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## Magellan lifts agent offer

**EXCLUSIVE**

**MAGELLAN** Travel Group members are now set to receive more than \$20 million from the sale of the business to Helloworld, after directors flagged a doubling of their most recent offer at a summit meeting in Melbourne yesterday.

### UA connections

**UNITED** Airlines is continuing to drive home its message of better connectivity to the Caribbean and Central America as a result of its new Sydney-Houston service, with today's **cover wrap** highlighting its one-stop options to Mexico.

UA's daily 787-9 *Dreamliner* service to IAH debuted last Sat.

### Albatross incentive

**AGENTS** booking four clients on any combination of tours from Albatross Tours' Europe and UK Small Group Touring program until 28 Feb will receive a \$250 Coles/Myer Gift Card.

More info plus details on the 18-day Magnifico Spain & Portugal itinerary on **page 7**.

About 100 members gathered for the forum, with md Andrew Macfarlane saying it was good to be able to "discuss and understand the transaction, to hear the rationale for the decision around scale and the capacity to invest and to hear the future opportunities and benefits for Magellan as a part of Helloworld.

"We held an open forum to hear members' views and there is a range of opinions which we respect...I am confident members now better understand why we believe this is the best decision for Magellan's future," he told **TD**.

While there is still significant angst about the deal, it is likely to prove attractive to many more members, who have been told the revised offer will be forwarded in the coming days.

### Today's issue of TD

*Travel Daily* today has six pages of news and photos, a front cover page from **United**, plus full pages from:

- Albatross Tours
- Travel Trade Recruitment
- Consolidated Travel



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## VA/DL mystery fam

**CONSOLIDATED** Travel, Virgin Australia and Delta Air Lines are offering the top three sellers and three most improved sellers of tickets to the USA between 22 Jan -11 Feb the chance to win a four-night mystery famil - see [page 9](#).

## Edge float out

**CELEBRITY** Cruises' 2,918-pax *Celebrity Edge* was floated out of its dry dock at the STX France shipyard overnight.

The 16-deck vessel's maiden voyage is scheduled for 21 Nov.

## Cobalt to Heathrow

**CYPRUS'** Cobalt Air will launch a new daily service between Larnaca and London Heathrow, commencing 27 Mar.

The new route will complement the carrier's existing services to London Gatwick and Stansted.

Cobalt Air will utilise dual-class Airbus A320 aircraft on the route.

## Wirth to lead QF loyalty

**CURRENT** chief customer officer at Qantas, Olivia Wirth, has today been named as the new chief executive officer of the company's loyalty business.

Wirth takes over the role left vacant by the shock resignation of Jayne Hrdlicka (*TD* 14 Dec), who is departing the Qantas Group to take up the ceo role at a2 Milk.

Wirth has been with Qantas for nine years, mostly working as a member of the management committee, responsible for brand, marketing & corporate affairs and reporting directly to Group chief executive officer, Alan Joyce.

Her promotion will see exec manager of sales & distribution Vanessa Hudson elevated to the role of chief customer officer, joining the group management committee & reporting to Joyce.

"At the senior executive level we have a number of very high calibre individuals who have a deep understanding of our

business, and Olivia and Vanessa are two standout examples of that," Joyce commented.

The changes take effect from 12 Feb, with a Qantas spokesperson confirming to *Travel Daily* the group is now recruiting for Hudson's vacated exec manager sales and distribution position.

## Japan travel chaos

**SOME** of Japan's airports were collectively forced to cancel 250 international flights overnight as the country continues to endure a major snow fall.

Qantas flights were affected including a Tokyo Narita to Brisbane service which faced a lengthy delay, as well as a QF flight from Tokyo Haneda which was delayed by nearly four hours.

Many travellers were forced to sleep on the floor at Narita Airport following the widespread cancellations.

## QF, CI Y+ to Taipei

**QANTAS** has expanded its code-share deal with China Airlines (CI), now enabling QF customers the opportunity to travel non-stop to Taipei in Premium Economy on the Qantas code.

The Australian carrier currently codeshares with CI on its direct flights to Taipei from Sydney, Melbourne and Brisbane, with China Airlines utilising four-class Airbus A350s on the routes, fitted with a Premium Economy cabin.

New Qantas Premium Economy fares have gone on sale this week, for travel between SYD-TPE from 20 Feb and MEL-TPE & BNE-TPE from 25 Mar, subject to govt and regulatory approvals.

For more info, [CLICK HERE](#).

**MEANWHILE**, QF has confirmed it provides the quickest service between Sydney and New York (via DFW) with a time of 20:16 hours, 10 minutes faster than United's new offering to Newark via Houston (*TD* yesterday).

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## SQ boosts CBR to daily

**SINGAPORE** Airlines has today revealed it will ramp-up flight frequencies to Canberra, moving the service from its current four weekly to daily, effective 01 May. The up-gauge will however see SQ de-link the tag-on service

from Canberra to Wellington (that launched in Sep 2016), via a new triangular service operating Singapore-Sydney-Canberra-Singapore.

The new daily flight, SQ288, will also see a change to the aircraft type operating to Canberra, with the current Boeing 777-200 replaced by 777-300ERs with First and Premium Economy cabins.

This new service means SQ will operate a fifth daily frequency into Sydney, departing late night.

SQ's updated Australian ops will also see Melbourne benefit.

SQ247/248 between SIN/MEL, currently operated by Airbus A320s three times per week, will be upgauged to Boeing 777-200s, increased to four weekly and linked to Wellington.

"These changes will help to meet the growing demand we have seen in the three cities," SQ regional vp Philip Goh said.

"Increasing services to Canberra and deploying a different aircraft type allows us to offer more travel options from a schedule perspective as well as additional premium cabins, reinforcing our commitment to the ACT and surrounding region."

Goh reiterated that the CBR route had grown since its launch, and that the changes "will be of greater benefit to both Canberra and Wellington in the long term".

Tickets on the new services and routes will be available to book from tomorrow, with impacted pax offered alternate options.

## Tassie parks push

**THE** Tasmanian Government through Tasmania Parks and Wildlife Services has partnered with COTA to encourage people of all ages and mobilities to visit the state's national parks over the summer period.

Social media users who post a national park pic with #RethinkParks will go into the draw to win a \$50 gift card.

The push is part of the Govt's plan to work with the travel sector to drive sustainable tourism.

**CLICK HERE** for more info.

## Lirica UAE extension

**MSC** Cruises will expand its presence in the UAE with the addition of *MSC Lirica* from Nov.

*Lirica* will sail cruises of 11 and 14 nights, with select voyages having a two-night stay in Dubai.

MSC will also offer cruises to India from the United Arab Emirates for the first time.

The ship can carry 1,560 pax.

## Window Seat

**ANIMALS** love being on the loose in airports, so it was no surprise that an exotic monitor lizard was captured at London Heathrow this week.

Authorities said the animal was found wandering freely in the baggage sorting area.

It is believed that the animal was placed inside an individual's luggage in an attempt to bring it into the United Kingdom.

The Bengal monitor lizard is believed to be a juvenile as the adults can grow up to 2 metres.



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## andBeyond enhancements



**VISITING** Australia for the first time, &Beyond regional managing director Mark Wheeler has this week been updating wholesalers and agents across the country on what's new with the group.

The luxury travel firm this year will focus on the improvement & extension of its lodge network in east and southern Africa, he said.

The new &Beyond Tengile River Lodge in the Sabi Sands Game Reserve in South Africa is slated to open in Dec and features nine raised suites overlooking the Sand River, decorated in contemporary and elegant style.

After fire gutted the iconic four-bedroom &Beyond Phinda Homestead in Dec 2016, the newly rebuilt sole-use villa will welcome guests back from 01 Sep, with reservations open now.

&Beyond Bateleur Camp, situated in Kenya's Maasai Mara,

is also receiving a complete overhaul and will re-open in a few weeks' time, featuring 18 tented suites and a new massage sala and fitness centre.

Also included in the revamp is the addition of a coffee & gin bar.

Wheeler further revealed details of &Beyond's Signature Experiences - such as its Snow Leopard Expedition and the Eat, Pray Love experience in India, as well as some of the small group journeys in South America.

A new &Beyond property is also in the pipeline in Bhutan.

More at [www.andbeyond.com](http://www.andbeyond.com).

**Pictured** at this week's event in Sydney from left are &Beyond's Norman Harper, Australia & New Zealand representative; Mark Wheeler, regional managing director of East Africa and South Asia and Anubhav Sawhney, int'l sales manager Asia.

## Sculpture packages

**ACCOMMODATION** packages for Sculpture at Scenic World in the Blue Mountains have been released by the event's organiser.

Now in its seventh year, the outdoor art gallery will showcase over 35 world-class sculptures, exhibited along the Jamison Valley floor, between 13 Apr-13 May.

A range of free public programs are on offer to visitors, including guided tours and workshops.

Eight properties in the region are offering exclusive deals, such as the Hydro Majestic, Lilianfels Resort & Spa and The Carrington.

Prices start at \$98pp for a two-night stay - more details [HERE](#).

## Pinetrees accolade

**LORD** Howe Island's Pinetrees Lodge has been revealed as the best hotel in Australia, according to TripAdvisor's 2018 Travellers' Choice awards - details [HERE](#).

The accolade is based on the reviews and opinions collected by TripAdvisor over a single year.

COMO the Treasury in Perth and Ovolo Woolloomooloo in Sydney took out second and third place respectively.

Emirates One&Only Wolgan Valley Resort in NSW was the most expensive hotel inside the top 10 in 2018, based on a TripAdvisor average annual pricing from \$2,154 per night.



## AIR CANADA

### Air Canada are recruiting! Rare jobs avail – act quick Account Sales & Service Specialist

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All roles are based in our new offices in Sydney CBD, with Mon-Fri work hours. Travel agency and/or airline experience in similar roles required.

If you feel that you have the suitable skills and experience to do one of these roles, and want to work for an exciting airline and team, please email your CV and Cover Letter outlining your suitability to the chosen role to [Fei.Revel@aircanada.ca](mailto:Fei.Revel@aircanada.ca).

Applications close by COB 2nd Feb.



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### APT pre-release '19

APT has launched its 2019 Europe Pre-Release brochure featuring a new 15-day Imperial Europe river cruise.

New to 2019 is the France by Rail with Romantic Rhone and Seine journey and a Royal Signature Experience addition on its Magnificent Europe itinerary including a rail journey aboard the Grand Empress steam train and tour of Godollo Palace.

A fly free deal is also on offer.

### Lotte Arai opening

**SOUTH** Korean luxury hotelier Lotte Hotels & Resorts has opened a new ski resort in Japan called the Lotte Arai Resort.

Located in Myoko City in the Niigata Prefecture, the resort offers visitors many adventure activities outside of skiing such as the longest zip-line tour in Asia (1,501m), a long tubing course and rock climbing - special deals on these run through to 31 Mar.

### BNE crypto-currency

**TRAVELLERS** at Brisbane Airport will soon be able to use digital currencies such as Bitcoin to dine and shop at stores across both terminals.

The news follows a partnership between Brisbane Airport and TravelbyBit to allow decentralised block chain enabled payments into its terminal shopping.

"This is just the beginning for us as we hope to expand the digital currency option across the business, so watch this space," said BAC gm strategic planning & development Roel Hellemons.

### AIME rego lure

**THE** Asia-Pacific Incentives and Meetings Expo (AIME) is incentivising pre-registration for its upcoming event on 20-21 Feb.

Inducements include no \$25 door charge, access to Saxton 'Up Close and Personal' sessions and a chance to win a Pullman Resorts & Spa Hotel experience.

**TOP** performing Flight Centre agents were recently treated to an exploration of the City of Angels as reward for selling the most Los Angeles hotel stays for Aug.

The trip, hosted by Discover Los Angeles, included visits to popular cultural tourist sites such as The Los Angeles Country Museum of Art (LACMA), La Brea Tar Pits & The Broad art museum. Further adventures were had when the group checked out the LA neighbourhood scene such as the Valley & the Arts District.

The five-day trip didn't neglect the big attractions either, taking in an LA Kings ice hockey match,

touring the Universal Studios Hollywood and a trip to Warner Bros. Studios.

The group is **pictured** in front of the iconic Hollywood sign.

### AVANI Laos debut

**AVANI** Hotels & Resorts will make its first foray into Laos via a rebranded 53-room resort.

The AVANI Luang Prabang will be located in the north of the country & operational from Mar.

Features include French neo-classical designs, treatment rooms and an outdoor pavilion suited for small weddings.

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## Aurora showcases Mortimer



**AURORA** Expeditions' new vessel, *Greg Mortimer*, will hold more than double the 54 guests accommodated on the ship it currently charters for its polar itineraries, *Polar Pioneer*.

Speaking at a media event in Sydney yesterday, co-founder Greg Mortimer explained "the simple economics today are that you can't build a little polar pioneer 50-person vessel and it be economic so there's a need for the new ship to be bigger".

The new vessel will debut in Oct 2019 and is the first of 10 of its kind being built by Ulstein.

Although there was the potential for it to hold 180 passengers, Aurora opted to keep it smaller and dedicate the extra space to roomier cabins.

Managing director Robert Halfpenny told **TD** the ability to purpose-build the vessel allowed it to use the expertise of its team to create a ship designed "by expeditioners for expeditioners".

It will have four sea-level launching platforms, hydraulic viewing platforms in the bow to ensure pax don't lose their

forward-viewing opportunity and more than 30% interconnecting cabins to cater for extended families travelling together.

Halfpenny said the higher speed of the ship allowed due to its X-Bow technology had seen the company add in some new options, including Franz Josef Land in the Arctic Ocean.

The company has also introduced a fly-fly option in Antarctica, allowing passengers to skip the Drake Passage.

Halfpenny reinforced that the vessel wouldn't change the "pioneering spirit" which the company inherited from its co-founders, highlighting "the difference between us and other operators is we don't mind scratching the paint on our ship and people won't mind getting dirty," he said.

The Aurora Expeditions team **pictured** are: Michael Woods, brand marketing manager; Greg Mortimer & Margaret Mortimer, co-founders; Stephen Antsee, expedition leader; Heidi Krajewsky, naturalist and Robert Halfpenny, managing director.



## Accommodation Updates

**WELCOME** to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



The **Tank Stream Hotel** in Sydney has introduced a Malaysian 'fine fast food' concept in a laneway venue. Dave's Deli offers a range of dishes served in 10 minutes. The Malaysian chain is dubbed the "home of the original 1/4 roast chicken" in its native land.

Dave's Deli will also cater for groups and events, with patrons able to access the hotel's bistro-styled restaurant for an elevated experience.



A complete refurbishment of **The Westin Resort & Spa, Cancun** has been unveiled.

The top-to-bottom redesign of all the resort's public areas has seen the launch of Arena Sports Bar & Restaurant and the debut of a Flowriver surf simulator. Complementing

these exciting renovations will be 44 spectacular studio and two-bedroom villas that are scheduled to open in the next few months.



Guests checking in to **The Rees Hotel Queenstown** can now take advantage of quick turnaround times of guestrooms with the roll out of Optii Keeper. The system allows cleaners to reduce cleaning times by estimating guest type and use-pattern. The

Rees Hotel claims that it can now turn rooms around in 90 minutes.



**Elements of Byron** in Byron Bay has debuted 99 new villas, an adults-only pool with swim-up bar and a cocktail caravan on the beach as part of its recent expansion project. The new villas more than doubles the resort's capacity. Seventy of the villas are

two-bedroom and feature a full kitchen, laundry and a screened-in deck with rainforest or grassland views.

### Cape Town H<sub>2</sub>O crisis

**SOUTH** Africa Tourism has assured travellers that Cape Town and the Western Cape are open for business despite Western Cape currently experiencing a significant drought.

To counter the effects of the drought and the possibility of running out of water, the city has put in a number of initiatives which tourists are requested to adhere to.

If the city reached "Day Zero" and the regular flow of water was cut, the tourism board warned water would be severely rationed but sufficient for daily needs and tourists would be able to shower and maintain daily hygiene.

### Petersham boutique

**THE** old Stanmore fire station in Petersham, Sydney, has gone on the market, with planning approvals to transform it into a 13-bedroom boutique hotel.

The property was decommissioned in 1991 and has been extensively renovated and is used as a private residence.

### Pod Times Square

**THE** Pod Hotels has opened its largest property to date, the Pod Times Square in New York city.

The 665-pod property located at 42nd St/9th Avenue includes 45 "micro-apartments" for extended-stay or long-term leases.



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**Wholesale Travel Consultant**  
Sydney, \$50k + Super, Ref: 5413AJ1

We are currently searching for a Travel Consultant to fill an exciting role which has just opened with one of our Global Wholesalers. Ideally, you will require a proven track record of excellent customer service and a high attention to detail. As this role is based in the corporate sector, this is an amazing opportunity for those looking to move away from the pressure of high sales targets and focus on providing an unparalleled level of customer service. To find out more, contact me today!

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

**Corporate Consultant – Emergency Assistance**  
Melbourne, up to \$67k FTE + Super, Ref: 3242MC1

Seeking a highly experienced corporate travel consultant to join a Global TMC as part of their emergency assistance team. This highly autonomous role requires Galileo proficiency and the ability to self-ticket. My client specialises in the events/entertainment space and due to the exciting nature of their business, no two days will be the same. If you are looking for an opportunity to represent and work for a global TMC from the comfort of your own home – this is the role for you!

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

**HR Manager Australia**  
Brisbane, \$70-\$100k + Super, Ref: 3236SZ1

A brand new role is available for an experienced HR Manager to be part of this growing business. Exciting changes are happening including merging of 2 businesses! This role will see you use all your HR skills and experience to manage the Australia offices with support from the HQ abroad. Upon interview, my client will explain their confident 5 year growth plan and your role in making this happen! If you are hardworking, versatile with skills in change management, we want to hear from you!

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

**Online Travel Consultant**  
Sydney, \$40-57k + Bonus, Ref: 1854SJ1

I'm looking for a travel industry professional who wants to step away from face to face sales & work for a leading online travel provider. You will be booking packages & tailor making international holidays as well as assisting with online bookings while always delivering excellent customer service. A fun & vibrant team in luxurious CBD offices & a real chance for career progression. A great base salary is on offer with lucrative commissions & the chance to work for an industry leader.

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**Contracting & Operations Director**  
Melbourne, \$Fantastic Salary Package, Ref: 3237HC1

My client is seeking an exceptional Contracting & Operations Director to work for their growing tour operator and lead their team to success. They are looking for someone with excellent negotiation skills and the ability to manage a team. The ideal candidate will have a strong background in contracting as well as operations – 5 years + experience. A crucial part of the role is to negotiate competitive rates with suppliers and manage existing supplier relationships and develop new ones.

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

**Retail Travel Consultant**  
Melbourne, \$38-45k + Commission, Ref: 1243CGA1

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.

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Gold Coast, Competitive Salary, Ref: 1993AW2

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 Quikfares Ref: VA129 / DL40



**Virgin Australia and Delta Air Lines operate a combined total of 25 Trans-Pacific flights between Australia and USA.**

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 22 January - 11 February 2018 on VA/DL International itineraries ex Australia plated on VA (795) & DL (006) ticket stock on the Consolidated Travel IATA only. 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, Virgin Australia & Delta Air Lines reserve the right to alter or cancel the promotion any time. Famil will be during 01 May - 05 May 2018, \*Subject to change. Prize includes Return afares from the nearest Virgin Australia port, 4 nights twin share accommodation & Transfers. All additional travel expenses, insurance, ancillary costs, etc, are at the passengers own expense. Airline tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash. 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 17 January 2018.