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# **SILVERSEA**

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## Helloworld TTV nears \$3b

**GROWING** ticketing volumes have boosted Helloworld Travel's total transaction value (TTV) to almost \$3 billion in the first half of the financial year, despite the impact of airfare discounting.

The company today revealed its first-half results, showing TTV up 2.7% over the same period last year to \$2.968 billion and earnings (EBITDA) up 18.2% to \$35.5 million (**TD** breaking news).

Its pre-tax profit was up \$7.3 million, or 39.2%, to \$26 million, in line with market guidance.

Revenue was down 3.7% to \$164.9 million in the six months to 31 Dec, which Helloworld said was mainly because the prior corresponding period included revenue from the disposed air representation business, disposed company-owned stores and the

restructured Insider Journeys business.

Excluding these factors, revenue was down about 1%, reflecting continued lower airfares.

In the company's Australia segment, TTV totalled \$2.5 billion, up 2.1%.

"Despite falling international and air ticket prices, the segment delivered increased TTV driven by growth in key corporate and cruise sectors and airline ticketing transaction volume," the company said.

The Helloworld Travel retail network grew by 50 during the six months to total 2,065 members across Australia and New Zealand, while the company says its planned acquisition of the Magellan Travel Group is due to be completed by the end of Feb.

An interim dividend of 7c per share was declared.

### Today's issue of **TD**

*Travel Daily* today has nine pages of news and photos, a front cover wrap for **Silversea Cruises** plus full pages from:

- Lux Island Resorts
- AA Appointments jobs
- Hotel Connection prod page

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### Silversea summer 19

**SILVERSEA** is gearing up to celebrate *Silver Muse's* maiden season in Australia as part of the line's 2019 summer program.

See today's **cover wrap**.

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## QF ACCC response

**IN A** joint statement, Qantas and Emirates have welcomed the ACCC's draft determination that proposes to grant authorisation for the extension of their pact for another five years (**TD Fri**).

"The first five years of the partnership have lived up to the promise of serving our customers better, together, and the changes to our network are designed to reinforce this for the next five years," a QF spokesperson said.

"With three options to get to Europe, via Perth, Singapore and Dubai, & more frequencies between Australia and NZ, the partnership better reflects customer demand, leverages new aircraft technology and plays to each airline's respective network strengths," Qantas said.

An Emirates spokesperson said that over 8 million passengers had benefited from its joint network with Qantas since 2013.

A final decision on the alliance renewal is expected next month.

## Queen Liz Melb homeport

**CUNARD** has unveiled its 2020 deployment of *Queen Elizabeth* in Australian waters which will see the luxury liner based here for an unprecedented 101 days.

Around 12 months ago, Cunard revealed *Queen Elizabeth* had been scheduled to operate a 54-day season down under, sailing from Sydney and Melbourne in Feb & Mar 2019 (**TD 28 Feb 2017**).

Announced this morning, the new 2019/2020 summer season will see *QE* offer three times as many round-trip sailings from Melbourne compared to Sydney (six and two respectively).

Cunard senior vice president Simon Palethorpe said the stretched local season reflected "the importance of the Australian cruise market to Cunard as well as Melbourne's growing attraction as a cruise hub."

Palethorpe said the Victorian city would be *Queen Elizabeth's* homeport for two months.



## 4 Seasons boss out

**THE** president & chief executive officer of Four Seasons Hotels & Resorts, J. Allen Smith, will exit the company at the end of 2018.

Smith - appointed to the dual role in 2013 - will depart the hotelier when his five-year contract concludes, and will continue to lead Four Seasons until the board completes a search for a successor.

"The board and Allen are committed to a successful CEO transition and meeting their responsibility to maintain and enhance the Four Seasons brand, people and service culture, and management capabilities," Four Seasons founder and chairman Isadore Sharp said late last week.



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## Hawaii expense concern

**AIRFARE** prices to Hawaii are one of three highlighted barriers holding Australian travellers back from heading to the Aloha state, according to the local office of the US state tourism authority.

Other challenges include the cost of accommodation and an unfavourable US dollar exchange rate, Hawaii Tourism Oceania said at a market update on Fri.

Return airfares with Hawaiian Airlines between Australia and Honolulu consistently sit around the \$900-\$1,000 price range.

"Price is a challenge always for us", HTO senior marketing manager Charis Ricafuente told some 80 travel trade partners.

"But we want to communicate the value-for-money in the experiences unique to Hawaii, over pushing that cheap travel package," she said.

Experiences such as lava flow viewing from a boat on Hawaii, aerial views of the Napali Coast on Kauai and Hawaiian culture.

Ricafuente said it would be part of HTO's strategy in 2018 to "dispel that poor price perception in the Australian market and

encourage them to travel to more than one island".

She noted some sharper airfares with HA had recently been selling for around \$700.

The pricing concern comes as HTO's latest trends & insights show couples have overtaken families as the key market out of Australia, while more millennials (25-34yos) and people 65+ are on the rise.

HTO confirmed that Australian visitor numbers to Hawaii were "stable" in 2017, with 324,000 locals flying into the state last year, up 0.6% compared to 2016.

Conferences and conventions heading to Hawaii from Aussie shores jumped a significant 28%, however incentive numbers have slipped 27%, HTO said.

Consumers are still booking most of their Hawaii holidays with a travel agent (58%), while 38% book with an airline, 33% book their stay direct with an accommodation provider and 26% book through an OTA.

The event also served as a platform for HTO to introduce its newly appointed country manager Australia - see **page 6**.

## Window Seat

**WHEN** people are forced to remain confined together for long periods of time, personal habits can often be the instigators for hostility.

That's what happened on a Transavia Airlines flight from Dubai to Amsterdam recently which was forced to make an unscheduled stop in Vienna after a fight broke out over some unwarranted flatulence.

Two Dutchmen took umbrage with an overweight passenger who refused to stop farting - hastily leading to a physical altercation on board.

On landing, officers promptly boarded the plane with police dogs and four suspects were eventually escorted off the plane before it was deodorised.

Although news of the altercation led to unwanted headlines for Transavia, the airline was quick to downplay the violent nature of the brawl, claiming the fracas was mostly just a lot of hot air.

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## Carnival damage control

**CARNIVAL** Cruise Line has endured a weekend of negative media coverage over the removal of an allegedly violent family group from *Carnival Legend* in the port of Eden last week.

As the ship ended its journey in Melbourne on Sat, Carnival apologised to affected guests.

"Our Care Team is supporting those guests who have been affected," said Carnival Cruise Line vp and gm for Australia, Jennifer Vandekreeke.

"We want to reassure all embarking guests today, and in the future, that the safety and security of our guests and crew is our number one priority.

"This is reflected in our zero tolerance policy to excessive behaviour onboard," she said.

The company has offered guests a 25% discount on future cruises.

## Air NZ pax boost

**AIR** New Zealand has reported a 6% increase in traffic during the month of Jan, carrying almost 72,000 more passengers than the same month last year.

The Kiwi carrier recorded a total of 1.254 million pax during Jan, driven by strong growth on domestic routes (up 7.8%) and trans-Tasman and Pacific flights (up 5.8%).

Revenue passenger kilometres were up 2.5%, available seat kilometres rose 2.5% and load factor was steady at 82.6%.

## Nand Skäl president

**SKAL** International Sydney has elected Walter Nand from Avalon Waterways as its new president.

Nand said he was honoured "to follow in the footsteps of some of the giants of the travel industry" and was looking forward to continuing the initiatives started by past presidents.

## Hurtigruten launch

**HURTIGRUTEN** has announced its new Explorer ship *MS Roald Amundsen* was launched in Ulsteinvik, Norway yesterday.

When completed later this year the new vessel, boasting environmentally sustainable hybrid technology, will begin servicing itineraries along the Norwegian coast, the poles, and the Norwegian archipelago of Spitsbergen.

Facilities on board the ship include a two-level observation deck, high tech gadgets such as touch screens and science equipment, and speciality areas for workshops in biology.

The *MS Roald Amundsen* is also set to feature three restaurants inspired by Nordic cuisine.

Specifications of the ship boast a passenger capacity of 530, a speed of 15 knots and gross tonnage of 20,889.

For further information on the ship, visit Hurtigruten's Facebook page by **CLICKING HERE**.

## PAL mulls A350-1K

**PHILIPPINE** Airlines is looking at adding the largest version of Airbus' A350 series to its fleet, the flag carrier's president Jaime Bautista revealed last week.

The aircraft is under consideration as part of the airline's US\$2 billion expansion program to make its fleet one of Asia's youngest.

## Segway Discovery

**SEGWAY** has announced it will introduce a new tour program, Segway Discovery, in Spain.

The company's vp of global business development Tony Ho said the program is designed to bring a fun and interactive way to experience a city.

"The long-term plan is to grow Segway Discovery into a global tour network, setting it up as a mobility-as-a-service network covering wide geographical areas, multiple transportation modes and quality-curated tour content."

## Share more of EUROPE AND DUBAI for less

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Zagreb	\$1,329*	\$7,089*
Paris	\$1,369*	\$7,089*
Amsterdam	\$1,379*	\$7,089*
Dubai	\$1,379*	\$7,079*
Athens	\$1,399*	\$7,099*
Munich	\$1,399*	\$7,029*
Manchester	\$1,439*	\$7,229*

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\*Terms and conditions: Advertised fares are for Business and Economy Class return travel departing from Melbourne inclusive of taxes and surcharges, correct as of 24 January 2018, subject to currency fluctuation and availability. Fares require a minimum of 2 and a maximum of 9 people travelling together on all flights. Offer ends 27 February 2018. Business Class Fares are for travel commenced between 21 February and 30 November 2018. Economy Class fares are for travel commenced between 6 February and 27 March, 16 April and 23 May, and 24 September and 30 November 2018. Higher levels apply for other travel periods. Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. Additional travel periods, destinations and fares are available from Adelaide, Brisbane, Sydney and Perth. Further terms and conditions apply. For full terms and conditions, please refer to your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Offer subject to change.

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## Air Canada results

**AIR** Canada has reported an operating income of CAD\$1.364 billion in 2017, compared to CAD\$1.345 billion over the course of the 2016 financial year.

The Maple Leaf flag carrier also flagged a record EBITDAR (earnings before interest, taxes, depreciation, amortisation, impairment and aircraft rent) of CAD\$2.921b compared to the previous record full year 2016 EBITDAR of CAD\$2.768b.

AC president & ceo Calin Rovinescu said the results showed the effectiveness of the airline's transformation strategy.

**MEANWHILE**, Air Canada expects a joint venture with Air China (**TD** 17 Dec) to be finalised in the next few months.

The Canadian carrier said the deal would help it compete more "aggressively" in the Pacific.

AC and CA hope to expand on lounge collaboration and codesharing on select routes.

## IR int'l transfer tool

**INTERNATIONAL** Rail has labelled its global booking system International Transfer a great success, with travel agents generating more than 500 registrations since the scheme launched three months ago.

The program enables agents a one-stop-shop, allowing trade partners to book transfers all over the world in just 60 seconds.

International Rail director Jonathan Hume said the industry feedback had been overwhelming.

"We are thrilled with the reaction because the vast majority of agents that registered have already progressed to making their first booking, with many finalising multiple reservations every week, which indicates the service is on target."

Hume said most transfer requests had been to and from the airport, and there has been a surge in transfers to and from a cruise or rail journey.

## Safari for change

**APPLICATIONS** have opened today for travel agents wishing to be involved in Bench Africa's Safari for Change 2018 program.

Now in its third iteration after two successful trips last year, the Safari for Change is a partnership between Bench and Imvelo Safari Lodges in Zimbabwe.

Agents have a chance to apply for a spot on the luxury family through the heart of Zimbabwe, and bring a friend, partner or parent along with them.

Successful applicants must fundraise a minimum target which is then donated to community projects in the areas they visit, enabling agents to take part in the program and see an authentic side of Africa that not many get to experience firsthand.

Bench Africa gm Martin Edwards said he expected this year would only see enthusiasm grow for such a "unique opportunity".

**CLICK HERE** for more details.

## Ind Pac mtns tour

**PASSENGERS** travelling east-bound aboard the Indian Pacific will be able to take a 4hr side trip of the Blue Mountains from Apr.

The tour will see passengers disembark at Mt Victoria before visiting Scenic World where they will ride the Scenic Railway, the Cableway and Scenic Skyway to view the Three Sisters.

For active guests, there will also be time to take a short stroll out to Echo Point.

The new Off Train Excursion is included in the cost of the four-day rail journey between Perth and Sydney, and joins similar options available in Kalgoorlie, Adelaide and Broken Hill.

Guests disembark the Indian Pacific at Mt Victoria at 9:00am, take the Blue Mountains tour and are then transferred to Katoomba station where they will board a "chartered Sydney train", arriving into Central Station at 3pm - 4.5hrs after the Indian Pacific.





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## 737 MAX 9 tick

**BOEING'S** 737 MAX 9 aircraft has been given the green light to enter commercial service by the US Federal Aviation Administration.

The plane received an amended type certificate (ATC) from the FAA, marking the culmination of a successful flight test program which began in Mar last year.

Boeing's first delivery to launch customer Lion Air Group is in the final stages of preparation.

**MEANWHILE**, Boeing's ceo Dennis Muilenburg has told CNBC in the US that the company plans to be building 900 airplanes a year by 2020 - roughly one jet every 10 hours.

## Quest reopening

**QUEST** Toowoomba has today reopened following nine months of restoration work after the property was damaged by fire in an adjacent property.

## Insight Chelsea seats

**INSIGHT** Vacations has opened up additional space on one of its previously sold-out itineraries to the "mother of all flower shows" the 2018 Chelsea Flower Show.

The nine-day European Affair with Chelsea Flower Show departs from London on 25 May and includes a ferry ride across the English Channel to Amsterdam to visit the Aalsmeer Flower Auction, then onto parts of both Belgium and France.

It is priced at \$3,826ppts - for more details, [CLICK HERE](#).

## Marvel Go Time

**TRAVELMARVEL** has launched a sale across its range of 2018 and 2019 tours to destinations such as Europe, Russia, Egypt, Canada & Alaska, Vietnam and Cambodia.

Offers include a fly free promo on a range of itineraries in 2018 and special deals on 2019 tours in Sri Lanka, India, China and Japan.

The 'Go Time at Travelmarvel' campaign runs until 31 Mar.

## Ethiopia emergency

**THE** Department of Foreign Affairs & Trade has reissued a travel advisory for Ethiopia after the country's govt declared a state of emergency last Fri.

"Staff at the Australian embassy have been advised against travel to the Oromia & Amhara regions during this time," DFAT said, warning travellers to avoid protests and large gatherings.

## Fresh face for Hawaii Tourism



**HAWAII** Tourism Oceania hasn't wasted any time in immersing new recruit Giselle Radulovic into the role of country manager Australia (**TD** Tue), with the former director of marketing and communications at Canberra Convention Bureau meeting trade partners on Fri.

Speaking with trade at a market update in Sydney, Radulovic said she was thrilled to be working with the HTO and moving back to the NSW capital after a three year stint in Canberra with the CCB.

Just a few days into her position as country head, she lauded HTO's "excellent results" produced in 2017 which have "set a strong platform for 2018".

Radulovic told **Travel Daily** she hoped to bring a "refreshed, renewed focus on business events" - one of Hawaii Tourism Oceania's focus areas for 2018.

"I've lived and breathed business events for so long that I immediately look and see where we can improve or do things in the market, refine processes.

"As soon as I start to understand that and how HTO operate, I'll be able to determine what we can tweak to make us a stronger player," she explained to **TD**.

This week, Radulovic will be in Melbourne for the annual multi-day MICE-focussed event, AIME.

Also in Sydney for the event was Honolulu-based Chris Sadayasu from Hawaii Tourism Authority.

Sadayasu thanked the audience of around 80 trade partners for their support, saying the 0.6% increase in visitors in 2017 was a "very good" result.

"That's due to all the work you all have done, as well as The Walshe Group and Jacqui Walshe and her Hawaii Tourism Oceania team," he commented.

He was in town for the market update (see **page 3**) and the Flight Centre expo in Melbourne last weekend, and AIME.

**Pictured** at the "Ohana update" from left are Chris Sadayasu, Jacqui Walshe from The Walshe Group and Giselle Radulovic.



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Monday 19th February 2018

## Crystal conducts a Symphony



**CRYSTAL** Cruises spent the weekend showing off a \$15 million new look for *Crystal Symphony* which sailed into Sydney Harbour alongside sister ship *Crystal Serenity*.

The dual visit gave Crystal a chance to celebrate in style, with passengers on both ships' current world cruises invited to an exclusive white-themed party at Sydney's Town Hall on Sat.

For the line's regional head Karen Christensen, it was also an opportunity to show the industry the next level of luxury now offered after *Crystal Symphony's* dry-dock and refit in Oct.

"By the end of the weekend we'll have shown 150 members of the trade around *Crystal Symphony*," Christensen said.

"Having two ships in town, we couldn't have a better

opportunity to show them off and show our support for the trade," she said.

During last year's dry dock, *Crystal Symphony* underwent extensive changes, including the reconfiguration of an entire deck to create 12 new Seabreeze Penthouse Suites and 28 new Seabreeze Penthouses, each with private verandahs.

Other changes included several redesigned public areas and dining venues, which will be added to *Crystal Serenity* when she undergoes a similar refit later this year.

**Pictured** on board *Crystal Symphony* on Sat is the Crystal Cruises Australian team: vp of sales Cathy Tees, senior vp and md for Australia and New Zealand Karen Christensen, and vp of marketing and PR Kim Taylor.

## Wynn misconduct

**LEGAL** investigations into the alleged misconduct of the board of Wynn Resorts in the US has been initiated by law firm Kahn Swick & Foti (KSF).

The firm will focus on whether or not the hotel company breached fiduciary duties to shareholders or laws over its handling of the alleged sexual misconduct by its former chief executive officer Steve Wynn.

Earlier this year, the board halted a review into Steve Wynn & appointed a law firm with long-standing ties to the company to conduct the probe instead.

## Sabre NDC Level 3

**TRAVEL** technology provider Sabre Corporation has been recognised by the International Air Transport Association (IATA) as NDC Level three capable as an IT provider.

The accreditation comes only two months after the company attained NDC Level two status, with the acceleration credited to Sabre's provision of a broad range of retailing capabilities to a variety of sellers, including end-to-end offer and order fulfilment.

Sabre is also certified as an NDC Level one aggregator, with goals of reaching Level three this year.

## GK fleet increase

**JETSTAR** Japan has confirmed plans to boost its fleet number over the next two years in the face of dwindling growth.

The carrier will add three narrow-body Airbus A320s by the end of the year and also intends to purchase four more in 2019, bringing its total number of aircraft up to 28.

The move arrives as Jetstar Japan combats similar fleet expansions from rival airlines.



## SUPER XV ROUND 1 WINNER

Congratulations

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from *Travel on Crown*

Lisa is the top point scorer for Round 1 of *Travel Daily's* Super XV footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.



The major prize for the 2018 footy tipping competition is return economy class airfares to Christchurch flying with **EMIRATES**.

NSW LTF/18/22/19 / ACT TP 18/02/26

## Beverly Hills Aston Martin experience

**BRITISH** luxury sports car brand Aston Martin has collaborated with the Waldorf Astoria Beverly Hills hotel on a new deal that offers guests the chance to drive an Aston Martin through the streets of Beverly Hills.

The promotion is available to customers who make bookings on the new Live Aston Martin suite before 31 Mar.

## Reservations Manager/ Sales Leader

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Viking will be the world's largest small ship cruise company by 2019, and with Viking Sun arriving in ANZ waters for the very first time at the end of this month, there has never been a more exciting time to join the team.

Please send a short cover letter and resume to: jobsau@vikingcruises.com  
Applications close Friday 23 February 2018.



## Wendy Wu Tours mark CNY



**THE** Wendy Wu Tours team has celebrated Chinese New Year in grand style by dressing up in red to mark the occasion.

Wendy Wu herself said, "May the Year of the Dog bring good fortune to those who, like the dog, work hard, are resourceful and show generosity to others."

## CX to Cape Town?

**CATHAY** Pacific looks set to commence direct flights to Cape Town from Hong Kong, according to reports by the *South China Morning Post*.

No start date has been confirmed, but the service is expected to operate daily.

## Lauda revival plan

**FORMER** Formula 1 driver Niki Lauda has reached an agreement with German holiday airline Condor to sell flights for Laudamotion, the airline created after he bought Austrian carrier Niki out of insolvency last month (**TD** 25 Jan).

Under the terms of the partnership, Lauda will scrap with the Niki brand & integrate it into his Laudamotion business, which offers business charter flights.

Condor will market the airline to popular European holiday destinations, such as Spain, as well as sell tickets through travel agents and on its website.

## Join the team at Business Publishing Group

We are looking for a talented go getter to join our team of writers on a part-time basis to produce content for our portfolio of publications – *Travel Daily*, *Pharmacy Daily*, *travelBulletin*, *Cruise Weekly* and *Business Events News*.

You will be required to prepare, write and edit copy for the daily publications ensuring deadlines and quality standards are achieved. Your role will also involve conducting interviews and providing coverage of industry events for the generation of content.

We are looking for someone with a minimum of three years experience in journalism, PR or communications, a sound knowledge of Adobe InDesign and social media. Experience within the travel industry would be an advantage. This is a part-time role with a minimum of 20 hours per week, based at our Macquarie Park office, offering a competitive salary and flexible working hours.

A full job description is available on request. To apply email your confidential CV with cover letter to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) before 21/02/2018.



## Brochures

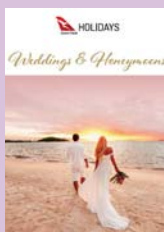
**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



**Sunlover Holidays - Sunshine Coast & Brisbane**  
Sunlover Holidays has released its 2018-19 Sunshine Coast & Brisbane brochure. The offering features a range of new accommodation options in Brisbane, with an all new Fortitude Valley section included. Also new for 2018 is a range of accommodation and self-drive options showcasing the South East Queensland Country region. Additional properties are also included for the Fraser Coast. New tour options are featured for all regions including Sirromet Winery from Brisbane and an extended glamping experience from Noosa.



**Explore - 2018-19 Worldwide Adventures**  
Explore's latest offering features its most colourful cover yet and introduces 87 brand new tours, increasing its range to over 600 trips across more than 130 countries. For Polar adventures there are three new trips to choose from, The Northwest Passage, Patagonia to Antarctica and Cruise the Norwegian Fjords in Depth, and for the avid food lover, a new food themed tour in Mexico. All trips are designed for couples, friends and solo travellers alike.



**Qantas Holidays - Weddings & Honeymoons 2018/19**  
Qantas Holidays has released its brand new 2018-19 Weddings & Honeymoons brochure. The range includes both weddings and honeymoon packages to choose from. Select from a beach wedding in Fiji to a clifftop ceremony in Bali or a tropical garden setting in Thailand - the brochure showcases some of the most idyllic locations in the world. Clients are also able to choose from one of the Special Getaway packages on offer for a romantic honeymoon escape.



**Silversea - Silver Muse Summer 2019: Asia, Aus & NZ**  
*Silver Muse* is less than a year away from making her inaugural visit to Australia. To coincide with the event, Silversea has released a go-to-guide for everything *Muse* related. The brochure details all of her close to home sailings and everything clients need to know about her suites, public spaces and culinary experiences. The brochure is available now and can be ordered through TIFS or from a Silversea bdm.

## AUH culture app

**THE** Department of Culture and Tourism - Abu Dhabi (DCT Abu Dhabi) has launched a comprehensive digital initiative which it says will act as a "one-stop" reference point for all information relating to culture in the emirate of Abu Dhabi.

The Abu Dhabi Culture app brings together every aspect of Abu Dhabi and will make use of the latest technologies such as VR, 360 floorplans and podcasts.

The app will be rolled out at the end of this month and will be available on iOS, Android and on the **INTERNET** in Arabic, English and French.

## Morimoto opens

**MORIMOTO** Asia Waikiki has opened its doors at the Alohilani Resort Waikiki Beach in Hawaii.

The restaurant showcases Iron Chef Masaharu Morimoto's unique take on Pan-Asian cuisine, inspired by his world travels.

Morimoto Asia Waikiki daily for dinner service starting at 5pm.

## Trafalgar Hawaii fly

**TRAFALGAR** has launched a tactical \$899 return air deal to Hawaii with Hawaiian Airlines.

The promo is on sale until 28 Feb on any of Trafalgar's portfolio of Hawaiian holiday products.



## Ormina Bologna

**ORMINA** Tours has launched a new tour of Bologna in Italy that includes explorations of the Emilia-Romagna region.

The six-day package will take travellers through the UNESCO-listed Italian towns of Ferrara and Ravenna and also cater to the appetites of foodies via a full-day gastronomy excursion visiting Parma's world-famous prosciutto and parmesan cheese factories.

Prices starts at \$3,200 per person twin share.

## PNG codeshare

**QANTAS** has requested that the International Air Services Commission (IASC) review a plan to expand its codeshare agreement with Air Niugini for services between Port Moresby and Cairns, and Port Moresby and Townsville, and vice versa.

The airline says the move will benefit tourist connectivity.

Qantas has previously clashed with the IASC on approval for select codeshare services with Air Niugini (**TD** 07 Nov 2016).

## Toy Story Land Jun opening



**FAMILY** favourites such as Woody and Buzz are set to have a new home in Jun when Toy Story Land opens at the Walt Disney World Resort in Orlando, Florida.

Inspired by the Disney/Pixar film franchise *Toy Story*, the new world will feature two all-new attractions in the Slinky Dog Dash and Alien Swirling Saucers.

The Slinky Dog Dash is a roller coaster that zips around the new land while the Alien Swirling Saucers adventure sees green aliens swirl around in flying saucers with guests in tow.

The 30 Jun opening will also see an update to the successful Toy Story Mania! attraction, receiving an all-new colourful toy carnival game box entrance

and a third track using everything from baseballs to cream pies to entertain guests.

The new additions at Toy Story form part of a list of major upgrades at Walt Disney World in Florida, the largest expansion in the theme park's history.

"With set pieces, staging, attractions and experiences, Toy Story Land represents the best of Walt Disney Imagineering's collaboration with our storytelling partners at Pixar Animation Studios," said Bob Chapek, chairman of Walt Disney Parks and Resorts.

## SkyTeam dilemma

**AIR** France-KLM and its US partner Delta Air Lines are currently examining ways to keep ailing Italian carrier Alitalia in their SkyTeam airline alliance.

Air France was quick to add that options on the table do not include purchasing Alitalia.

"We are not a potential buyer so we did not participate in the process," said Air France chief executive Jean-Marc Janaillac.

"Also, we are working on a new joint venture in the Atlantic with a specific role for Alitalia."

Potential bidders for the Italian airline are likely to come from British low-cost airline easyJet and Germany's Lufthansa.

Italy remains a very lucrative market for airlines due to its ongoing popularity with tourists.

## Red Centre riding

**CYCLING** tracks in the Northern Territory's outback are set to receive an additional \$12 million from the NT Government with the aim of opening up new bike adventure tracks for visitors.

The major funding injection will be channelled into creating a new attraction called the Red Centre Adventure Ride, a project to be undertaken in consultation with the land's traditional owners.

"It will be more than 200km of pure outback adventure and build Central Australia's global reputation for mountain-biking," said NT's Minister for Tourism and Culture, Lauren Moss.



Centara Grand Beach Resort Phuket

This month *Travel Daily* and Centara Hotels & Resorts are teaming up to give readers a chance to win an escape to Thailand.

### The prize

Return flights to Bangkok and seven nights accommodation at Centara Grand in Bangkok and Krabi for two.

### How to win

1 Head to [centarahotelsresorts.com/b2b](http://centarahotelsresorts.com/b2b) to check out all the key selling points and amazing destinations that Centara has to offer your clients.

2 Send us your 3 favourite Centara selling points along with a picture or meme of you enjoying your ultimate Centara moment. The most imaginative entry will win. Send your entries to [centara@traveldaily.com.au](mailto:centara@traveldaily.com.au)

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### EDITORIAL

**Editor in Chief and Publisher** – Bruce Piper

**Managing Editor** – Jon Murrie

**Editor** – Guy Dundas

**Contributors** – Jasmine O'Donoghue, Matt Bell, Adam Bishop, Jenny Piper, Christian Schweitzer

[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

### ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin

[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

### BUSINESS MANAGER

Jenny Piper

[accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Suite 1, Level 2, 64 Talavera Rd  
Macquarie Park NSW 2113 Australia  
PO Box 1010 Epping NSW 1710 Australia  
Tel: 1300 799 220 (+61 2 8007 6760)

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# WIN A ROYAL HOLIDAY

LUX\* Resorts & Hotels in partnership with Air Mauritius is launching a special travel agent incentive. This is your chance to win a once in a lifetime spot on a luxury familiarisation trip to Mauritius. 8 spots up for grabs!!

For every booking made at any LUX\* resorts in Mauritius between 10 February and 31 March 2018, be rewarded with an entry in the draw. The more bookings made, the greater your chance of winning.

## Familiarisation trip to include:

- ♦ Return economy class tickets on Air Mauritius (taxes not included)
- ♦ 6 nights all-inclusive stay in our LUX\* properties in Mauritius
- ♦ Return transfers in Mauritius to and from the airport

## Terms and Conditions:

- Every booking made at any LUX\* Resorts in Mauritius through our reservation department from 10 February 2018 to 31 March 2018 (inclusive) will be eligible for the prize draw on 06 April 2018.
- Bookings can be done via any Tour Operators featuring our hotel.
- Once the booking is sent to the Tour Operator, record the details on the following dedicated website: [luxresorts.com/au/travel-agents.aspx](http://luxresorts.com/au/travel-agents.aspx)
- The familiarisation trip prize draw will be conducted according to the number of bookings registered on this dedicated website.
- Prizes are not transferable. Spots for the familiarisation trip will be drawn on 06 April 2018 and agents notified accordingly.
- Incentive open for all agents in Australia only.
- Familiarisation trip to Mauritius will take place between 24 April 2018 and 13 June 2018.
- Air Taxes to be paid by participants. Any travel between East Coast and Perth would need to be supported by the participant.

For any further information, please contact:  
Kareen Rault  
Sales Manager  
Tel: +230 698 9800  
Email: [kareen.rault@luxresorts.com](mailto:kareen.rault@luxresorts.com)

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**BUSINESS DEVELOPMENT MANAGER  
BRISBANE – \$71K PKG + BONUS**

Exciting time to join this expanding hotel group as a Corporate BDM. Working as part of the sales team you will be responsible for managing the corporate market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

#### **\*NEW\* ARE YOU TECH SAVVY?**

**SYSTEMS SUPPORT  
BRISBANE – \$\$ DOE + BENEFITS**

Rare opportunity to join this travel provider in their systems management team. Your duties will include implementation & maintenance for suppliers/user, system release management, enhancements for business improvement, creation of documentation, troubleshooting & being the subject matter expert. Experience in a technical role with wholesale/cruise bkg. systems (Calypso, Traveltek) with great presentation & customer delivery skills. Salary DOE

#### **AND THE WINNER IS**

**BID MANAGER  
SYDNEY-BASE SALARY TO \$100k + SUPER**

Very rare opportunity with a leading TMC that is seeing extreme growth in 2017. Based in the CBD, we are on the hunt for an experienced Bid Writer/Manager to join their team. You will have experience in a similar role and if you are Shipley trained this will be held in high regard. Office located close to public transport, career progression is definitely something this company promotes. Please call for more information.

#### **BE CREATIVE**

**MARKETING MANAGER – PR AND PARTNERSHIPS  
SYDNEY-\$95-\$110K PLUS DOE**

Rare opportunity to join a growing and exciting brand, with over 20 offices globally opportunities could be endless. We are searching for a strong marketer who is confident approaching partners to sell the value proposition for this organization and also work with a PR agency or if you have the PR contacts do this in-house. This company offers a great working culture with an inspiring management team. Please call for a confidential chat.

#### **HERE'S YOUR CHANCE TO STEP UP**

**GM -CORPORATE TRAVEL DIVISION  
SYDNEY - SALARY \$130K DOE plus plus**

This role will see you take ownership of your own department, lead this growing division to greater growth in 2018. You will be responsible for managing the P & L so experience in this area is essential. Look after the whole operation from Sales, Account Management to Consultants. If you are looking for a step up and have worked across different areas in a TMC this could be your next step, please call for a confidential chat.

#### **CALLING ALL TRAMADA FINANCE EXPERTS**

**FINANCE MANAGER  
MELBOURNE – STRONG SALARY PKG + BENEFITS**

Great opportunity to join this growing brand as finance manager. Managing the day to day finances of this growing travel company including BAS, BSP and Payroll. You will need to be a Tramada user, this is essential criteria. Based in a central location in Melbourne with a close knit social team, a great package is on offer. Please send your CV and cover letter today.

#### **HUNTERS WANTED**

**SENIOR BUSINESS DEVELOPMENT MANAGER  
SYD- BIG BASE \$100K PLUS BIG BONUSES**

Join this unique corporate Travel Management Company in Sydney where you will be solely responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in sales. Career growth is huge for the right candidate. This company offer a great base salary of \$100k and one of the best commission schemes out there.

#### **IT'S ALL ABOUT TECH**

**ACCOUNT MANAGER  
SYD, QLD, SA SALARY TO 70K PLUS**

This product is on the lookout for a highly motivated, experienced Account Manager to assist growing their amazing brand and presence in the region. You will have strong presenting skills, with sound negotiating skills, and have a strong business acumen. On offer will be a base salary up to \$70k plus a strong bonus and super. Please call for a confidential chat.

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## I.D.I. Italy & France

**I.D.I.** is a luxury concierge service based in Italy that offers tailor made tours and individual itineraries specifically designed to fulfil the needs and interests of each traveller.

Well known to the local market through its roots as Italian Dream Incorporated, the business has now expanded into France, with owner Filippo Curinga offering a huge array of experiences and unparalleled private access.

I.D.I. specialises in multigenerational bespoke itineraries with something for everyone. Clients can avoid the queues and book a private guide to the best sites in Italy. Options include an exclusive viewing of

The Vatican with breakfast at 7am before public access or a private Sistine Chapel experience at night. Younger travellers will love a visit to the Gladiator School or pizza making - I.D.I. can organise it all! From a simple car or boat transfer, a private shore excursion, a half day tour to a full exclusive itinerary, I.D.I. has the knowledge and expertise to make your clients' stay in Italy or France a memorable experience.

I.D.I.'s most popular guided tours include: The Vatican Pass, a helicopter tour over Venice, a Grand Canal cruise, wine tasting in the Chianti region, a cooking class in Florence, Milan's highlights and

a visit to The Last Supper, tours throughout the Italian Riviera and day trips to Pompeii... but the list is endless.

I.D.I. options in France include a cooking class in Avignon, a Paris bike tour, perfume making in Grasse or a wine tour in Saint Jeannet. Whatever your clients' needs and interests, I.D.I. is sure to have the answer.

### **LOCAL CONTACT**

For enquiries in Australia contact the Hotel Connection: **contact**  
**@thehotelconnection.com.au**