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HURRY - SALE MUST END 30 SEPTEMBER 2017

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## Air China KKs Brisbane

THE Queensland Govt yesterday confirmed Air China would begin flying from Beijing to Brisbane by the end of the year, providing a \$200 million injection for the state's economy.

Air China's newest int'l route was exclusively foreshadowed by **Travel Daily** last month (TD 04 Aug), and will operate four times weekly, beginning in early Dec.

Queensland Premier Annastacia Palaszczuk said securing flights from China's capital was a "big coup" for the state, "opening up new opportunities to tap into this valuable market".

The Star Alliance Chinese carrier has been operating to Sydney and Melbourne for many years.

Queensland Tourism Minister Kate Jones said the deal with Air China was finalised following a recent trade mission to Beijing (TD 30 Aug), and was secured

with the support of Tourism & Events Queensland, BNE Airport, Tourism Australia and other Qld regional tourism boards.

### Si, Rosie Hols split

**WHOLESALE** Si Holidays has confirmed it will no longer operate the Rosie Holidays brand in the Australian market, instead servicing Fiji bookings under the Freestyle Holidays brand.

"Travel agents will continue to receive excellent customer service and Fiji destination knowledge from their team and bookings will now be ticketed under the Freestyle Holidays brand," Si said.

Si Holidays md Tui Eruera said the company would continue to work with Rosie Hols Fiji as a preferred supplier of transfers and other products.

Eruera said Si Holidays remained committed to Fiji.

The Sydney-based firm said it would continue to service all existing bookings and "anticipates that there will be no major change, however a re-issue of documentation may occur", with impacted agents to be contacted.

### Today's issue of TD

**Travel Daily** today has seven pages of news, including full pages from: (CLICK)

- Albatross Tours
- AA Appointments jobs

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**TEMPO HOLIDAYS**



## TAP name change

**STAR** Alliance member airline TAP Portugal has reverted back to its previous name, rebranding as TAP Air Portugal last week.

The change is aimed at boosting the Portuguese national carrier's visibility in the Americas' market.

## QF defends Joyce salary

**QANTAS** has defended the \$24.6 million pay packet handed to its ceo Alan Joyce last year, linking its executive pay rises to a spectacular turnaround in the airline's performance.

While wages nationally remain stagnant, the Qantas annual report released on Fri shows Joyce more than doubled his pay in the 2016/17 financial year to take a place among the country's most highly paid business leaders.

In a statement, Qantas chairman Leigh Clifford acknowledged executive pay packets were high but said they were tied to performance targets for the carrier's senior management.

"There is no question that these



pay outcomes are high," he said.

"That's because they reflect the company's exceptional performance, including our top ranking for total shareholder return among global airline peers and every company on the ASX100," he said.

The airline's share price had risen by 350% over the past three years and the value of executive bonuses - mostly paid in QF shares - had risen with it, he said.

"In the case of Alan Joyce, the rise in the share price increased his total remuneration from \$10.1 million to \$24.6 million," he said.

Joyce took a 5% pay cut and executives received no bonuses when Qantas recorded a loss in 2014, and there had been no increase in the ceo's base pay since 2011.

## New Crystal ceo

**CRYSTAL** Cruises president and ceo Edie Rodriguez has stepped aside in an executive shake-up announced by parent group Genting on the weekend.

Rodriguez will be replaced by Disney executive Tom Wolber who has spent the past 10 years with Disney Cruise Line.

Though no reason was given for the change, Genting chairman Tan Sri Lim Kok Thay credited Rodriguez with successfully launching three new brands - Crystal Yachts, Crystal River Cruises and Crystal Air.

"We thank Edie for her service to the company, appreciate all of her hard work, and wish her the very best in future endeavors," Tan Sri Lim said.

## UK level up & down

**THE** UK has lowered its terrorism threat level from critical to severe following the arrest of two people over Fri's explosion on a London train.

The threat level had been lifted to critical immediately after the incident, in which several people were injured.

## APT fly free Asia

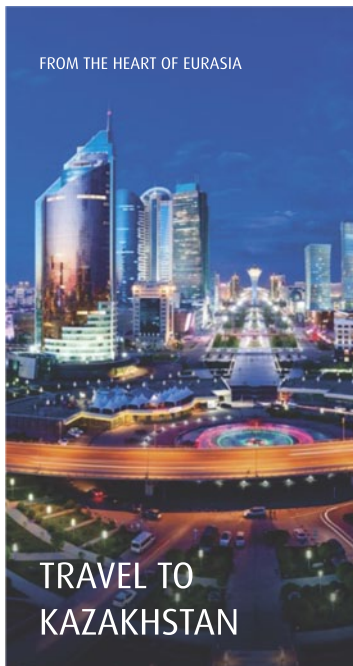
**APT** has released its 2018/19 Vietnam and Cambodia program, offering a fly free deal on bookings made by 28 Feb.

Sailing on the *RV AmaLotus*, the program features the 13-day Vietnam & Cambodia Highlights itinerary travelling between Ho Chi Minh City and the temples of Angkor Wat at Siem Reap, priced from \$6,495 ppts.

New for 2018 is a visit to APT ambassador Luke Nguyen's recently opened restaurant Vietnam House in Ho Chi Minh City to sample the Sydney chef's fusion of Australian and Vietnamese flavours, paired with matching wines.

## JQ boosts MEL/DPS

**JETSTAR** is increasing flight frequencies between Melbourne and Denpasar (Bali) from 10 to 14 flights per week between 02 Feb and 24 Mar, though has not released seats for sale, GDS show.



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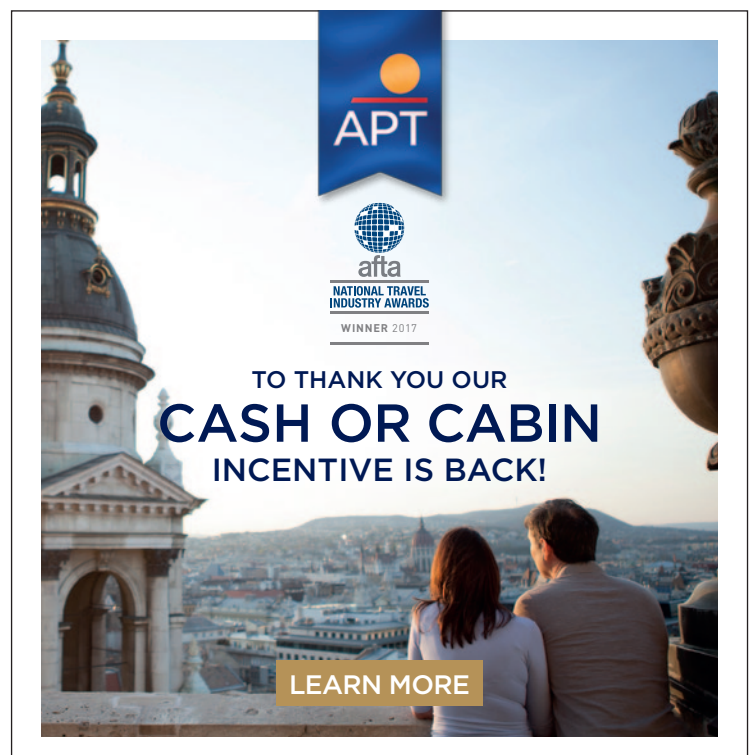
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## TK delight for SYD?

**TURKISH** Airlines says it will add Sydney to its international network in 2018, a year later than initially intended.

The launch of non-stop services from Istanbul to Sydney would see Turkish Airlines compete with Qantas on direct Europe-Australia flights, with Qantas preparing to debut its London Heathrow-Perth route using 787-9s in Mar 2018.

The Star Alliance carrier's board manager & executive committee president Ilker Ayçi flagged the new Sydney direct service as part of its expansion plans which also include Asia and Latin America.

"We should have started flying to Sydney last year but we had faced many problems such as terror and the coup attempt.

"Therefore, we had postponed it. Next year, we will fly there for sure," Ayçi commented.

## AAT Kings goes Sth

**AAT** Kings will add a new Victorian itinerary in 2018 in response to feedback suggesting greater demand for touring in the southern states.

On sale today, the 2018 Australia program includes a new Inspiring New Zealand itinerary and a seven-day Victoria's Hidden Gems luxury small group tour that combines Melbourne with Daylesford, the Great Ocean Road and the Grampians National Park.

AAT Kings md Hans Belle said the new program had a stronger focus on the south, in addition to top selling tours in the NT, WA and Qld.

The 2018 program features Guided Holidays, Short Breaks, Day Trips and Inspiring Journeys.

It is now on sale with a 10% early payment discount for guests who pay in full by 27 Nov.

## Luxperience start

**LUXPERIENCE** 2017 kicked off in Sydney last night with this year's theme "transformation".

Over 350 travel industry reps were in attendance for the sixth annual Thought Leaders Forum and Welcome Cocktail Party, held at the Hilton Hotel, Sydney.

Two panel discussions highlighted marketing in Australia and in China and Instagrammer Lauren Bath spoke on the power of an image to transform lives and businesses.

Extreme sport athletes Glenn and Heather Singleman presented the keynote, which was followed by a welcome cocktail event.

Today marks the first day of appointments at Doltone House Australian Technology Park.

## RB adds Beijing

**ROYAL** Brunei Airlines plans to resume direct flights to Beijing in Dec with a twice weekly service from Brunei using Airbus A320 CEO aircraft.

The carrier said it would move to thrice weekly services "at the earliest opportunity".

Resumption of the flights is subject to government approvals.



## Window Seat

**EMIRATES** have proven they know how to have a good time, celebrating 15 years of flying to Mauritius this year with a spectacular sand sculpture.

The airline enlisted the help of a local artist called Sanjay Jhowry to build a sand sculpture of an A380 on Flic en Flac beach on the western part of the island of Mauritius.

It took the artist and his assistant 48 hours of sculpting to finish the seven-metre long sand aircraft.

A timelapse video of the masterpiece coming together has been posted on Emirates' Facebook page - [CLICK HERE](#).

The work of art is **pictured**, complete with some intrigued bystanders taking in its beauty.



**Wendy Wu Tours.**

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## Travel Daily on location in Kennebunkport, USA

Today's issue of *TD* is coming to you from Kennebunkport, Maine, courtesy of Discover New England and Avis.

**KENNEBUNKPORT**, Maine is a popular US holiday spot, with one of its many attractions being "The Clam Shack" which boasts the best lobster rolls in the USA.

Regular visitors include former US presidents George Bush and George W Bush who have a family compound here, while the region has a host of picture-perfect vistas, beautiful beaches and stunning waterways.

Maine numberplates showcase the state's highly appropriate "Vacationland" nickname, with many other popular spots including Camden, Rockland and Portland featuring rocky coastlines and scenic lighthouses.

## AKL fuel shortage

**AIR** New Zealand has advised it is experiencing disruptions to its operations after fuel supplies into Auckland were temporarily shut down by Refining New Zealand.

The fuel shortage is impacting all airlines operating into and out of AKL, limiting the volume of jet fuel able to be uplifted to 30% of normal usage, Air NZ said.

Around 2,000 customers per day are expected to be affected by flight cancellations over coming days as the airline works to consolidate passenger loads and minimise fuel usage.

So far, 17 domestic and int'l flights have been cancelled thru until tomorrow, while some long-haul services to Asia and the US will be required to take refuelling stops in the Pacific or Australia.

**BARA** (the Board of Airline Representatives of Australia) said it was concerned by the situation, saying the rationing "will affect flights and airline costs between Australia and Auckland".



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## Kris wins Scenic 'Jewels' cruise



**SCENIC** sales development manager Matt Symonds (pictured) delivered "the goods" to Helloworld Travel Bateau Bay's Kris Heke, the winner of an exclusive *Travel Daily* comp that ran throughout the month of Jul.

Soon, Kris and a friend will be off to Europe to enjoy Scenic's luxurious 15-day Jewels of Europe River Cruise.

## Club Med recruits

**SCARLETT** Kass has been named sales and trade marketing executive for Club Med in its Sydney office.

She was recently marketing executive Australia, New Zealand, Asia & Pacific for TUI Marine and worked across The Moorings, Sunsail and Le Boat brands.

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Monday 18th September 2017

## LATAM/AA approval

**LATAM** Airlines and American Airlines have received approval from Brazil's antitrust watchdog for a proposed Joint Business Agreement (JBA) between the two carriers.

The JBA has also been approved in Uruguay and Colombia.

LATAM ceo Enrique Cueto said the agreement would develop tourism and business travel and increase the number of Americans going to South America.

The airlines said it would give Brazilians lower fares and improved connections between the USA and Brazil.

Should the JBA clear its remaining regulatory hurdles, it will be the first joint business operating between North & South America, according to an application filed with the US Dept of Transportation in May 2016.

## Voyages fine dining

**VOYAGES** will add a fine dining experience, Mayu Wiru, to its offerings at Ayers Rock Resort from 22 Oct to 24 Mar.

Designed for 16 people, Mayu Wiru combines three-course Indigenous inspired dining with a Field of Light experience.

Prices start from \$295, which includes hotel transport, full menu, wine and entertainment.

**CLICK HERE** for more.

## Icelandair to DFW

**ICELANDAIR** has announced it will fly to Dallas Fort Worth from its hub in Reykjavik.

The new flight will operate four times a week using Boeing 757-200 aircraft from 30 May 2018.

Icelandic airline WOW Air also announced it would fly to DFW from May (**TD** 08 Sep).

## Magellan celebrates in style



**THE 2017** Magellan Travel Group conference reached a crescendo last Fri with a lavish gala dinner and awards event held at Perth's Crown Towers.

Guests were welcomed by an elder from the Wadjuk Noongar people, the traditional custodians of the land, before Gavin Tollman, global ceo of Trafalgar, addressed the audience with an impassioned story about commitment to service excellence.

Co-sponsor for the evening, Qantas, provided a host of prizes before the awards commenced with Etihad Airways generously providing seven Magellan award winners with business class tickets to Dublin in time for St. Patrick's Day next year.

Winners on the night were Ash Fabiani from Travel Experience.com.au and Chelsey Secker from Angas Travel, Christine Keighley from Complete Travel Services, Laura Noccioli from Travelrite International, Brooke McClune

from World Corporate Travel and Fiona Caffrey from Travel Sense.

There was a fitting tribute to retiring Magellan co-founder Kevin Dale in front of the largest ever gathering of attendees with Sydney's Hyatt Regency announced as the venue for the 2018 conference coinciding with the groups 10th anniversary.

**Pictured** above from left: Andrew Macfarlane managing director Magellan, Andrew Jones chairman Magellan, Kevin Dale co-founder Magellan, Trevor Jones co-founder Magellan.

Inset from left: Rachel Harding director of sales Trafalgar, Andrew Macfarlane managing director Magellan and Matt Cameron-Smith md Australia, Trafalgar.

For more images from the event, see **TD's FACEBOOK** page.



### Sales Executive – Melbourne Based - (Full Time)

Malaysia Airlines is currently going through an incredible transformation and we require the services of an experienced Sales Executive to join our team in Melbourne. Primary responsibilities include: establishing, maintaining and retaining relationships with assigned travel agencies & accounts; effectively servicing existing business & prospecting for new business relationships; establishing growth plans for individual accounts; participating in roadshows, exhibitions and other sales activities; managing reporting for key account holders and seeking new opportunities to promote Malaysia Airlines within the trade.

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## Travel Daily on location in Hawaii

Today's issue of *TD* is coming to you from Maui, courtesy of Hawaii Tourism Authority and Hawaiian Airlines.

**AUSTRALIAN** travel trade partners have enjoyed the weekend in Maui ahead of tomorrow's Global Tourism Summit opening in Honolulu.

Consistently taking out 'Best Island in the World' honours, Maui offers something for everyone including an array of land, sea and air activities; world-class shopping & award-winning cuisine.

This morning Aussie delegates will visit Maui Ocean Center - The Hawaiian Aquarium, featuring over 60 exhibits and voted one of Maui's top rated family attractions.

A stop at Ali'i Kula Lavender on the slopes of Mauna Haleakala will showcase over 45 varieties of lavender, most of which blossom all year round.

This afternoon delegates will enjoy a tasting and guided tour at MauiWine, located on 'UluPalakua Ranch.

And the final stop today will be at the Maui Ocean Vodka Organic Farm & Distillery where the only vodka in the world is powered by the sun, earth and ocean.

Maui also boasts a range of accom options to suit all tastes and budgets, with Aussie delegates sampling the Royal Lahaina Resort and Grand Wailea over the weekend.

More in tomorrow's issue of *TD*.

## Mt Buller discounts

**MT BULLER** is offering spring discounts to celebrate the slopes remaining open an extra week - until 08 Oct - due to the best Sep snowfalls since 1992.

Discounts include 40% off lift passes from today until the end of the season and 40% off beginner group lessons at the Ski & Snowboard School & more.

## NYC+ push Aus focus

**DISCOVER** Long Island and NYC & Company have teamed up to promote Long Island to Australia and Canada.

Called NYC+, the international marketing campaign highlights Long Island as "New York City's Beachfront Backyard", encouraging New York City visitors to extend their stay.

Slated to launch mid-2018, the concept's initial phases will focus on education-based initiatives, including in-market activations and faml tours for 10-15 top travel media and trade reps in the Australian and Canadian markets.

It will also include consumer awareness via digital promotion, digital placements and content on NYCgo.com, aiming to position the destination as a beachfront contrast to the NYC experience.

Kristen Jarnagin, pres & ceo of Discover Long Island, said the two destinations were the perfect combination for int'l travellers.

"The NYC+ concept allows us to build further awareness for our destination highlighting our close proximity to New York City and the natural assets that ensure a visit to our shores complements any New York City vacation," Jarnagin said.

## HA lifts Auckland

**HAWAIIAN** Airlines will up its weekly flights between Auckland and Honolulu to five from 21 Mar in response to strong demand.

The airline said its enhanced schedule would offer greater convenience and flexibility for Kiwi travellers flying to Honolulu and US Mainland cities, as well as more options for inbound travellers visiting New Zealand.



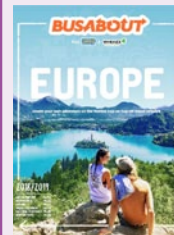
## Brochures

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Tempo Holidays - Worldwide 2018/19

Tempo Holidays has kicked off the release of its 2018/19 programs by introducing a Worldwide brochure. The inaugural edition samples the operator's offering, including "the best of" Latin America, India & Subcontinent, East Africa, the Middle East and Europe. It features new product in India such as a tiger spotting tour and Charming Kerala Spicelands independent tour. In Latin America, there's new Amazon cruises, packages with stays in an Amazon ecolodge and packages to explore southern Chile's lakes and volcanoes.



### Busabout - Europe 2018/19

The 2018/19 brochure from Busabout, HAGGiS and Shamrock Adventures has a new look, with 95% of the program designed using user-generated content. New stops through Portugal and Spain have been added to Busabout's travel network, along with a trip to Bologna, four new Europe Winter & Festive itineraries, nine more Adventures, and a fresh Winter Music Festival itinerary. New additions include the two-day Croatian Adventure visiting Plitvice National Park and Krka National Park. The operator is guaranteeing departures on all trips.



### Trafalgar - Europe and Britain 2018

Trafalgar's latest Europe and Britain program packs in a range of new additions with all 2018 Discoveries departures guaranteed to depart. New to 2018 are the 11-day Wonders of Italy, six-day Madrid Explorer, nine-day Great Iberian Cities, nine-day Best of Norway and six-day Berlin Explorer. Itineraries are split into eight travel styles, including Country Explorer, Discoveries, Regional Explorer & At Leisure.



### Le Boat - 2018

Le Boat's 60-page brochure introduces a new route in Canada - the company's first cruising destination outside Europe. Le Boat is also relocating its North American headquarters to Smiths Falls, Ontario ahead of the 2018 launch of a fleet of 16 vessels designed for multi-day outings along the Rideau Canal. Two new boat models designed for larger groups will be introduced.

## Pan Pac Myanmar

**THE** Pan Pacific brand will debut in Myanmar when Pan Pacific Yangon opens in Nov.

The 336-room, five-star hotel will be located within commercial & lifestyle development, Junction City, and its double-height sky lobby on the sixth floor will offer views of the Shwedagon Pagoda.

## CX firms up neos

**FINAL** terms have been reached for an order between Cathay Pacific and Airbus for 32 A321neo aircraft, to be delivered between 2020 and 2023.

The deal is worth US\$4.06b at list prices and the aircraft will replace 15 A320s and eight A321s operated by Cathay Dragon.

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Monday 18th September 2017

## New Cal comp going off



**ABOVE:** Cheryl Ryan from 123 Travel Conferences in Buderim is hoping to relive the dream in New Caledonia by attaching her favourite photo from the beautiful island nation.

"Love the islands and drinking coconuts," she said in her entry.

**THE** entries are rolling in for this month's competition, offering readers a chance to win a trip to New Caledonia thanks to Aircalin & New Caledonia Tourism.

One lucky winner will receive return Economy class flights from SYD, BNE or MEL and four nights in a one bedroom apartment including daily buffet breakfast at the beautiful Ramada Noumea.

The **Travel Daily** team has been enjoying the entries which highlight something "typically New Caledonian".

Entries for the competition close at the end of the month.

**CLICK HERE** to enter.



**PIP** Minchington from FCM dyed the hair of her friend's 15-year-old daughter to match the "beautiful emerald waters of New Caledonia".

### SHORT

and sweet: David Phillips from Travel Counsellors in Melbourne attached a photo of a beer and crackers.



## Silent check out

**TRAVELODGE** has announced silent check-out at its Sydney Airport property.

The move will allow guests to catch an early flight without having to utter a word, from the moment they wake up to when they step on the shuttle bus.

Guests will be provided with a special clock that can be programmed to produce the smell of bacon or coffee for them to wake up to.

Clients will also be able to check out by pointing to a poster for their reception requests if they're not a morning person.

## QR boosts Sohar

**QATAR** Airways has announced four additional weekly flights to Sohar, Oman, with the increase moving the service to a daily operation, effective 01 Oct.

QR utilises Airbus A320 aircraft on the Doha-Sohar route.

## New Design hotels

**DESIGN** Hotels has announced seven new partner hotels in Europe and Asia will join its growing portfolio.

The Chandolin Boutique Hotel in the Swiss Alps and Erosantorini in Santorini have joined, along with Le Cinq Codet in Paris.

Other hotels include Hotel Liberty, which is housed in an old prison in the German city of Offenburg, and The House Hotel Bomonti in Turkey.

Two Asian properties joined - the Gloria Manor in Taiwan and Vue Hotel Houhai Beijing.

## FJ/IE codeshare

**FIJI** Airways and Solomon Airlines have signed a codeshare agreement for flights between Nadi and Honiara.

The code partnership will take effect on 30 Sep.

FJ flies NAN-HIR on Sat, while IE operates the route on Mon & Tue.

## WIN A TRIP TO NEW CALEDONIA



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](mailto:aircalin@traveldaily.com.au)



### EDITORIAL

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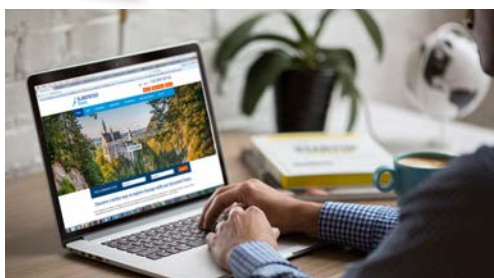
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**A GREAT STEP IN YOUR SALES CAREER**

**DIRECTOR OF SALES**  
**MELBOURNE EXEC PKG + BONUS ++**

We are looking for a DOSM who has experience working with 800+ rooms. Is this you? Join this dynamic leader to help them to develop & manage the sales team, implement sales strategies & campaigns across all segments, budgeting & forecasting all to maximise revenues. Executive salary package on offer. Experience as a Director of Sales, a track record leading a successful sales team along with great communication, presentation & negotiation skills required.

**GROW & DEVELOP**

**KEY ACCOUNT MANAGER**  
**MELBOURNE- SALARY PACKAGE UP TO \$110K**

Are you an experienced corporate account manager looking for a new challenge? You will be responsible for managing an existing portfolio of clients, identifying revenue opportunities, introducing new products, working in partnership with the clients to ensure customer satisfaction & retention of business. Previous account management experience in a TMC environment is essential along with strong relationship building, presentation & sales skills.

**UNIQUE OPERATIONS ROLE**

**NSW OPERATIONS MANAGER**  
**SYDNEY-BASE SALARY TO \$100K + SUPER + BONUS**  
Currently working for a Corporate TMC and thinking about a change? This company rarely recruits at this level which makes this all the more exciting. You will be managing a team of extremely talented corporate consultants on a very high demand account. We need someone extremely qualified in corporate travel, leadership is the key but someone who still understands how to consult is very important to this role. Call today to find out more.

**NSW & VIC BDMS IN HOT DEMAND**

**INDUSTRY SALES EXECUTIVES**  
**SYDNEY & MELBOURNE - TOP SALARY PKG & BENEFITS**  
Our clients are searching for experienced industry BDMS who are passionate about increasing sales with the ability to source and secure new business. You will have a real drive, passion and understanding of the travel industry, along with the ability to establish relationships and conduct presentations to secure wins for the business. There are a number of roles and companies to choose from across NSW & VIC, call today to find out more.

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com.au](http://www.aaappointments.com.au)