

Travel Daily

First with the news

Friday 10th August 2018

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Taiwan Roadshow

TAIWAN Tourism Roadshow is set to visit Brisbane, Melbourne and Sydney in early Sep.

Guests will hear from travel operators and airlines and enjoy Taiwanese delicacies.

For more information, see **page 10** of today's edition.

QF int'l mobile check-in

QANTAS has confirmed it is now possible to use mobile check-in and receive a digital boarding pass across most of its international network.

The carrier has moved swiftly to extend the functionality, following a regulation change announced by Federal Minister for Citizenship Alan Tudge earlier this week (**TD** 06 Aug).

As well as allowing digital boarding passes on domestic services, Qantas also added the option on trans-Tasman flights last year (**TD** 19 May 2017).

QF digital boarding passes for

international services are now available via web and mobile check-in on the Qantas App and the carrier's website.

Previously customers who checked in for international flights online were required to print their boarding pass at home or at the airport.

The change applies to most QF international flights departing Australia and also on most services departing from ports overseas, with current exceptions including the US, China, Indonesia, Singapore and the Philippines.

Customers departing Singapore will be able to access digital boarding passes from later this month, while the option is expected to be available for US departures from Oct 2018.

Qantas said pax could now finalise check-in and passport checks online & head straight to the lounge or boarding gate after passing through immigration.

Cornerstone promo

CORNERSTONE Learning and Development is promoting the training, resources and development it provides to the travel and tourism industry.

For more details about what's on offer, see **page 12** of today's edition of **Travel Daily**.

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Today's issue of TD

Travel Daily today has nine pages of news, including a photo page for **Silversea Cruises** plus full pages from:

- Taiwan Tourism
- Travel Trade Recruitment
- Cornerstone

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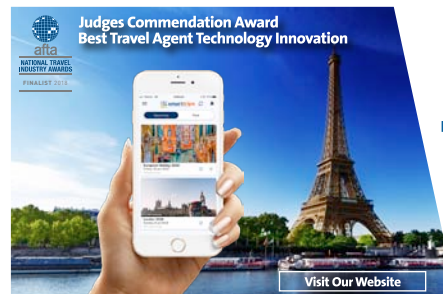
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*Connection to QDP is subject to terms and conditions see www.qantas.com/ndc

Travel Daily

Friday 10th August 2018



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Get ready to deliver smarter travel documents and provide next level service and engagement to your clients.

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Uganda famil spot

THE Africa Safari Co has advised that due to a cancellation it has one place available on an upcoming Discover the Gorillas of Uganda famil at the end of Nov.

For details contact Susie Potter on 1800 659 279.

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Industry shows support

MAJOR players in the travel industry have banded together to support drought-stricken Aussie farmers, with Qantas the latest company to pitch in by pledging \$3m in aid this morning.

The carrier has donated \$1 million to charity Rural Aid effective immediately, with funds to finance hay bales, water trucking, groceries and mental health counsellors.

Qantas and Jetstar will run a number of appeal initiatives to raise another \$1 million, with QF to match these efforts to create a total donation of \$3 million.

Regional Express (Rex) has also pitched in by setting aside \$1 million in drought relief support.

The Rex Drought Relief fund will be available to community groups working to alleviate the impact of the drought, in the form of \$4

of travel on the Rex network for every \$1 they raise.

The regional carrier also intends to begin collecting donations on all flights to provide cash contributions to a nominated charity with details still to be determined.

Latin America and Polar region specialist Chimu Adventures is doing its bit to support Australia's farmers, offering to donate a bale of hay for every booking made during Aug (**TD** 07 Aug).

The contribution was donated via Rural Aid, with the operator urging other travel players to get involved.

To donate to the cause, head to ruralaid.org.au.

Seabourn to Cuba

ULTRA-LUXURY cruise line Seabourn will operate its first cruise itineraries to Cuba late next year, sailing from Miami and Puerto Rico on *Seabourn Sojourn*.

The line becomes the third Carnival Corporation brand to receive approval for Cuban sailings and will offer four different itineraries and five departures, each between 11 and 14 nights.

On sale now, the cruises will visit Cuban destinations including Havana, Antilla (Nipe Bay), Cienfuegos, Punta Frances and Santiago de Cuba.

Departures are in Nov and Dec 2019 - **CLICK HERE** for details.

OOE new flights

EXPEDITION cruise specialist, One Ocean Expeditions (OOE), has introduced new air access to its 2019/20 Antarctica Cruise season from Nov.

The flights will operate from Santiago, Chile, to the Falkland Islands for guests travelling on board OOE's *RCGS Resolute*.

The flights will ease transit logistics into Mount Pleasant airport in Stanley, Falkland Islands, and allow more time for pre/post cruise excursions.

Hammons to keep BridgeClimb staff

HAMMONS Holdings, the owner of Scenic World in the NSW Blue Mountains and the successful tenderer for Sydney Harbour Bridge Tourism Activities (**TD** 15 Jun), has agreed on terms for the acquisition of the existing BridgeClimb Sydney assets.

Hammons Holdings ceo David Hammon said the agreement also provided for the transition of employees, and would ensure no disruption to current operations.

"This is a great outcome for all parties," he said.

"The team and I are looking forward to delivering on our commitment to expanding public access to the Bridge, rolling out new offerings and using innovative technology to enhance the visitor experience."

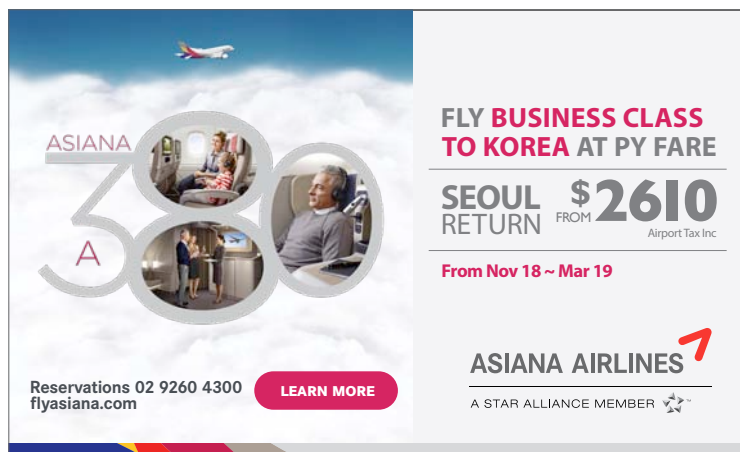
Hammon acknowledged the "pioneering work" of BridgeClimb founder Paul Cave and his team, who had developed the bridge into such a popular attraction.

The acquisition is expected to settle on 30 Sep 2018.

G Adv agent guide

G ADVENTURES is gearing up to host a series of agent events on the east coast to outline its new Agent Guide "bible".

Events will be held in **SYDNEY** on 22 Aug, **MELBOURNE** on 28 Aug and **BRISBANE** on 29 Aug (click relevant city for full details and to register).



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TAUCK

Solomons prizes

TOURISM Solomons is marking the launch of its new branding (TD 06 Jul) with a travel agent competition that offers a chance to win a \$100 pre-paid Visa card.

Agents can also win one of two \$50 Visa cards by completing the sentence "Solomons Is..." in five words or less.

Entries should be sent to Tourism Solomons' marketing representative Richard Skewes via richard@ptm.net.au by close of business on 24 Aug, with the winners announced on 03 Sep.

Windsor sales head

MELBOURNE'S Hotel Windsor has appointed Peter Foster as director of sales and marketing.

He joins after previous roles at groups including Raffles Hotels & Resorts and One&Only Resorts, having worked in posts from the UAE to Thailand, Indonesia, Cambodia and the Maldives.

Sydney hotel data cools

SYDNEY'S hotel sector has shown further signs of cooling, with a second consecutive month of declining rates and occupancies posted in Jul.

After a long stretch of tight availability and strong rates, the latest preliminary data from STR shows hotel performance in the harbour city has been hit by significant growth in supply.

Occupancy rates were at their lowest levels for a Jul period since 2009, averaging 80.5%, or seven percentage points down on the same month last year.

Supply was 5.1% higher as a result of a string of new hotel projects and expansions coming online, while demand was down by 2.2%

Average daily rates were down 6.9% on Jul 2017 to reach \$194.05, while revenue per available room (RevPAR) was down 13.4% to \$156.12.

STR said average daily rates in the NSW capital were at their lowest levels for any month since Sep 2014.

It attributed the slump in demand partly to lower levels of significant events being held in Sydney during Jul, which also impacted on rates.

In Jul last year, the city was boosted by two Arsenal football matches played during the team's international tour.

In the past year Sydney has welcomed several major new additions to its hotel stock, ending a long period in which no major developments were unveiled.

Additions have included the 590-room Sofitel Sydney Darling Harbour which opened in Oct, while other projects are due to open in coming years including a W Sydney at Darling Harbour and Crown Sydney at Barangaroo.



EVER feel like the paperwork is cramping your style? Perhaps had one of those weeks where the admin work seems to be holding you back?

Spare a thought for the crew of American Airlines Flight 163 from Washington to Los Angeles, who were quite literally prevented from taking off this week because of too much government paperwork.

The *Washington Post* reports the AA service was delayed by half an hour when the pilot decided to offload more than 600kg of government documents that had made the aircraft too heavy to fly safely.

There was no word on whether the documents related to the Mueller investigation into President Trump's Russian links.



AGENT INCENTIVE

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*Conditions apply. Valid for new bookings only. Bookings must be made and deposited in the incentive period, 1 August – 30 September 2018 to go into the draw to win 1 seat. Incentive based on all Antarctica Flight bookings. If consultant is unable to travel on the provided dates the seat may be transferred to a sales consultant within the same agency. ANT256

IATA traffic results

THE International Air Transport Association (IATA) has announced global passenger traffic demand for Jun increased 7.8% when compared to the previous corresponding period (total revenue passenger kilometres).

The same metric found an even bigger spike was experienced in the Asia Pacific for Jun, improving by 11.2% on Jun last year and accounting for 33.7% of total global traffic.

Domestic Australian passenger traffic was up by 1.8% for Jun on the same period last year.

Aurora trade launch

AURORA Expeditions has added more space for its remaining Americas 2020 product launches happening this month.

There's still time to register for events taking place in Hobart on 14 Aug; Cairns on 15 Aug; Wollongong on 21 Aug and Canberra 22 Aug - **CLICK HERE**.

Viking Ultimate

VIKING Cruises has introduced a new 245-day Viking Ultimate World Cruise, a roundtrip sailing that threads together four segments departing London in Aug 2019.

The world trip includes a Sydney to London leg, offering visits to 21 countries and 39 guided tours with eight overnight stays, exploring destinations such as China, Thailand and India.

The package is priced from \$38,995pp and departs Sydney 11 Feb 2020.

WA wine plan

WINES of WA has launched a \$2 million marketing campaign in a bid to boost int'l visitation to the state's wine regions.

The aim of the push will be to build on hotspots like Margaret River and create new wine tourism experiences in other areas to increase tourist spend and length of stay in WA.

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Mamma Mia comes to Qld



THE APT Queensland team took a unique spin on the white theme at the RACQ conference and awards night on Sat, with the group rocking up to the night dressed as ABBA.

APT gave away five awards throughout the night, with Stacey Moffitt from RACQ Maroochydore winning the Award for Top Consultant for APT & Travelmarvel sales 2017/2018 and qualifying for the Travelmarvel Top Achievers trip.

Karen Robinson and RACQ

Maroochydore took home the Top Office award for sales 2017/2018.

"Everyone had a great time and the team can't wait for the next one to improve on their impressive repertoire," said Karen Newbury, Qld state manager, APT.

Pictured are: Karen Robinson, RACQ Maroochydore; Stacey Moffitt, RACQ Maroochydore; Camille Moore, Qld bdm; Graham Werner, Qld bdm; Karen Newbury, state manager Qld and Marlene Nolan, Qld bdm.

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New York ride-sharing shift

THE New York City Council has voted in favour of new legislation relating to ride-sharing services such as Uber and Lyft, placing a cap on the number of vehicles they are permitted to operate.

The bill has also imposed minimum pay standards for all drivers, with the arrangements to be regulated by the city's Taxi and Limousine Commission (TLC).

New York mayor Bill de Blasio

has promised to sign the proposal into law, saying "more than 100,000 workers and their families will see an immediate benefit from this legislation".

The TLC recently conducted a study finding Uber and Lyft had 80,000 drivers in New York, plus about 13,500 yellow cab drivers.

The report found 85% of drivers earned less than the US\$15 per hour minimum wage.

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Norwegian Brazil OK

FAST-GROWING low cost long-haul carrier Norwegian Air has been approved by authorities in Brazil, with the Scandinavian airline expected to shortly announce new routes between Europe and South America.

Brazil's civil aviation agency ANAC said Norwegian would be able to commence flying once it was issued with a Brazilian AOC.

There's speculation the carrier's first Brazilian route will be from London.

Downton deals

VIKING Cruises has announced an extension of its partnership with Highclere Castle in the UK, which served as the fictional setting for the popular TV period drama *Downton Abbey*.

Viking has achieved strong brand recognition in the USA due to advertising that screened during the program, and has now signed on as a sponsor of a "Heroes at Highclere" charity event next month.

The company also offers a variety of shore excursions allowing guests to experience life at "The Real Downton Abbey," with a three-day pre- or post-trip extension available for guests on selected river and ocean cruise itineraries.

Turkish map plan

TOURISTS navigating their way around south-eastern Turkey may need to update their GPS in the future, if a proposal to change the borders of a region called Batman is accepted.

Planning officials are grappling with an unusual submission relating to the province, which is home to about 500,000 people, as well as a city and river of the same name.

A petition has been launched urging that the boundaries be modified from the current boring shape (right)



to make them more like the superhero's logo (below).



The petition by Kemal Atakan Kirca to the Regional Governor has so far garnered more than 23,000 signatures, with Kirca saying "by changing the border, we can make it more realistic!"

As well as having the same name as a TV, comic book and movie hero, Batman's main industry is oil production.

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GROUP
JOURNEYS



Georgia on their minds

CROOKED Compass recently hosted this group of Australian travel agents on its Discover Georgia small group tour, taking them off the beaten track to discover the burgeoning destination described as the “crossroads of Western Asia and Eastern Europe”.

According to Crooked Compass founder Lisa Pagotto, highlights of the trip included trekking through remote villages in the Svaneti region which were delightfully decorated with wildflowers, as well as hiking to carving glaciers, exploring ancient watch towers and staying in remote villages only accessible on foot.

Pictured above are: Margaret Nagy, Danube Travel; Craig Thomas, MTA Travel; Lisa Pagotto, Crooked Compass; Mark Snoxell, Exposure Downunder; Beverly Burt and Di Yates of TravelManagers; Nina Karnikowski, Travels with Nina; and the group’s local guide.

Cunard adds tours

CUNARD Line has announced the debut of new “voyage and tour packages” which will allow guests to immerse themselves in key ports such as Rome, Hong Kong, Dubai and Cape Town.

Available for guests aboard Cunard’s flagship *Queen Mary 2* as well as *Queen Victoria*, the three- to four-day packages include upscale hotels and a “lively mix of iconic landmark and cultural activities,” Cunard said.

Oman Air boosts LH codeshare

LUFTHANSA and Oman Air have confirmed an expanded codeshare partnership, covering a range of LH European routes.

LH flights now carrying the OM code include services to Barcelona, Brussels, Madrid, Prague and Vienna departing from both Frankfurt and Munich.



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.

Guests will receive a 10% earlybird discount on bookings paid before by 31 Jan for the Majesty of the Canadian Rockies tour with **Luxury Gold**. The deal is valid for 12 and 19 May 2019 departures and prices start from \$9,810 per person twin share. Call 1800 621 387 for more details.

Time is running out to take advantage of the closing down sale for the **Solar Springs Retreat** in the Southern Highlands. A midweek special is priced from \$250 per person, per night, available for stays Sun to Thu 26-31 Aug, 2018. Call 1800 044 944 for more information.

Metro Hotels & Apartments is offering a range of deals at its hotels Australia-wide, including the “Girls’ Night In Package” at the Metro Hotel Perth. The special is priced from \$159 per person, per night and offers sparkling wine on arrival, valid until 25 Jan, 2019. Book **HERE**.

When booked before 31 Aug 2018, the **PARKROYAL Penang Resort** in Malaysia is providing a 25% discount on daily accommodation rates, including added extras such as breakfast for two and 20% off food and drinks. The deal is valid until 21 Jan 2019. Call 1800 192 144 for more.

Savings of \$548 are currently available for **Intrepid’s** eight-day Best of Jamaica trip departing 01 Sep 2018. The package is priced from \$1,647 per person twin share and includes a visit the Bob Marley Museum to learn the musical background of the island. **CLICK HERE** for more.

The Celebration Travel Company has announced a package deal to Fiji which features five-night Island Bure accommodation at Castaway Island Fiji, meals and welcome cocktails. The deal is priced from \$1,879pp for stays 15 Oct-23 Dec, 2018, and also between 14 Jan-31 Mar, 2019. Offer valid until 31 Aug. Email **HERE** for more info.

Tourism Aus deals

TOURISM Australia (TA) has signed several agreements with companies in China and Europe to boost visitation.

An agreement was signed with Chinese travel platform Mafengwo.cn to supply its users with info on TA’s key Chinese distribution partners.

MEANWHILE, a strategic marketing deal was also drawn up with Cathay Pacific Airways to promote Australia to high-spend Chinese business events professionals.

TA has also launched a range of travel offers to German travellers based on blogs on its German content hub, Australien hautnah.

Apollo acquisition

APOLLO Tourism & Leisure has formally completed the acquisition of caravan brand Fleetwood RV for \$1 million (**TD** 21 Jun).

Otago trail extension

THE Central Otago Queenstown Trail Network in NZ will see 122km of new trail added after NZ\$13.2m of funding was granted by the Nga Haerenga New Zealand Cycle Trail: Enhancement and Extension Fund.

When completed, the trail will be a continuous 530 kilometre trail network extending across the Otago region.

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What is a Host Agency?



CORPORATE UPDATE

Horne's pinnacle of success



HERE'S proof that the path to success in corporate travel doesn't only take place under the fluoro lighting of the office space. Reho Travel ceo Karsten Horne this week posted this triumphant image online, showing his successful assault on Africa's highest point, the snow-capped

volcano Mount Kilimanjaro. Horne is **pictured** on the mountain's 5,895m summit in an image that has earned hearty congratulations from industry colleagues on LinkedIn. Reho Travel is a member of Helloworld Business Travel, with offices in Sydney and Melbourne.

IHG unveils corp program

THE InterContinental Hotels Group (IHG) has launched its new corporate program IHG Business Edge, aimed at small and medium sized enterprises (SMEs).

In development for the past year, IHG says its new platform has been developed based on the insights of 2,100 global SME customers, and then piloted with 300 companies across 17 countries.

About 1,500 companies have signed up prior to launch, with IHG saying the offering streamlines the negotiation process, rewards loyalty and consolidates data and booking into one customer portal.

"We knew that there was an unmet need for a travel buying program specifically designed for SMEs – a group of customers who can often be underserved by the industry," said IHG svp of global sales Derek DeCross.

"We worked together with

SMEs to design the program and they told us that a discount program alone is not compelling enough to drive their loyalty and engagement," he said.

"They didn't want lengthy negotiations - but rather a rich discount they could count on, reliable reporting and insight into the latest information, as well as access to a diverse corporate network of other similar organisations."

IHG Business Edge is open to companies with fewer than 250 employees and up to US\$50 million in revenue, that spend at least \$5,000 annually with IHG.

Discounted rates are offered at participating hotels across IHG's stable of more than 5,400 properties and 15 brands, including InterContinental Hotels & Resorts, Holiday Inn Hotels & Resorts, Crowne Plaza Hotels & Resorts and Kimpton Hotels & Restaurants.



Corporate Chatter

With Peter Williams

Service still matters

IT MAY be easy to believe that in the world of corporate travel, dominated by OBE's, portals, data & expense management, reporting, API's, NDC & AI...that success for a TMC is all about innovative technology.

Well depending on which article you read, it's said it costs somewhere

between five to 10 times as much to attract a new customer as it does to retain an existing one, with statistics showing that improving customer retention rates will not only increase your immediate revenue but will also create sustainable growth for the future of your business.

In a time when competition is so fierce, the need to establish a close relationship with clients and foster loyalty has never been more necessary. The impact of that loyalty can be far-reaching, particularly in the SME sector where the image and reputation of your business is so important.

While innovative technology is becoming more critical, taking it back to basics, you can't go past

exceptional customer service – offering that genuine personalised level of service in corporate travel is what will set you apart from your competitors and build customer loyalty. Successful account management requires a multifaceted approach that affirms positives, while accepting shortcomings along the way.

Deliver what you say you will, within the appointed timeframe. Clients value your services most when you show them you respect deadlines and fulfil promises. Review client expectations on a regular basis and be sure their

focus remains unchanged, as assumptions can cost you dearly.

However you approach it, keeping valuable clients happy is imperative, no matter the size of your business. Master the art of account management and you'll ensure your clients not only remain with you for the long term, but act as great spokespeople, spreading good reviews and encouraging new customers to your business.

‘However you approach it, keeping valuable clients happy is imperative, no matter the size of your business’

Peter Williams is chief executive officer and director of Phil Hoffmann Travel, winner of the Best Travel Agency Retail - Multi-Location award in the 2018 National Travel Industry Awards.

Rates to fluctuate

TRAVELLER security and political unrest are likely to trigger significant hotel rate fluctuations globally, according to the latest Hotel Monitor forecasting report by American Express Global Business Travel (GBT).

The 2019 Hotel Monitor says geopolitical factors and economic forces at local and global levels are driving a diverse range of conditions for companies negotiating hotel rates.

The report says global trends - such as the UK's departure from the European Union and changes to the North America Free Trade Agreement - are also likely to impact trade and travel.

CLICK to request the report.

Traxo targets SMEs

TECHNOLOGY company Traxo will next week introduce its new Traxo Connect product for small to medium sized enterprises (SMEs) at the Global Business Travel Association (GBTA) convention in San Diego.

"Many small to medium companies have told us they need better tools to manage their corporate travel activity, but really don't have a need for the full-service solutions typically offered by TMCs," said Traxo Founder and ceo Andres Fabris.

He said Traxo Connect for SME would provide "best-in-class tools" to manage corporate travel spend in real-time, while still allowing employees flexibility.

Silversea - a decade of expeditions

THIS week Silversea Cruises celebrated 10 years of expedition cruising with a series of industry events held in Brisbane, Melbourne and Sydney. Hosting the sessions was Conrad Combrink, the cruise line's senior vice-president, strategic development expeditions & experience.

Combrink, who helps curate shore excursions at almost 1,000 cruise ports across the globe, showcased new Silversea itineraries for 2020, along with an overview of product enhancements including the newly unveiled Project Invictus upgrade program announced last month.

Silversea sales director for Australia and NZ, Craig Owens, said "globally there are 1,000 cruise ports of which Silversea call to 956 on all seven continents, with even more ports being added".

The Queensland event took place at the Brisbane Sofitel Hotel, while in Melbourne guests were hosted at the Langham. The Sydney venue was particularly appropriate given the expedition cruise theme, taking place at Wild Planet at the Australian Museum, followed by another function yesterday at the Bennelong Restaurant at the Sydney Opera House.



SILVERSEA'S Craig Owens, Conrad Combrink; Christine Gardiner, expedition bdm; and Jacqui Tufala, bdm for Qld, at the Sofitel, Brisbane.



THE Silversea team at Sydney's Bennelong Restaurant yesterday.



CRAIG Owens; Athena Franks, Clean Cruising; and Craig Andrew Reid, The Village Travel.



Karen Robinson and Sharon Godden from Travelview; Christine Gardiner, expedition bdm; Conrad Combrink, Silversea; and Julie Golding at The Australian Museum.



ANASTASIA Kotandis, Silversea bdm for Vic/Tas; Craig Owens; and Shaun Abblitt, Travel Associates Kew at the Langham, Melbourne.



LEANNE Fonagy, Silversea; Karen Robinson and Sharon Godden, Travelview; and Craig Owens, Silversea.



THERESA Kwong, Anne-Maree Selmo, Craig Owens, Karin Evert, Diane Burney, and Tanya Patterson (front), TravelManagers Melbourne.

Get Global prizewinners



AT THE Get Global 2018, trade event held last month at the ICC Sydney, 27 prizes were awarded to a collection of lucky attendees (pictured).

To enter, buyers had to use the Get Global app, developed in conjunction with Touchpoint, to arrange their appointments

throughout the day.

Get Global co-founder Donna Kessler said "all our winners will be heading off to new adventures in the next year", with prizes ranging from 12 nights at four luxury properties in Fiji to a round of golf and stay at the famous St Andrews course in Scotland.

EXHIBITOR SPOTLIGHT

TIE

TIMOR-LESTE

Now isn't this water begging to be jumped into? Jaco Island is one of Timor-Leste's best kept secrets. With crystal clear waters and bountiful marine life to be explored, shouldn't Timor-Leste be the next destination on your travel hit list?

Explore the undiscovered at Timor-Leste.

stand # T53

website www.timorleste.tl

email gobie.rajalingam@asiafoundation.org



Travel Industry Exhibition (TIE) runs 21-22 Aug, Dockside, Darling Harbour, Sydney

WIN A LUXURY RIVER CRUISE



This month, Scenic and *Travel Daily* are giving readers the chance to win a luxurious river cruise. Experience a 15-day cruise in a balcony suite. The prize includes:

- Jewels of Europe river cruise for 2 people departing Oct 2018
- All-inclusive cruise including butler service, complimentary beverages all day, everyday, all meals, and all tipping & gratuities

SCENIC
LUXURY CRUISES & TOURS

To win, answer every daily question correctly and have the most creative answer to the final question. Send your answers to scenic@traveldaily.com.au

Q8. Which two ships have the exclusive Scenic Culinaire cooking experience?

AC animal transport

AIR Canada Cargo has become the first airline to receive a new global certification for the safe transport of live animals.

The achievement was awarded by the International Air Transport Association, which launched the new certification program earlier this year to improve and reinforce the safety and welfare of animals travelling by air.

Hilton opening

HILTON has announced the opening of its new hotel, the dual-branded Hampton Inn by Hilton Teaneck Glenpointe and Homewood Suites by Hilton Teaneck Glenpointe, near NYC.

The property has 350 new rooms, 24-hour fitness centre, indoor pool and a shared meeting space that can accommodate up to 100 people.

New solo tours 2019

INDIA Unbound has welcomed two new group tours to India and Sri Lanka designed especially for solo women travellers in 2019.

Insights of India departs in Apr and Sri Lankan Discovery runs in Jul, with both tours including accommodation, authentic experiences, and guided tours.

For more, **CLICK HERE**.

New bike trails

THE re-development and expansion of the mountain bike and shared-use trails at Casuarina Coastal Reserve and Charles Darwin National Park has begun, with completion set for late Oct.

Casuarina will receive two new trails while five existing trails will be upgraded.

At the National Park, five new trails will be added and existing tracks will also be upgraded.

NEED TO FIND A PARTICULAR TRAVEL SUPPLIER?

[VIEW THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY HERE](#)

TUNE IN TO TAIWAN!

Taiwan is trending stronger than ever as a vacation destination for Australians. In fact, more than 100,000 of us visited Taiwan in 2017, and that record figure is expected to rise even higher this year thanks to better direct flight connections.

So what's creating all the buzz? Taiwan's incredible scenery, unique Asian culture and fabulous cuisine are all world-class draws for starters. In 2017, *Rough Guides* (UK) named Taiwan one of its top ten must-visit travel destinations in the world.

Australian travel blogger and television presenter, Jennifer Adams, founder of the *Places We Go* TV travel series, explored Taiwan earlier this year and can't recommend the destination highly enough. She picks out the friendly Taiwanese people, the beautiful countryside, the rich variety of tasty local food, the comfortable and diverse accommodation options, and the fascinating




culture as the main reasons why everyone should add Taiwan to their travel bucket list.


Want to discover more about Taiwan's attractions for yourself? Enjoy first-hand expert insights by visiting one of the upcoming **Taiwan Tourism Roadshows** in **Brisbane** (4 Sep), **Melbourne** (5 Sep) or **Sydney** (6 Sep). Hosted by Jennifer Adams and featuring representatives from specialist travel operators and airlines, you'll learn more about Taiwan's latest tourism promotion campaigns: **2018 Year of Bay Tourism** and **2019 Small Town Tourism**.

Each Roadshow will also treat you to local Taiwanese delicacies and live performances from Taiwan's international award-winning music group, Judy's Harmonica Ensemble. Sounds like the perfect combo!



 taiwan.net.tw

 [ttb_aunz](https://www.instagram.com/ttb_aunz)

 [Taiwan Tourism Australia and New Zealand](https://www.facebook.com/TaiwanTourismAustraliaandNewZealand)



Taiwan Tourism Roadshow (Brisbane)

4 Sep 2018 (Tue): 17:00-22:00
Hilton Brisbane (Ballroom)

Taiwan Tourism Roadshow (Melbourne)

5 Sep 2018 (Wed): 17:00-22:00
Sheraton Melbourne Hotel (Ballroom)

Taiwan Tourism Roadshow (Sydney)

6 Sep 2018 (Thur): 17:00-22:00
Marriott Hotel (Ballroom)



Working in partnership with the Australian Travel Industry

Tour Coordinator

Sydney, High Base + Super, Ref: 4054AJ01

Join a well-established and highly regarded company providing exciting, one of a kind itineraries to educational groups, clubs and various associations. We are currently searching for a superstar within the travel industry who is looking to step away from the face to face operations and move into the exciting behind the scenes, product based side of the industry. This will be a great introduction to product and offers the rare opportunity to get into this highly sought after career path.

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

Leisure Travel Consultant

Perth, Up to 50k + Super, Ref: 2345JB1

An exciting opportunity has just opened up with a high end leisure agency located near Perth CBD! Our client is seeking an experienced consultant with a minimum of 2 years in the travel industry. You will have strong GDS skills, a passion for travel and the ability to build strong rapport with customers. If you enjoy creating luxury itineraries that include air, cruise and land, then this role is for you. Competitive base salary and free secure parking. Mon - Fri with the odd Saturday shift.

For more information please call Jacqueline on (08) 6365 4313 or click [APPLY](#) now.

Senior Cruise & Travel Consultant

Brisbane, Up to \$50k Base + Super + Comms, Ref: 2514SZ2

My client is a fast paced award-winning online agency currently seeking a talented travel or cruise consultant selling cruise & worldwide land / air packages. You must be hungry to want to earn top dollars by doing what you love and be rewarded with famils & top commission. This role would suit someone that wants a supportive team environment, work / life balance, a relaxed & fun atmosphere, breakout area, own lockers & shower facility with full kitchenette & magnificent views at your desk.

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

Wholesale & Reservations Consultant

Melbourne, \$55k-\$65k, Ref: 3562HC1

Become a specialist! This is a fantastic opportunity to join a well-known travel wholesaler in Melbourne. This company is extremely reputable and well established and offer a secure and stable working environment. You will be dealing with travel enquiries from the trade and using your extensive travel experience and sales abilities to secure bookings. You will be dealing with travel enquiries from the trade and using your extensive travel experience and sales abilities to secure bookings.

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

Business Development / Sales Manager

Newcastle, Competitive Salary + Bonus, Ref: 3558SJ1

Do you have a sound understanding of Corporate Travel Sales, Business Development experience and a proven sales record? A Travel Management company is now looking for a Business Development Manager to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects across corporate prospects. I am looking for someone with good corporate networks in Newcastle and a hunter mentality for this opportunity.

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

Travel Product Manager

Gold Coast, \$55k-\$65k + Super, Ref: 2050AW1

This travel and tourism company are looking for an experienced Product Manager to continue to grow their career in travel! If you are career driven and if you love negotiating rates and contracts, sourcing and developing products and managing relationships, then this role is for you! Working with management to deliver key product information to load and support teams; as well as retail consultants; you will have fantastic communication and relationship building skills! Monday – Friday.

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

Experienced Travel Consultant | Immediate Start

Sunshine Coast, Competitive \$, Ref: 1312CGA1

Love the thrill of the travel industry but sick of booking boring itineraries? This is an opportunity to sell luxury packages and cruises to high end clientele! You can stay in retail and can work predominately Monday to Friday! Dealing with clients in a shop front boutique agency, preparing tailored itineraries to some exotic and off the beaten path destination. Big spenders and a fun working environment! With achievable targets & lucrative earning potential, you can DOUBLE your pay!

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

Travel Consultant – Retail to Corporate

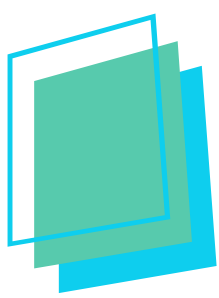
Melbourne, OTE \$75k, Ref: 1247JP1

If you're looking to take that next step in your travel career and step away from face to face retail and you're wanting to step up to corporate travel this is a great opportunity to achieve your goals. In this role the world is actually your oyster with endless career opportunities in Australia and overseas – That's right you could get paid to travel. You'll also be rewarded with a great base salary with uncapped commission. To be successful in this role you will need to have a drive to sell.

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



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