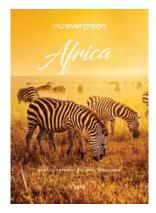
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Friday 15th September 2017

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GET LUXE in \$30m push

IGNITE travel's newest brand GET LUXE is embarking on a \$30 million consumer advertising campaign after its successful launch through Flight Centre stores nationally.

The new addition was rolled out in Jul and offers limited time holiday packages under the promise of "Australia's most affordable luxe holidays".

It offers flight and accommodation packages with "exclusive LUXE UPS" such as room upgrades, spa treatments, meals and cocktails.

Intrepid 2x QFFF pts

INTREPID Travel is offering double Qantas Frequent Flyer points to customers who book an Asian holiday deal.

QFFF members who book an eligible Intrepid trip in Asia for \$1,000pp or more will earn 5,000 points instead of 2,500.

The offer is available until 30 Sep on trips including a 15-day trek to Everest Base Camp in Nepal, from \$1,533pp. For details, **CLICK HERE**.

HOLIDAYS

As part of a brand building strategy to boost consultant engagement and consumer awareness, Ignite has confirmed a 12-month advertising campaign involving between 100 and 150 press ads nationally per month, supported by digital activity, in store promotion and PR.

"Ignite Travel Group has worked its way to the top as Australia's biggest travel advertiser," said Ignite marketing manager Rachael Walker, who added that the latest campaign followed a \$19 million push for sister brands in the My Holiday Centre portfolio last year.

Walker said GET LUXE had attracted "100% store engagement" since its launch and excellent consultant feedback.

The brand will add cruise and stay packages through Cruiseabout from 01 Oct.

Today's issue of TD

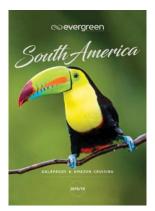
Travel Daily today has six pages of news and photos, plus full pages from: • CVFR SQ incentive

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Wendy Wu priority

WENDY Wu Tours has given the trade "priority access" for deals on a range of itineraries for dates departing through 2018.

To celebrate the launch of its new 2018/19 brochure, Wendy Wu is allowing agents to offer their clients either a partner flies free deal or a 50% saving on single supplements.

Priority access opened to the trade yesterday and will close on 20 Sep, ahead of becoming available to the public on 21 Sep.

Agents will also earn at least \$50 and up to \$130 for every online booking made through wendywutours.com.au/agents.

Wendy Wu Tours has released its 2018/19 brochures for China, Southeast Asia, Japan and India online, but the print versions are yet to debut.

The new programs pack in tours ranging from fully inclusive classic, immerse yourself, tailor made holidays and stopovers.

CLICK HERE to see them online.

CORPORATE specialist Spencer Travel has nudged its ways into IBISWorlds's 2017 Top 500 Private Companies list, joining more than a dozen other travel, tourism and travel-related infrastructure businesses around the country.

Spencer Travel just made the cusp this year, sitting at 497th in the annual report, based on \$65m in revenue, up 8.3% on last year. Founder Penny Spencer said

sneaking into the list was a "thrill". "We enjoy an enviable

circumstance of long-term, loyal customers and staff.

"Making this list is recognition that we're doing things right, and that my team is quite simply the best in the business," Spencer said.

The report was compiled by **IBISWorld using ASIC-lodged** company reports, listing public unlisted companies, partnerships, associations & private companies. Among the top 100 companies

was Consolidated Travel Group

at 29th which generated a whopping \$1.3 billion in revenue (up 13% year-on-year).

Spencer Travel in Top 500

Other top private companies from the tourism sector included Melbourne Airport at 46th with \$960 million revenue (up 15% y-o-y), Brisbane Airport at 64th with \$680m (up 6%), Perth Airport at 74th with \$586m (up 2%) and Federal Hotels Group at 90th with \$520m (up 0.5%).

Also on the list were Quest Apartment Hotels at 133th with \$404m revenue (up 8%), Big4 Holiday Parks at 147th at \$388m (up 7%), Lux Group at 174th with \$335m (up 12%), Hamilton Island Enterprises at 228th with \$250m (up 6.5%), Adelaide Airport at 275th with \$210m (up 3%), Discovery Parks at 409th with \$118m (up 15.8%), GM Hotels at 473rd with \$83.3m (down 24%) and Ignite Travel Group at 485th with \$77.6m (down 1.4%). More details HERE.

787 production lift

BOEING plans to up production of 787 Dreamliners to 14 a month in 2019, chief executive Dennis Muilenberg has confirmed.

According to Reuters, the decision will increase output from 12 a month and comes as Boeing signalled its faith in rebounding wide-body demand.

"We expect to add 100 airplanes to the 787 (accounting) block," Muilenberg told a Morgan Stanley conference on Wed.

Cathay earlybird

CATHAY Pacific has launched its 2018 earlybird fares to Europe priced from \$1,060 to Dublin (ex Perth), \$1,155 to Madrid (ex Melbourne), \$1,231 to London (ex Sydney), on sale until 03 Oct. Airfares are based on travel from 01 Mar to 06 Sep.

Cathay Pacific's earlybird also covers routes to the United States, Canada and Israel - for info, see cathaypacific.com.au.

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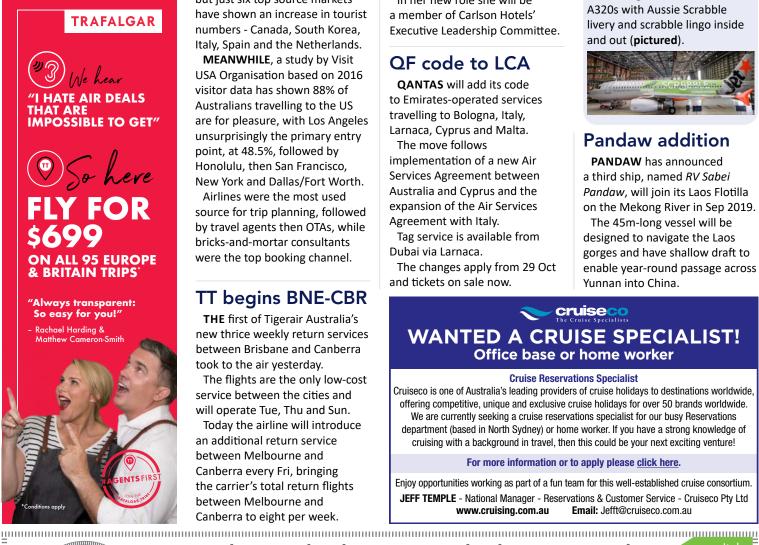


USA visitor bounce back

THE United States has bucked a recent trend in decreasing visitor numbers from core markets, with new arrival data for Apr released by the National Travel & Tourism Office showing growth of 8.4%.

While 14 of America's Top 20 tourist generating countries saw year-on-year increases in visitation during Apr, three prime markets saw double digit falls.

Argentina, India and Brazil were down 19%, 17% and 13%



respectively, while China slipped 1.6% compared to last Apr.

Australia continued its downward trend. with arrivals slipping by 1% to 111,151.

In 1Q 2017, 246,273 Aussies entered the United States, down 8.4% on the first guarter of 2016.

The overall strengthening in visitation during Apr helped pull the 2017 year-to-date figure into positive territory for the USA, up 0.1% to 19.6 million arrivals, but just six top source markets have shown an increase in tourist numbers - Canada, South Korea, Italy, Spain and the Netherlands.

MEANWHILE, a study by Visit USA Organisation based on 2016 visitor data has shown 88% of Australians travelling to the US are for pleasure, with Los Angeles unsurprisingly the primary entry point, at 48.5%, followed by Honolulu, then San Francisco, New York and Dallas/Fort Worth. Airlines were the most used source for trip planning, followed by travel agents then OTAs, while bricks-and-mortar consultants were the top booking channel.

TT begins BNE-CBR

THE first of Tigerair Australia's new thrice weekly return services between Brisbane and Canberra took to the air yesterday.

The flights are the only low-cost service between the cities and will operate Tue, Thu and Sun.

Today the airline will introduce an additional return service between Melbourne and Canberra every Fri, bringing the carrier's total return flights between Melbourne and Canberra to eight per week.

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Rezidor APAC pres

CARLSON Rezidor Hotel Group has appointed Katerina Giannouka as pres, Asia Pacific.

Giannouka will be based at the group's Asia Pacific headquarters in Singapore from 04 Dec at the latest and will report to ceo and coo John Kidd

She was most recently head of development for Asia Pacific and China for Rosewood Hotel Group and has previously worked for Starwood Hotels & Resorts Worldwide and HVS.

In her new role she will be a member of Carlson Hotels' Executive Leadership Committee.

QF code to LCA

QANTAS will add its code to Emirates-operated services travelling to Bologna, Italy, Larnaca, Cyprus and Malta.

The move follows implementation of a new Air Services Agreement between Australia and Cyprus and the expansion of the Air Services Agreement with Italy.

Tag service is available from Dubai via Larnaca.

The changes apply from 29 Oct and tickets on sale now.



MATTEL has put an end to many heated debates, confirming words like "arvo", "crikey", "biffo" and "shonky" are acceptable in Scrabble.

The toy company has launched its first country-specific version of Scrabble, Aussie Scrabble, and Jetstar has thrown its support behind the move by decorating one of its Airbus A320s with Aussie Scrabble livery and scrabble lingo inside and out (pictured).



Pandaw addition

PANDAW has announced a third ship, named RV Sabei Pandaw, will join its Laos Flotilla on the Mekong River in Sep 2019.

The 45m-long vessel will be designed to navigate the Laos gorges and have shallow draft to enable year-round passage across Yunnan into China.

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Today's issue of TD is coming to you courtesy of the Magellan Travel Group, which is staging its 2017 Conference in Perth.

THE morning kicked off with a series of member-only sessions including a corporate forum and workshops on leisure and digital marketing.

After lunch, preferred partners will gather for an update on new communication initiatives introduced by the group and how preferred partners can benefit.

The day builds up to the lavish gala dinner and awards that cap off the conference, with a raft of sponsors from The Travel Corporation, Qantas and Etihad Airways ensuring an evening jam packed with festivities. More in Mon's Travel Daily.

Ritz-Carlton Geneva

MARRIOTT International's The Ritz-Carlton brand has debuted in Switzerland after the completion of the multi-billion dollar reno of Hotel de la Paix, Geneva.

The Ritz-Carlton Hotel de la Paix Geneva offers 74 rooms and sits on the shore of Lake Geneva.

Evergreen webinar

EVERGREEN Cruises & Tours' product manager Justin Ewin will host a training session for agents on the touring company's 2018/19 South America program next Wed 20 Sep.

Participating agents will go into the draw to win \$500 worth of Scenic Rewards points.

Sessions will be conducted at 8AM (east coast) and 10AM (east coast)/8AM (west coast) - to RSVP, click your preferred time.

Wi-Ho! for Aussies

AUSSIE and Canadian travellers heading to Japan are being targeted by Japan's Telecom Square Inc which has introduced a new wi-fi router rental service.

Dubbed 'Wi-Ho!', unlimited data usage plans are available for a flat fee of \$12 per day, with the router supporting between 10 and 14 devices at one time. Wi-Ho! routers can be ordered

for collection at Japan's primary int'l airports - more HERE.

WY/MH MEL c'share

OMAN Air & Malaysia Airlines have entered new codeshare pact, which sees the Gulf carrier's designator code placed on 14 new destinations, including Melbourne, Darwin, Auckland and Singapore.

man trave

Phil Hoffmann Travel is hiring!

For over 25 years, Phil Hoffmann Travel has built a strong reputation of quality, value and personalised service which has seen the business grow to 10 offices and win the AFTA National travel industry award for best agency in Australia 11 times. A professional approach, ongoing training, career opportunities, meaningful values, family culture, SA owned, industry leader, a focus on customer service and employee wellbeing, longevity, a passion for travel, determination to succeed...these are all attributes of Phil Hoffmann Travel. We're looking for like-minded Travel Professionals to join the team.

> For more information please refer to https://www.pht.com.au/about-us/careers Applications submitted by COB Fri 29 Sep.



Tourism is Trump-proof



FORMER Deputy PM Kim Beazley was the keynote speaker at the Magellan conference this year, enlightening the 300 strong audience on his take on relations between Australia and the US.

The Ambassador to the US between 2010 and 2016 spoke of the importance of further trade and tourism links with the US, remarking that it was "largely Trump-proof" because "it's a relationship which is run by people other than politicians and political leaders."

Beazley guipped on his extensive political career that "the only portfolio I didn't hold was Tourism and that was because all of my bosses decided I was not

allowed to have nice things." He is pictured (left) with Andrew Macfarlane, managing director of Magellan Travel Group.

New Papillon trip

LAS Vegas-based Papillon Grand Canyon Helicopters has added a three-course lunch at Grand Canyon West's new restaurant, Sa'Nyu Wa, to a range of its trips.

Translated to 'Home of the Eagle', the restaurant features panoramic views of the canyon and Eagle Point.

The VIP Dining Package is sold in conjunction with Papillon's Heli Skywalk Tour, Indian Adventure and Platinum West Rim.

Product Executive Kimberley and Outback Wilderness Adventures

Would you like to join Australia's most awarded tour and cruise company and become part of the ongoing success of the APT Travel Group - now celebrating our 90th year. The APT Travel Group is currently seeking a Product Executive that will contribute to the ongoing growth and diversity of the Kimberley and Outback Wilderness Adventures product. This role will work in partnership with the existing Product Executive to deliver on all aspects of the product lifecycle.

If you are have a passion for the Kimberley and Outback Wilderness Adventures product along with the ability to thrive in a fast paced environment this could be the role for you.

To learn more about this exciting opportunity with APT Travel Group and to apply please check out our careers page: http://www.aptouring.com.au/about-us/careers



CORPORATE UPDATE

FCM ponders a smart future



ARTIFICIAL intelligence dominated discussion on the future of corporate travel at FCM Travel Solutions' recent Sydney education event.

More than 100 corporate travel buyers attended FCM's national flagship education event, FCM Illuminate, which showcased the future of corporate travel through innovation and technology.

FCM general manager Australia James Kavanagh said corporate customers wanted a similar experience and engagement



AFTA Travel pages Has a New Home

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Travel Daily travelBulletin to their leisure bookings, and that this would be powered by technology and innovation.

"They are demanding a new experience and we will see more use of smart data and machines continuing to understand humans, which will shape our interactions as voice search usage begins to accelerate," he said.

"Generation Y and Z travellers are continually shifting to more user-friendly and open programs.

"The industry is responding to that and introducing chatbot technology to interact with travellers in a more meaningful and anticipatory way."

The event also included a preview presentation on FCM's upcoming chatbot Sam (Smart Assistant for Mobile).

Pictured during an Illuminate panel session are James Kavanagh, FCM Travel Solutions; Rob Sharp, acting group executive Virgin Australia; Rachael Argaman, ceo TFE Hotels; Jason Toothman, vice president Sabre and Andrew Flannery, head of corporate, FCTG.

QF Amex for biz

QANTAS Business Rewards and American Express have launched the first charge card allowing Australian small and medium business to earn points on their day-to-day business spending.

The American Express Qantas Business Rewards Card will allow members to earn up to two points per dollar spent.

Other benefits include triple points on QF flights, two points for every \$1 spent on QF products such as club membership and two lounge passes per year.

A launch offer provides 100,000 bonus points for new card members approved by 31 Dec.

Travel Daily

Friday 15th September 2017

Travel managers demand mobile

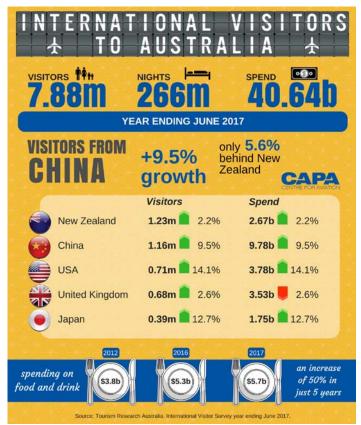
THE corporate travel market is increasingly demanding mobile technology, with a Sabre report showing 80% of travel managers rate this as their top priority.

Sabre's 2017 Asia Pacific Corporate Traveller study highlights the importance of a "mobile first strategy" and also says 66% of travel managers want alternative forms of payment technology as a high priority. Among other findings, the study says almost half of corporate travellers are deviating from their corporate travel policies.

"The increasing incidence of non-compliance is the result of corporate travellers booking out of policy, where they extend business trips to include some leisure time at their own expense," said Sabre vp of global accounts Jason Toothman.

CAPA CAPA Insights

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



TOURISM Research Australia announced the results of its International Visitor Survey for the year ending Jun, reporting international visitor spending finally topped the \$40 billion mark.

Almost all markets assisted with the increase, except the UK which saw a 2.6% decrease as a result of a number of factors including the less-than-impressive performance of the pound.

Visitors from China increased by 9.5% year-on-year, but is the increase the result of targeted marketing or purely organic as the volume of China tourists increases? Keep an eye out for next week's CAPA Insights for more details.



easyJet partnership

EASYJET will provide feeder traffic to long-haul carriers for the first time, through its Worldwide by easyJet service.

The airline has formed an alliance with low-cost counterpart Norwegian and Canada's WestJet, offering flights to North and South America and Asia.

It means pax can now combine a long-haul flight with a U2 flight all on the same itinerary, however airlines will not keep a seat if passengers miss a connection.

U2 plans to add new carriers from Asia and the Middle East.

TNQ trip planner

TOURISM Port Douglas and Daintree has launched its website, visitportdouglasdaintree.com, offering an itinerary planner designed to make travel easier.

The planner includes optimised listings, blog opportunities and

links direct to booking pages. There are also links to food and

drink, activities, accommodation, romance, shopping, special offers, transport and more.

MEANWHILE, the \$54m Cairns Aquarium & Reef Research Centre will open on Mon after six years of construction.



This month *Travel Daily*, *travelBulletin*, Aircalin and New Caledonia Tourism are giving readers the chance to win a trip to New Caledonia. The prize includes return economy class flights from SYD, BNE or MEL flying Aircalin and four nights in a one bed apartment including daily buffet breakfast at Ramada Noumea.

To enter the competition, all you need to do is take a creative photo of yourself with something typically New Caledonian.

Send your entry to aircalin@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.

Tempo Holidays and **Swiss Tourism** has agent earlybird deals on Swiss rail packages including up to \$400 off with Tempo's free upgrade to First class on select itineraries between Apr and Jun 2018. Call 1300 362 844.

Guests can save up to \$500 per couple when booking a seven-day Great Ocean Road & Kangaroo Island Escape Guided Holiday with **AAT Kings** between 21 Oct and 02 Dec. Call 1300 556 100 to book.

Book a **Jetstar** flight to Japan and return home for free on select Starter fares between 19 Nov and 09 Jul. Sales ends 20 Sep. **CLICK** for more info.

Niccolo Chongqing in Southwest China has a special opening offer of CNY818 (AU\$156) plus service charge and tax. **CLICK HERE** to book.

For today only, **Hawaiian Airlines** has return airfares to Hawaii from \$799 ex SYD or \$899 ex BNE. Travel between 27 Jun - 16 Jul . **CLICK** for more.

Lauda bids for AB

FORMER Formula 1 driver and past owner of Niki, Niki Lauda will table an offer for parts of insolvent airline Airberlin with Thomas Cook's Condor airline.

The consortium will bid for 21 Airbus A320 and A321 aircraft of Airberlin's subsidiary Niki.

If successful they will operate flights to tourism hotspots.

Flexicar MEL/ CBR

FLEXICAR has installed eight Flexicar pods at Melbourne Airport and two Flexicar pods at Canberra Airport, providing travellers with alternative to taxis and public transport.

The car sharing service allows members to book vehicles from one hour to five days.

Flexicar pods are located at Hertz rental offices at the airport.

Fairmont Seoul

ACCORHOTELS has announced plans to open Fairmont Ambassador Seoul in the Korean capital in 2020.

The hotel will be part of an integrated development by Parc 1 comprising a retail mall and two office towers.

There will be 326 rooms including a rooftop terrace and pool, plus a conference centre.

GOR taskforce

THE Victorian Government is establishing an expert Taskforce to protect and grow the Great Ocean Road.

Former Victorian Ministers for Transport Terry Mulder and Peter Batchelor will co-chair the new taskforce, which will also work to fast-track projects that will attract new and returning visitors to the coastal destination.

UNWTO appoints

HE ZURAB Pololikashvili has been elected to the role of Secretary General of the United Nations World Tourism Organisation (UNWTO) for a three year term from 2018.

Pololikashvili was previously the resident representative of Georgia at the UNWTO and Georgia's Ambassador to Spain.

OzAsia Festival

THE Philippine Department of Tourism will support OzAsia Festival for the first time.

OzAsia is an international art festival, focused on Asia and will take place in Adelaide from 21 Sep to 08 Oct.

Filipino Enrique de Dios will headline the Lucky Dumpling Market event on 23 and 24 Sep.

Travel Daily

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SQ Spring Bonanza

CVFR Consolidation Services and Singapore Airlines are giving you the opportunity to win the following great prizes simply by selling Singapore Airlines between 04 September - 24 September 2017.

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Most Improved Agents Top 5 Agents: Westfield Gift Card worth AUD1000 each



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Only for Singapore Airlines Flights. Tickets must be issued via CVFR Consolidation Services between 04 September - 24 September 2017. To qualify for the top selling agent awards with over 20% revenue growth is required. To qualify for the most improved agent awards a minimum of \$20,000 in net international sales is required plus 20% year on year growth. Applicable tickets must be issued on ticket stock 618 and must be on 100% SQ flight numbers. Applicable to every adult and child return international ticket ex Australia booked on SQ. Infant, group sales and cancelled or refunded tickets are not eligible. Agents are responsible for any applicable FBT. CVFR Consolidation & Singapore Airlines reserve the right to change or withdraw this promotion at anytime without notice. CVFR Consolidation Services ABN: 80 088 894 482.







CVFR-Quikticket CVFR-Quikfares





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Sydney, OTE \$82k, Ref: 5436SJ1

Join one of Australia's leading travel recruitment companies by utilising your travel industry experience & sales skills while enjoy earning a fantastic salary package with an OTE of \$82k. No two days are the same in this diverse role. You will need to be a people person, confident communicator & selfmotivated. CBD offices with Mon-Fri working hours & a fantastic team environment. Take the next step in your career in a role with the autonomy to run your own desk & reap the financial rewards.

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

Business Development Manager

NSW & ACT, \$80k + Super + Com, Ref: 2940SO7

This senior BDM position has huge potential to work with independent travel agencies across NSW to work for an award winning company and build and develop the network of agencies. You will be driven and have strong contacts within the NSW travel industry and will be looking to maximise on these relationships, relishing this diverse position. You will be an articulate communicator and you will able to manage a range of stakeholders and will enjoy the challenge of growing new business.

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

Multi-Skilled Corporate Consultant

Brisbane, Excellent Salary + Super, Ref: 1241SZ2

This will help you towards success as you leverage off the excellent reputation of this company. If you are ready to make a change into a new travel role working for a highly successful agency, you will have access to a diverse client portfolio and be arranging trips for them. You will need to have previously used a GDS system and will have experience of fares and ticketing. Your knowledge of domestic destinations will be exceptional and this supportive office will encourage you to excel.

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

Corporate Consultant

Melbourne, Circa \$60k + Super, Ref: 2958HC1

This is a fantastic opportunity for an experienced Corporate Travel Consultant to work with an established TMC in Melbourne looking after their busy portfolio of clients. There are great working hours Monday -Friday paying a competitive salary and travel perks. The ideal candidate will have great Galileo knowledge, experience with corporate clients and would be able to really hit the ground running. You will have access to a diverse client portfolio and be arranging trips for them.

GLOBE

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

Operations & Customer Executive

N.Beaches - Sydney, Up to \$55k, Ref: 3040RM1

Are you currently working as a Travel Consultant and looking for Mon-Fri? Would you like to work closer to home? This boutique tour company is looking for an all-rounder who is willing to get involved in all facets of the business from Reservations to Operations optimising bookings and tour handling and other administrative procedures. You will play an integral part in the preparation, delivery and evaluation of the Company's tours whilst delivering exceptional standards of customer service.

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

Cruise & Expedition Wholesale Consultant

Gold Coast, \$Competitive + Incentives, Ref: 1644SZ2

Are you currently or most recently a cruise agent with good knowledge of the cruising market? What about expedition adventures? Is this something you would be keen to learn more about? My clients are looking for a mature minded & well experienced cruise and travel consultant that has worked in the industry for a solid number of years. This candidate must have impeccable attention to detail and a professional telephone manner to deal with both agents and direct clients via phone and email.

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

Cruise Travel Consultant - Part-Time

Melbourne, Circa \$45k + Commission, Ref: 2987HC12

I am recruiting for P/T sales cruise travel consultants with fantastic personalities and ability to provide exceptional customer service to clients from all walks of life. This is a dynamic position working in an office based environment with vibrant yet professional personalities. You will need to have good understanding of cruising, with your finger on the pulse of the current travel market. Ideally looking for a solid 1+ year experience in travel consulting preferably with a cruise focus.

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

Sabre Travel Consultant Support

Adelaide, \$Competitive, Ref: 3002HC1

I have several positions available for travel industry professionals who have experience with Sabre. These contract roles of 3 months require the Sabre whizzes of the travel industry to assist with a national project. I am looking for experience and skills at all levels to work either in customer solutions all the way through to training & technical support. Interviews commencing ASAP with OCT start. If you are interested to hear more details about this great opportunity please contact me.

For more information please call Hannah on (08) 6365 4313 or click APPLY now.



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