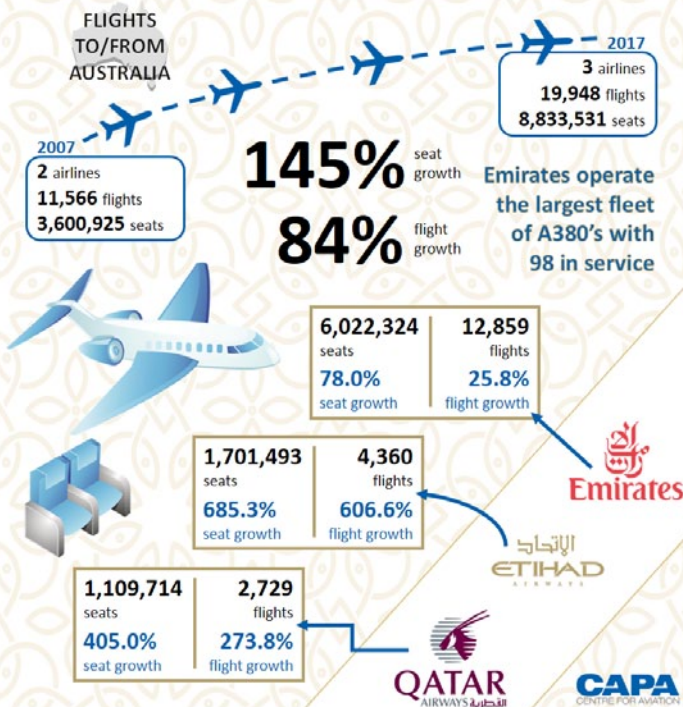
**CAPA**  
CENTRE FOR AVIATION

## CAPA Insights

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

### A DECADE OF GROWTH

### GULF CARRIERS 2007 VS. 2017



**THE** gulf carriers have proved an important gateway for Australians travelling to Europe and the UK and have assisted boosting tourism to our country. The growth trajectory of each carrier within Australia is impressive by anyone's standards. According to BITRE, the total outbound tourism from Australia has grown by over 100% in the last decade, and the gulf carriers have met that growth with a 145% increase in capacity. The question remains, is the capacity a result of the increased tourism, or the increased tourism a result of capacity, connections and lower fares? Keep an eye out for next week's CAPA Insights as we explore this question.



Friday 13th October 2017

## Puerto Rico recovery

**JUST** three weeks after the passing of Hurricane Maria, Puerto Rico's tourism industry is returning to normal as the clean up efforts continue.

The airport is now fully operational with all airlines back to normal schedules.

Royal Caribbean International resumed homeport operations and most hotels are back at regular capacity.

## Vegas airline plan

**LAS** Vegas is expected to welcome a US\$10.3b charter airline to the strip next year.

LVAIR plans to begin with a fleet of 30 Boeing 747-8 aircraft and hopes to double gambling in the Sin City by 2020.

## Aircalin neo orders

**AIRCALIN** has firmed up its order with Airbus for two A320neos and two A330-900neo.

The first A330neo is expected to be delivered in 2Q19, while the airline will pick up the keys for its new A320neo in 2Q20.

Aircalin plans to deploy its new long-range A330 on flights to Japan and Asia.

## A&K Sri Lanka offer

**ABERCROMBIE & Kent** is offering travellers free flights to Sri Lanka for all bookings on its 11-day Cultural Sri Lanka journey.

The Economy class offer, flying with Sri Lankan Airlines, is valid for bookings made by 10 Dec and valid for travel to 31 Oct 2018 (excluding 08 Dec to 15 Jan 2018).

## Win a trip to SABAH



This month Royal Brunei Airlines, Sabah Tourism and Sutura 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 accommodation at Sutura 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](mailto:rba@traveldaily.com.au)



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**Virgin Australia** has discounted flights available to Bali, Vanuatu, Fiji and Samoa. The offer applies to Syd, Mel, Bris and Port Hedland departures. To take advantage of the limited offer, [CLICK HERE](#).

**AAT Kings** is currently offering customers a 10% early bird discount on its new Australia 2018/2019 brochure when trips are booked and paid in full before 27 Nov. For further details on the special, [CLICK HERE](#).

Score up to \$200 in gift cards when you book select itineraries with **Tasmanian Expeditions**. The Boots'n'All offer applies to tours of \$1,500. The deal ends 31 Oct. Visit [tasmanianexpeditions.com.au](http://tasmanianexpeditions.com.au) for more.

**Metro Hotel Miranda** is offering a Retail Therapy package from \$175 per night. Located opposite a Westfield, guests can shop until they drop with a free beverage, cheese platter, car parking with valet and wi-fi. Call 1800 004 321 to enquire.

Save 50% when booking at **Wilson Parking's** SYD Space Shuttle Airport parking location. The promo applies to entry before 30 Nov. Quote **TAKEOFF** when booking. [CLICK HERE](#) to book.

## Sabah is going bananas

**THIS** month's comp is a prize for two to experience wonderful Sabah thanks to Royal Brunei Airlines, Sabah Tourism and Sutura Harbour Resort.

The prize includes Economy airfares, accommodation and a sunset cruise.

So far *Travel Daily* has received many wonderful entries including a few of our favourites (**pictured**).

For a chance to win, send a photo showing why BI & Sabah offer ideal escapes.

Entries for the competition close on 31 Oct.

Send your entries to [rba@traveldaily.com.au](mailto:rba@traveldaily.com.au)



**MELINDA** Perry from Pie in the Sky Travel is keen to win a trip to Sabah.



**ABOVE:** Lisa Kerlin, Helloworld Wodonga showing her love for Orangutans.

**LEFT:** Kalpana Chotai of Travel Counsellors with her collage entry.



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*Working in partnership with the Australian Travel Industry*

### Senior Team Leader

**Sydney, \$90k + Super + Benefits, Ref: 3036SJ1**

I am looking for a retail travel manager to represent three retail travel agencies working across their business strategy, sales management & people management. This is a diverse, hands on position where no two days will be the same. This is a fantastic brand & a chance to really add value to these agencies and reap the rewards in return. I am looking for retail travel management experience & a passion for people management and the travel industry. Please contact me for a confidential chat.

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

### Tour Operations Manager/Team Leader

**Sydney, to \$85k + Super, Ref: 3087PE1**

My client is a leader in its field when it comes to cultural and special interest group tours. If you are passionate about travel, are a specialist in one of their subjects - art, history, archaeology, music, Opera, theatre & love to share your knowledge managing a small team of consultants this is a great opportunity for you to do just that. In addition, you will supervise the portfolios of the other team members, allocate tour groups among the team, and ensure all tours operate successfully.

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

### Leisure Travel Consultant

**Brisbane, \$56,500 pkg + comms, Ref: 4574SZ3**

Affiliated within the Helloworld brand, my client is a sought after agency predominately with high standards in their staff & because of this, they have low staff turnover and a family mentality. No more churning and burning through enquiries. My clients want to focus on sales through service. If you have Galileo experience & want to be a part of this great organisation, predominately working Mon-Fri with a rotational Saturday once a month, then this role could be the ideal role for your career path.

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

### Wholesale Consultant – Niche Product

**Melbourne, \$40-42k + Comm, Ref: 3020HC1**

Are you currently working in the Travel Industry & need a change? Have you always wanted to work in wholesale travel? Then here is your chance! This Melbourne based company is recruiting for a passionate Wholesale Consultant. Dealing with agents only, this wholesale role is great for an experienced Wholesale Consultants that are looking for a new adventure in their career. Candidates must have the ability to thrive and succeed in an often diverse and always customer focused, travel sales role.

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

### Junior Office Manager

**Sydney, Up to \$50k + Super, Ref: 3106PE1**

This is a fantastic opportunity for a frontline travel consultant looking for a new challenge away from face to face selling. My client is looking for a Junior Manager to oversee the running of their busy retail/corporate office. Your duties will encompass everything from following up on meetings, website updates and social media, creation of EDM's, looking after fare alerts and keeping up to date with industry promotions. No one day will be the same in this unique travel role.

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

### Luxury Travel Designer

**Gold Coast, OTE Up to \$75k, Ref: 3081SZ1**

Our clients are looking for a consultant that wants to be a part of the team to build a dream holiday package for the customers. This role does have sales KPI's to achieve however, the main focus will be to provide exceptional service to customers that will be booking predominately high end & luxury packages. You will be working Mon-Fri 9am-5pm. Proficiency in a GDS is required and at least 2 plus years' experience in retail with a want to move away from the pushy sales mentality.

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

### Corporate Travel Consultant

**Melbourne, \$60k Package - OTE \$80k, Ref: 2945MC1**

Our client is looking for an experienced Travel Consultant who is proficient in a GDS with strong fare knowledge to join their team! Conveniently based in the Melbourne CBD, my client is a well-established Global TMC. If you have previous corporate experience or a minimum two years in retail and are looking for Mon-Fri then this role is for you! You should have proven success in sales, a passion for providing a high level of customer service and a love for working in the travel industry.

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

### Groups & Events Coordinator

**Melbourne, \$55-\$60k + Super, Ref: 3070HC1**

Our client is looking for a group travel professional with corporate, incentives & groups experience to join a fantastic TMC in Melbourne. The successful candidate will ideally have a good telephone manner with excellent people and customer service skills. You will be experienced in the travel industry and have exposure to group reservations & corporate experience. You should have a passion to succeed and be keen to continue your career as this company encourages career development.

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



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