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Call for action on OTAs

AUSTRALIA'S accommodation sector is calling on the corporate regulator to confront the online travel agency duopoly it says is crippling the hotel industry.

The Accom Association of Australia (AAA) has hit out at inaction from the Australian Competition and Consumer Commission (ACCC) and called on the regulator to act on the dominance of Expedia and the former Priceline group, which this week rebranded as Booking Holdings (**TD** yesterday).

The call follows a recent speech by ACCC chairman Rod Sims which outlined priorities for 2018.

"Disappointingly, the tourism/travel industry barely rated a mention by Mr Sims which indicates the ACCC doesn't think that two offshore online giants who command in excess of 80% of all online accommodation

bookings in Australia is a competition policy challenge which needs to be addressed quickly," said the CEO of the AAA Richard Munro.

"That's despite the soaring commissions being charged by online travel agencies and the 'bully-boy' tactics they use when dealing with accommodation businesses," he said.

"At a Parliamentary inquiry public hearing in Canberra last week, the pace the ACCC works at was compared to molasses - and the accommodation industry is starting to understand why."

EK tariff increases

EMIRATES' tariff update taking place on 28 Feb (**TD** yesterday) follows a review of the airline's "ongoing pricing structure".

The tariff changes - to be rolled out once EK's current companion fare sale ends - will effect each booking class across routes to Europe, Middle East, Africa, Americas and the Sub-Continent.

An Emirates spokesperson told **Travel Daily** "selective increases are being made in all tariffs".

Today's issue of TD

Travel Daily today has eight pages of news and photos, plus full pages from:

- Consolidated/SQ incentive
- Travel Trade Recruitment

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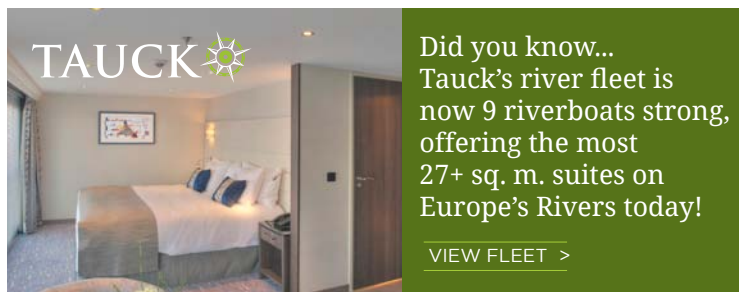
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Kyrgyzstan e-visas

AUSTRALIAN travellers heading to Kyrgyz Republic for more than 60 days can apply for an e-visa for simplified entry into the country.

Kyrgyzstan's e-visa is available for "genuine" tourism & business travellers for up to 90 days, the evisa.e-gov.kg website states.

The portal bypasses a need to visit the country's embassy or consular office for a visa.

The 90-day single entry for Kyrgyz Republic is approx \$51.

Travellers visiting for tourism purposes do not require a visa if staying for 60 days or less.

SQ, TR HNL c'share

SINGAPORE-BASED low-cost carrier Scoot has sought approval from the US transport regulator to allow its parent company, Singapore Airlines Limited, to codeshare on flights to the USA for an "indefinite period".

Scoot currently operates flights to Honolulu, via Osaka.

Local in-house ops for VS

VIRGIN Atlantic is resurrecting an in-house presence for the local market, announcing the return of a commercial manager, Australia & New Zealand, in Gia Acitelli.

Based in Sydney, Acitelli brings over 20 years' experience in the market, including 14 years with Virgin Atlantic, prior to serving as regional general manager of the

airline's GSA in Australia.

Her appointment aims to "offer a more personalised service for customers," Virgin Atlantic said.

VS head of Asia Brad West said Acitelli was a "vital part of our business in Australia and NZ as we continue to grow.

"We are fully committed to service the region," he added.

The moves follows the recent authorisation of Virgin Atlantic to begin a new codesharing pact with sister-carrier Virgin Australia, including SYD, MEL and BNE to LAX, MEL to HKG, and key trunk domestic routes (**TD** 14 Feb).

"Virgin Atlantic and Virgin Australia will offer a seamless customer experience across the world," the British airline said.

"The deal will create more travel options for customers - with connections via Los Angeles, and access to Australian domestic - with the benefit of a single check in and boarding pass."

China on SKY

GRAINGER TV has secured a seven-part TV series with the Chinese Government-run int'l online outlet People.cn.

The series explores Beijing, the Great Wall, Tianjin, Qingdao, Chengdu, Baoding, Shenzhen and the resort island of Hainan.

Dubbed Futuristic China, the broadcast will be primarily business focused but does cover some tourism & cultural aspects.

The series commences tonight at 8pm on SKY Business.

RCI airfare deals

ROYAL Caribbean Int'l has one-way fares to Singapore flying with Qantas priced from \$99 ex most major capital cities and \$499 to Seattle with Virgin Australia to coincide with repositioning sailings departing on 19 Oct and 05 Oct.

The offer ties in with *Ovation of the Seas'* 14-night sailing to Sydney ex Singapore and *Explorer of the Seas'* 21-night voyage, also to Sydney - phone 1800 754 500.

CX to Cape Town

CATHAY Pacific Airways has confirmed it will begin seasonal non-stop services to Cape Town for the first time (**TD** Mon).

Utilising Airbus A350-900s, CX's flights will operate thrice weekly between 13 Nov-18 Feb.

CEO Rupert Hogg said: "Growing our reach to destinations that are not otherwise served from Hong Kong creates considerable new opportunities for business, trade and tourism".

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VLI runway repair delays

FURTHER delays in runway upgrades at Vanuatu's Bauerfield International Airport at Port Vila have been flagged by the country's government, citing rules that require responses to bidders for the construction work.

The latest announcement by Vanuatu's Minister of Infrastructure and Public Utilities Jotham Napat means that upgrade work will begin on the runway from Jun this year at the earliest.

"This is because we don't want to leave ourselves open for others to sue us," the Minister said.

The news has frustrated local tourism reps who view the delay as a hurdle to tourism growth and nurturing business relationships with regional airline carriers.

Vanuatu Hotels and Resorts

Association's chairman Bryan Death said "We are missing the opportunity to engage with Air New Zealand and Qantas to get codeshares reinstated and this is a major impediment to getting the New Zealand market back on track," the *Vanuatu Post* reports.

Air Vanuatu is also keen to re-establish a codesharing partnership with Air New Zealand (**TD 01 Sep**).

Scenic Eclipse team

SCENIC has revealed four key operational roles for its new ultra luxury ocean cruise vessel *Scenic Eclipse* ahead of the ship's maiden voyage on 31 Aug.

The positions include Hans Heger as general manager operations, Scenic Discovery Yachts; Frederik Ekelund, hotel director; Guillermo Muro, culinary director and Sonja Altmann, operations manager.

"Hans and his team bring exceptional luxury ocean cruising experience which will be of immense value as we prepare for the Aug launch of *Scenic Eclipse*," said Scenic founder and chairman Glen Moroney.



Window Seat

HOTELIER Courtyard by Marriott has teamed up with leading European football club FC Bayern to create the best view in the house, a custom-built executive box offering fantastic views of the pitch in the world-renowned Allianz Arena.

Fans of The Bavarians can sit back and watch games while enjoying modern furnishings inspired by Courtyard and a bar serving bespoke cocktails and elevated menu options.

The box has been crafted to emulate a luxury hotel room.

The only drawback for hardcore football fans moving in will be their inability to participate in Mexican waves or berate opposition fans through burning effigy without inadvertently setting off the smoke alarms.



AirAsia X results

AIRASIA X has posted strong profits for Q417, recording a 116% NPAT increase to RM84.4 million (AU\$27.85m).

Revenue was also up 4% for the quarter, driven by positive foreign exchange rates and higher passenger numbers.



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GB campaign launch

VISITBRITAIN this week launched its "I Travel For..." global campaign, a marketing push that aims to highlight the unique experiences that visitors can only have in Great Britain.

Items showcased in the campaign include Prince Harry's wedding to *Suits* actress Meghan Markle, the 250th anniversary of the modern British circus, the opening of the Being Brunel museum, and the return of The London Coffee Festival in Apr.

The campaign will run until 31 Mar and utilise a combination of short films and story-telling to highlight some of the "less-explored" attractions in Britain.

"We are seizing the opportunity in 2018 to showcase that Britain is bursting with fun activities...all year round," said VisitBritain chief executive Sally Balcombe.

Wolgan for women

THE Emirates One&Only Wolgan Valley resort will be commemorating International Women's Day 2018 via a series of events honouring women.

Taking place 08 Mar, the festivities will include a tree-planting ceremony and a cocktail party for all guests to be held in the hotel's Valley Bar Lounge.

AccorHotels results

ACCORHOTELS has posted strong global results in the 12 months to Dec 2017, recording a global revenue jump of 17.7% to €1.937 billion (AU\$3.04 billion).

Business volume was also up by 19% to €17.9 billion, as was net profit which trended up by a significant 66.4% to €441 million.

"The Group has never been so strong...by developing our 'augmented hospitality' model, we are at the forefront of an industry that is constantly transforming and has unlimited prospects," said chief exec of AccorHotels Sebastien Bazin.

The impressive growth was fuelled by ongoing expansion of the company's property portfolio, opening 301 hotels, equating to 51,412 rooms in the period.

Future growth plans include a further 874 hotels, 78% of which will be in emerging markets and 47% in the Asia-Pacific region.

Platinum relocates

PLATINUM Travel & Cruise has announced the relocation of its head office as of last week.

The new address is on the ground floor, 210 Canterbury Rd, Canterbury, Victoria 3126.

All phone numbers and email addresses will remain the same.

MH scores more runs in ADL



EXECUTIVES from Malaysia Airlines' HQ in Kuala Lumpur and Sydney recently scaled the Adelaide Oval as part of a trip to explore the city's attractions.

Malaysia Airlines operates four weekly return flights between Adelaide and Kuala Lumpur, with the carrier today revealing it would be ramping up the number to five from 05 Jul; departing Adelaide on Tue, Thu, Fri, Sat and Sun.

Pictured atop the Adelaide Oval are Mark Gill, South Australian Tourism Commission; Melinda Voon, Malaysia Airlines; Nick Jones, South Australian Tourism

Commission; George Gan, Malaysia Airlines; Jonathan Cheong, Adelaide Airport & Ahmad Zamzury Abu Bakar, Malaysia Airlines.

SYD facial passport

A NEW biometric trial taking place at Sydney Airport's international terminal starting from May will attempt to expedite the arrival process using cutting-edge technology.

"Your face will be your passport and boarding pass...there will be no fumbling for passports," Sydney Airport's new chief executive Geoff Culbert said.

The goal will be for pax to pass through the six steps of check-in showing passports only once.

The trial phase will be limited to Qantas passengers who opt in to using the new biometric tech.

TSV eco conference

TOWNSVILLE is set to host the Southern Hemisphere's largest ecotourism conference in 2018.

The Global Eco Asia-Pacific Tourism Conference will be held at the Rydges Southbank Townsville from 26-28 Nov and is anticipated to discuss the threats climate change poses to the longevity of The Great Barrier Reef as a central theme.

The conference will bring up to 300 of the world's best authorities on ecotourism to Townsville and generate \$300k.

Banyan opening

BANYAN Tree Hotels & Resorts has announced the opening of Angsana Zhuhai Phoenix Bay resort in China's Zhuhai.

The 202-room hotel is located within close proximity to the Zhuhai Airport and is well placed for those also visiting Guangzhou, Shenzhen and Macau.



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Fall in love with the island nation of Samoa in the February issue of *travelBulletin*.

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travelBulletin

SQ 787-10 to PER

THE first scheduled commercial Boeing 787-10 *Dreamliner* flights to Perth will be introduced by Singapore Airlines in May.

The West Australian capital is the second 787-10 route named by Singapore Airlines, following Osaka (**TD** 09 Feb).

"Deploying our brand new 787-10 to Perth reinforces the importance the city plays in our global network," SQ regional vp Philip Goh commented.

OL Auckland store

SAMOA Airways has opened a travel centre at Samoa House in South Auckland.

The temporary travel centre is located where Samoa Airways' travel centre and call centre will be located.

Chief executive officer Seiuli Alvin Tuala said the fixture "will make the airline more accessible and help it to better cater for the needs of the important Samoan community in and around the greater Manukau region".

EK A380 to IAH

HOUSTON will soon see the return of Emirates A380 services, bumping capacity to the US city by over 160 seats per day.

The Dubai-based carrier will resume superjumbo services from 01 Jun to the Texan city after a two year hiatus.

Emirates currently utilises Boeing 777-300ERs on the route.

Select Travel Group barking loudly



THE largest gathering of Select Travel Group (STG) members and suppliers convened in Sydney this week continuing the groups' Chinese New Year celebrations.

A traditional lion dance opened the evening before chief executive Tom Manwaring welcomed 150 agents and suppliers into the Year of the Dog and provided an update on current trading conditions.

"The way the company is growing at the moment - which is in the very strong double digits both in passenger numbers and in revenue - is showing.

"We've had a record month in Jan, and Feb is trading at 28% growth with the Select Group punching out about 40% of our volume and 60% coming from the

ITG and the italktravel franchise groups," Manwaring said.

"The best analogy I can come up with for the Year of the Dog means being loyal to your group, being hungry for business and whilst we're doing all of this, bark occasionally, be noisy and stand up for what we're doing here as an independent group," the company boss added.

"We are the only remaining independent group in Australia,"

Manwaring said.

Prizes from suppliers were heaped onto STG's members including business and premium economy class flights.

Manwaring is **pictured** giving the thumbs up alongside staff from the Express Travel Group.

From left are David Cincotta, ETG; Tom Manwaring, Cory Fung, Chung Pak Travel; with ETG's Quynh Giang, Ari Magoutis and Jason Starling.

Papua New Guinea - Market Representation Tender

Papua New Guinea (PNG) has a vibrant and growing tourism sector and Australia is the major source market, accounting for over 25 percent of holiday arrivals. The Papua New Guinea Tourism Promotion Authority is now seeking proposals from Market Representative Companies (the 'Company') to provide destination representation and marketing services for PNG in the Australian and New Zealand markets.

The Company will be required to design and execute a full range of destination marketing activities for the next three years with a primary focus on the Australian market. Key activities will include designing and implementing a PR programme, social media and digital content generation and management, managing travel trade relations and managing limited advertising. The market representative company is expected to provide a full time Representative who will be dedicated to the promotion of PNG in Australia (primarily) and New Zealand as well as a range of marketing specialists to support key campaigns and activities.

The PNGTPA is currently identifying companies to shortlist for the tender process. In the first instance companies wishing to be considered for inclusion in the tender should email a company profile detailing relevant experience and contact details to rosshopkins3@bigpond.com by 2nd March 2018. Short listed companies will then be sent the full tender documents after this date.



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EXCELLENCE IN TRAVEL

Fresh Visit USA committee



VISIT USA has unveiled a fresh executive (**TD** yesterday) and full committee for the year ahead.

Key appointments include Lucy Rowe from Dallas/Fort Worth

NCL Hawaii '18/'21

NORWEGIAN Cruise Line has released its 2018/2021 Hawaii Cruising Guide which features departures every Sat year-round from this month until Apr 2021.

Sailings are operated on the refit *Pride of America* which explores Maui, Kaua'i, O'ahu and Hawai'i on seven-day sailings.

The brochure includes a number of pre-cruising tours.

as president; Caroline Davidson, Rocky Mountain International as vice president; Sarah Stevenson from NYC & Co has assumed the role as secretary and David Clark has become treasurer for 2018.

Specialist contractors include Lizzie Doyle as Visit USA's PR contact, while Karen Prideaux will run the organisation's events and Clinton White will preside over administration.

They will be joined by 11 general committee members.

Pictured with the incomparable Richard Reid in his trademark blue floral jacket is David Clark, Lucy Rowe, Caroline Davidson, Sarah Stevenson and Lizzie Doyle.

Amadeus NDC-X

AMADEUS has unveiled the creation of a dedicated program to drive the industrialisation of NDC and ensure its success for all travel players.

New Distribution Capability (NDC) is an XML-based data transmission standard that will enable travel companies from airlines to travel agencies to evolve travel distribution and merchandising.

NDC-X will bring together experts from across Amadeus' business, and will focus on delivering improved capabilities for the industry.

NDC-X program vice president Gianni Pisanello said Amadeus' aim was to create better journeys for passengers through the best use of technology and believed the program would be successful in this area.

Swiss visit record

THE number of Australians visiting Switzerland in 2017 jumped a whopping 14.1% year-on-year, based on overnight stays which were 323,643 nights, Switzerland Tourism confirmed.

The result sets a new record high in both the overnight numbers and percentage growth from the Australian market.

Oman adds three

OMAN Air is launching three new routes this year to Istanbul in Jun, Casablanca from Jul and to Moscow in Oct.

Operating from Muscat, the Istanbul flights will operate daily with Boeing 737-800 aircraft, while Casablanca services will fly four times a week.

Boeing 787-8 *Dreamliners* will be used on daily flights to Moscow.

Outrigger vchrs

OUTRIGGER Hotels and Resorts is inviting guests of its Oahu, Maui, Kauai and Hawaii island condominium properties to take advantage of exclusive savings as part of its new partnership with Hawaii's largest locally owned supermarket, Foodland.

Valid now through until 31 Dec, visitors will receive 10% off their purchase of US\$50 or more.

Items part of the year-long promotion include island produce, meat and seafood, as well as grab-and-go items.

Today's Technology Update is brought to you by Tramada Systems Pty. Ltd.

Secure Start to 2018



2018 renews focus on security and privacy with APP and PCI DSS requirements. So here are

some best practices to protect your business and customer data.

Security 101: never share your password. In fact, put this in your employee contracts! Where you can, force complex passwords and periodic password changes.

Procedures around logins are also critical: regularly review staff login time stamps to identify anomalies – to help here, make it a business rule to log out of all systems at the end of each day. With virtually all staff having smartphones, take advantage of 2-Factor-Authentification to prevent logins from unauthorised sources. Use an IP lock-down feature to tie user logins to a specific computer/IP address.

When employees leave your business, terminate their logins as part of your exit procedures.

Privacy 101: Only collect personal information as required, and use that information for the purposes for which it was collected. Store data in a secure environment and ensure all data transfers are encrypted. Use firewalls, secure working environments and prevent unauthorised access of personal information by applying role or login restrictions. And don't forget to use up-to-date virus scanning tools.

Most importantly, be a PCI DSS-compliant business using encryption software. This will ensure rigorous procedures are in place to provide maximum security when handling customer data as well as when processing customer payments.

Susan Enners, Country Manager Australia/New Zealand, Tramada – your travel technology partner

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CORPORATE UPDATE

Egencia flight change

EGENCIA is now offering post-ticketing online air exchange for its clients, allowing travellers to change flights themselves via mobile or desktop platforms.

The company says it is the only travel management company to offer this functionality on a level that covers travellers from all types of companies worldwide.

In making flight changes, travellers will have instant visibility on potential fare changes and penalties in a system Egencia says is quick and easy.

"When plans change, travellers turn to their devices - desktop or mobile - to find a solution, said Egencia chief product officer Michael Gulmann.

"We make it easy for them to rebook the flight they need to close that deal, or make it home

CWT RoomIt loyalty

CARLSON Wagonlit Travel's (CWT) RoomIt hotel distribution division has introduced a rewards program giving travellers additional points in a system tied to company travel policies.

The RoomIt Loyalty Booster allows travel managers to partner with CWT to run promotional campaigns where travellers are incentivised with points or miles for booking within their corporate travel program.

"Instead of penalising travellers for being non-compliant, we are taking a different approach that is more proactive and much more powerful," said RoomIt president David Falter.

"We have run several campaigns and the success rates have been very good and our clients are extremely happy with the higher compliance rates," he said.

In testing, CWT said the program delivered a 12% higher compliance rate.

for the weekend."

As well as being able to view the cost of changes, travellers can also see available flight times within the same cabin class.

Payment and previous seat preferences are automatically applied to new flights as part of a system Egencia says has a rate of "touchless automation" of more than 80%.

FCTG \$600m boost

FLIGHT Centre Travel Group has boosted TTV from its corporate businesses by almost \$600 million globally in the first half of the financial year.

In its 1H results (**TD** yesterday), the company said corporate division TTV was up 19% over the first six months of last financial year to hit a global total of just under \$3.8 billion.

"Factors that are contributing to FLT's corporate travel success globally include strong multi-national sales growth and account wins within the FCM brand," the company said in releasing its results.

"Flight Centre now has five \$100 million-per-year accounts and ongoing investment in leading platforms and tools."

These tools include the new corporate chat bot Sam :, which combines artificial intelligence with corporate account managers' expertise to provide personalised information to travellers' mobile devices.

Sam : is now in use in the UK and the Americas and is set for launch locally in coming months.

Flight Centre's first half also involved the acquisition of Quebec-based Les Voyages Laurier du Vallon and New Zealand's Executive Travel Group, boosting the group's global corporate network.

Singa virtual dining experience

SINGAPORE

Tourism Board hosted media and influencers from both Australia and Singapore at a simultaneous virtual dinner party on Wed, uniting both countries over a shared passion for good food.

The event paired guests from both countries via an immersive technology setup for an intimate and fun dining experience, while they feasted on a menu designed by celebrity chefs.

Held at the Shangri-La hotels in Singapore and Sydney, the dinner



provided an unusual opportunity to network with people 6,300km away or in another continent.

STB area director Stephanie Yong said food was a great opportunity to connect people

from different backgrounds.

"Our dining scene is incredibly diverse and spans affordable hawker food from our multi-cultural heritage, through to innovative gastronomy by many local and celebrity chefs," she said.

Pictured above is STB's Michelle Thoo interviewing Adam Liaw and **left** is John Conceicao, STB regional director Oceania.



Crash rate falling

THE rate of airline accidents worldwide continued to fall last year, according to data released by the International Air Transport Association (IATA).

The rate of major jet accidents (measured in jet hull losses per 1 million flights) was 0.11, the equivalent of one major accident for every 8.7 million flights.

This was an improvement over the rate of 0.39 achieved in 2016 and also better than the five-year rate of 0.33.

There were six fatal accidents with 19 fatalities among passengers and crew, a decrease on the average of 10.8 fatal accidents and approximately 315 fatalities per year in the previous five-year period.

La Boheme dates

THIS year's Hand Opera on Sydney Harbour will stage a production of Puccini's La Boheme at its outdoor site at Mrs Macquarie's Point from 23 Mar to 22 Apr, with tix from \$99.



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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.

Topdeck Travel is offering free return flights to the USA on selected 2018 USA trips over 16 days. Deal ends 28 Feb. Visit topdeck.travel for more.

Save up to 40% on booking until 30 Apr for travel through until 20 Dec at **The Westin Resort Nusa Dua Bali**. The deal includes breakfast for two, internet access and late departures. Call your wholesaler for more.

Travellers can save \$650pp on **Tempo's** Authentic Cuban Highlights itinerary. The 7-night tour must be booked by 31 Mar. **CLICK** for more.

Air Tahiti heli flights

AIR Tahiti Nui has launched a helicopter transport subsidiary after reaching an agreement with helicopter company HBG.

From Apr, four choppers will be split between Bora Bora & Tahiti.

PG on Expedia

BANGKOK Airways has partnered with the Expedia Group to add the online travel agency (OTA) as a new distribution channel and incorporate a global marketing campaign.

Join the team at Business Publishing Group

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Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

EDITORIAL

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Centara Grand Beach Resort & Villas Krabi

Win an escape to Thailand

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 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



New Airbnb tiers

ACCOMMODATION disrupter Airbnb has revealed several new property types and tiers as it celebrates its 10th anniversary.

Four new property types include Vacation Home, Unique, B&B and Boutiques.

This is in addition to existing Entire Home, Private Room and Shared Space.

New tiers for the platform include Airbnb Plus and Beyond by Airbnb, while an additional collection of "homes perfectly suited to every occasion" have been added to its inventory.

Airbnb also confirmed that it will invest back in its community with a new Superhost program and a guest membership program to launch later this year.

Paradise overhaul

CARNIVAL Cruise Line's *Carnival Paradise* is undergoing an extensive, multi-million-dollar refurb that will add a wide variety of new spaces and innovations.

On the drawing board is a water park, 38 new cabins, 98 balconies to existing staterooms, and a host of exciting food and beverage concepts.

Following the month-long dry dock, which takes place in the Bahamas, *Carnival Paradise* will resume its year-round schedule of four- to eight-day cruises from Tampa on 26 Mar.

New eateries and drinking outlets include Guy's Burger Joint, RedFrog Rum Bar, which offers rum based drinks and Blueguana Tequila Bar.

WIN a share of \$60,000 plus in PRIZES by GROWING your SQ Sales

SINGAPORE
AIRLINES



Consolidated Travel and Singapore Airlines
are giving Vouchers during 15 February - 07 March 2018
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\$20 VOUCHER per ticket*
by increasing your sales by 10%

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by increasing your sales by 20%

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 15 February - 07 March 2018 on SQ International itineraries ex Australia plated on SQ (618) ticket stock on the Consolidated Travel IATA only. Minimum of \$5,000 in nett International total sales is required to qualify. *\$20 Voucher: To qualify a 10% growth compared to the previous year is required. *\$25 Voucher: To qualify a 20% growth compared to the previous year is required. Vouchers are capped and all sales will be tracked by Consolidated Travel at the completion of the promotion. Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The prizes are open to all full time international selling agents only. Consolidated Travel and Singapore Airlines reserve the right to alter or cancel the promotion any time. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 14 February 2018.

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Working in partnership with the Australian Travel Industry

Experienced Travel Consultant

Brisbane, Competitive & Lucrative Salary Package, Ref: 2040AW1

Working with the crème de la crème of travel products you will be walking into an agency that specialises in high yield bookings! The ideal candidate will have strong GDS and fares experience and come with a wealth of travel knowledge. Do you enjoy creating bespoke and tailor made itineraries? Pride yourself on delivering exceptional customer service? Walking into this role with confidence and motivation and being a team player is key to succeeding in this agency!

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

Travel Consultant, 3-4 Days a week

North West Sydney, Great Base + Comms, Ref: 2010AJ1

A rare opportunity has just opened up in the North Western suburbs for an experienced consultant to join a great team that specialise in looking after their team members. A healthy Work-Life balance is paramount and you can therefore look forward to enjoying 3 days off a week in addition to a friendly work environment. The store is in an ideal location with plenty of foot traffic leading to the potential to exceed targets and reap the associated benefits of doing so. Get in quick!

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

Sales Manager

Sydney, Circa \$100k OTE + Super Ref 3298SO50

This exciting travel company has a fantastic culture within its excellently located travel offices and they are recruiting this key role to help the expansion and growth plans forecast. You will be integral in the future of the business which with your sales guidance can take the organisation to the next level. You will be instrumental in the implementation of the sales strategy. You will be leading and motivating a team of sales staff and be inspiring them towards excellence.

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

Online Travel Consultant

Melbourne, up to \$55k OTE + Super, Ref: 2601MC1

Seeking experienced retail or existing wholesale travel consultants to join an industry leader and take the next step in their travel career. If you have a successful sales track record and a strong ability to build rapport over the phone this is the role for you. Successful candidates will be responsible for handling large volumes of calls while piecing together tailor made and packaged itineraries for travel agents. Professional phone manner is essential and strong organisational skills are key.

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

Sales & Travel Consultant

Gold Coast, 1st year \$50k-\$76k pkg, Ref: 3215SZ1

Working in a non-face to face sales focused environment where you will have a consistency of warm enquiries being provided. The conversion rate from quote to bookings are quite high with a min of 1 in 3 quotes converted to bookings. You will also be paid full commission on DEPOSIT on a weekly basis. Never be in the office for more than 7.5 hours per day. Full 4 weeks training on systems & procedures will be provided. Apply if you have more than 6 months experience as a consultant.

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

Luxury Travel Consultant | Virtuoso

North Shore, Salary to \$55k + Super + Comms, Ref: 3256PE3

My client a well-known Sydney bespoke travel company is looking for a superstar retail consultant that excels in customer service & knows luxury travel and how to sell it to elite clientele. You will be rewarded with excellent remuneration & uncapped commission along with other fantastic in-house bonuses. Once you join Virtuoso you never go back, add this role to your resume & you will never want to work again. Make the big \$\$ from the huge commissions achievable in this fantastic travel role.

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

Retail Travel Consultant

Melbourne, \$38-45k + Commission, Ref: 12436GA11

My client is a highly regarded travel company looking for someone to step into an experience Travel Consultant role. This exciting new opportunity is now available for someone who is proficient in a GDS and have minimum 1 year retail experience. If you enjoy selling a wide range of travel products from both the domestic and international market to tailor making and would love to work with a fantastic team with great career progression, then this is the opportunity you have been looking for.

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

Boutique Travel Consultant

Adelaide, \$45k + Super, Ref: 2785HC1

Do you have the gift of great customer service? If you have proven retail sales experience and can manage complex itineraries then this is the role for you. You will be working towards targets and aiming to earn lucrative quarterly commissions in return for a career within a supportive and friendly environment. You will be highly experienced within the travel industry, have GDS skills and have proven sales results. Long term career progression, a great salary & an amazing team are perks to this role.

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



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