



## Macfarlane reports to the top

**MAGELLAN** Travel Group chief exec officer Andrew Macfarlane has confirmed that now the company has been taken over by Helloworld Travel Limited (**TD** 02 Mar) he reports directly to Helloworld chief executive officer Andrew Burnes.

This month's issue of **travelBulletin** mistakenly stated that Macfarlane would report to the company's newly appointed group gm of retail & commercial, John Constable (**TD** 06 Feb), whose direct reports include Julie Primmer, David Padman, Stan Scott and Mike Thompson.

## FC 'abnormalities' claim

**FLIGHT** Centre chief executive Graham Turner has confirmed a "commercial disagreement" with NAB amid reports the bank was "overcharged" for bookings.

**Fairfax** reports Flight Centre has been dumped as the bank's major corporate travel provider in favour of Amex GBT after finding what it believed were "abnormalities" in its billings.

Citing "well-placed sources", **Fairfax** says it is understood fees incurred by NAB were in excess of what it felt was agreed under its contract with Flight Centre, which it says was estimated to be worth about \$30 million a year.

Turner is quoted saying Flight Centre had a "commercial disagreement with NAB that was quickly and fully resolved last year" and that Flight Centre still had "a good relationship with the bank commercially in travel and in banking".

Both Flight Centre and NAB

have repeatedly declined **Travel Daily's** requests for comment on their contractual relationship since rumours of a dispute between a major bank and travel management company emerged last year (**TD** 01 Sep).

## Mantra deal cleared

**ACCORHOTELS'** purchase of the Mantra Group is set to proceed after the Australian Competition and Consumer Commission (ACCC) announced this morning it would not oppose the sale (**TD** breaking news).

ACCC chairman Rod Sims said the combined hoteliers would still compete with other local and international chains as well as independent providers.

Over 125 Mantra properties in the Asia Pacific region are now set to join AccorHotel's portfolio, giving it the Peppers, Art Series, Mantra and Breakfree brands.

## TN Prem Economy

**AIR** Tahiti Nui's new Boeing 787-9 *Dreamliner* aircraft will feature a triple-class cabin, including the airline's first-ever Premium Economy class cabin.

TN expects to take delivery of its first of four 787s in Oct, with the carbon-composite aircraft slated to enter service from Nov this year, followed by other deliveries in Jan, May and Aug in 2019.

Specific Premium Economy cabin details are yet to be revealed.

Timing of Air Tahiti Nui's maiden 787-9s coincides with the French Polynesian carrier's 20th anniversary of operation, to be celebrated on 20 Nov 2018.

## Women honoured

**MORE** than 400 travel people from across Australia have gathered in Sydney today for the second annual "Inspiring Greatness" International Women's Day event - more details on **page five**.

## Today's issue of TD

**Travel Daily** today has eight pages of news, including a photo page for **MTA - Mobile Travel Agents** & full pages from:

- Albatross Tours
- AA Appointments jobs
- Malaysia Airlines



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## Aurora global expansion

**AURORA** Expeditions has ramped up its international expansion with the appointment of two new sales directors to target markets in the UK, Europe and North America.

Craig Upshall has been appointed to the role of sales director UK and Europe while Edith Beaudoin has been appointed to the role of sales director North America.

Both are charged with growing

### CMV takes *Eden*

**CMV** Travel & Leisure Group has confirmed it is the purchaser of P&O's *Pacific Eden* (**TD** yesterday) and it will add the vessel to its fleet in Apr next year.

The ship will be deployed under CMV's German brand TransOcean Kreuzfahrten and sail from German ports during the northern summer.

During the alternate season between Dec and Mar, it will sail in Australian waters from Fremantle and Adelaide.

A new name will be announced later this month.

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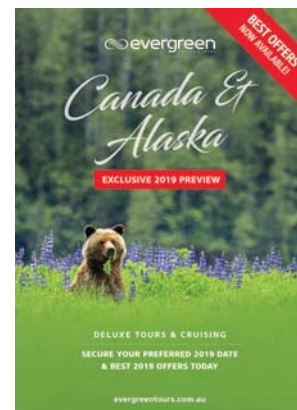
## Northwest regos

**PRE-REGISTRATIONS** have opened for Scenic's Northwest Passage cruise in late 2020 aboard *Scenic Eclipse*.

Sailing from Kangerlussuaq to Nome over 21 days, the cruise is limited to just 200 passengers.



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## Emirates stopovers

**EMIRATES** is offering free Dubai stopovers for customers who book by 27 Mar and stay before 10 Dec.

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## QR names 16 new ports

**QATAR** Airways has named 16 new destinations in an aggressive expansion plan outlined at the ITB travel exhibition in Berlin, as flagged in Canberra last month (**TD** 14 Feb).

The carrier's group chief exec Akbar Al Baker told media at the event that QR had defied the economic blockade imposed on the Gulf state by neighbouring nations last year and that it would continue to expand regardless.

Among new routes planned by Qatar in 2018 and 2019 is a direct link to Luxembourg, the first by a gulf carrier.

## Vanuatu cyclone

**DFAT** has warned the category three Cyclone Hola is set to hit Vanuatu's Malampa Province and Shepherd Islands over the next 12 to 24 hours.

Severe weather and airline disruption is expected.

The **oneworld** member carrier has also flagged services to London Gatwick and Cardiff in the UK, Lisbon in Portugal and Tallinn in Estonia.

Other ports include Valletta (Malta); Cebu and Davao (Philippines); Langawai (Malaysia); Da Nang (Vietnam); Bodrum, Antalya and Hatay (Turkey); Mykonos and Thessaloniki (Greece) and Malagan (Spain).

Launch dates for the new routes have yet to be announced.

## Burnes ups shares

**HELLOWORLD** Travel ceo Andrew Burnes has acquired an additional 1,000 shares in the company, valued at \$4,698.

Helloworld has also confirmed to the ASX its issue of 2,427,649 fully paid ordinary shares to the vendors of the Magellan Travel Group as part of its acquisition of the company (**TD** 02 Mar).

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## NRL tipping kick-off

**TRAVEL Daily's** annual NRL Footy Tipping competition kicks off in just a few hours when the Dragons and the Broncos meet for the first match of the season.

Over 1,100 people have already signed up, but there's still time to take part - tipping for tonight's game is open to 7.40pm (AEST).

**TD** has again teamed up with Emirates to offer a grand prize to the 2018 top tipper of return flights for two to Europe.

The competition also has \$100 travel vouchers up for grabs at the end of each weekly round, courtesy of Expedia TAAP.

See our website for details:  
[traveldaily.com.au/nrl-tipping](http://traveldaily.com.au/nrl-tipping).

## Rocky offer extends

**ROCKY** Mountaineer has extended its Stay & Play offer until 29 Mar, providing up to \$600 per couple added value on bookings of eight+ days.



## Window Seat

**C'EST** la vie. The Eiffel Tower has made a surreal and unexpected departure after being hit with near hurricane-force winds, but in this instance Parisians might be pleased.

A Chinese replica of the famous monument - one of several worldwide to earn the crushing disapproval of the French - has been filmed drifting away from a shopping mall in the city of Nanchang in Jiangxi province, south-east China.

The not-quite-convincing forgery is smaller than the real thing and is shown sliding across a car park in a stiff breeze.

Savage weather to hit the region was also responsible for a roof collapse at Nanchang's Changbei Airport.

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## Ramada's Sydney debut

**WYNDHAM** Hotel Group will introduce the Ramada brand to Sydney for the first time this month, having obtained the management rights of the Ibis Styles Sydney Lansvale.

The 81-room property will be rebadged as Ramada Hotel and Suites Sydney Cabramatta on 12 Mar under a franchise deal between Wyndham and property owner Z Hotels Pty Ltd.

## US Q3 visits flat

**THE** latest visitor data released by the US government overnight shows the number of Australians entering the country between Jul-Sep 2017 was down 0.3% on the corresponding period the year prior, to 387,664.

During the month of Sep, the visitor numbers fell 1.6% year-on-year to 146,000, while arrivals from Jan to the end of Sep were 995,215, slipping 2.2%.

Citing "significant tourism growth" in Western Sydney in recent years, Wyndham president and managing director Barry Robinson said "there has never been a better time to debut our global Ramada brand to the capital city".

"With the predicted influx of international tourists from the planned Western Sydney Airport at Badgerys Creek...Ramada Cabramatta will be well placed to cater to growing demand for high quality hotels and best-in-class hospitality in the region," Robinson remarked.

Z Hotels intends on adding a further 19 rooms to the property before the end of 2018, increasing the room count to 100.

Once rebranded, the hotel will join four existing Wyndham Hotel Group hotels and resorts in NSW, located in Shoal Bay, Ballina, Coffs Harbour and Port Macquarie.

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## ET Canada preview

**EVERGREEN** Cruises & Tours has released its 2019 Canada & Alaska Preview, capitalising on "phenomenal popularity" for the destination where demand is exceeding supply and ahead of an expected price rise next year.

The program features six tours, including the 18-day Rockies Explorer tour with Alaskan Inside Passage cruise, now priced from \$6,440 per person twin share.

GM Angus Crichton told **Travel Daily** going to market first with its Canada preview was aimed at enabling agents to secure "our guaranteed best 2019 prices".

"Demand is high and Canada is tipped as being one of the top destinations to visit next year.

"Hotel availability in parts of Canada is limited, hence why we are coming out early, allowing agents to lock their clients in.

"This isn't a sales gimmick, it is reality," Crichton commented.

**CLICK HERE** to see the preview.

## AIA sells Qld p'folio

**AUCKLAND** Int'l Airport Limited (AIA) yesterday confirmed it had divested its eight-year 24.6% share in North Queensland Airports for \$370m (**TD** 16 Jan).

AKL chief financial officer Phil Neutze said the agreement completes a year-long process.

"Our eight-year investment in NQA has been a very successful one," Neutze said.

"The sale of our shareholding ensures that we can focus on growing our New Zealand travel, trade and tourism businesses and recycle the proceeds of the sale into supporting the significant investment in aeronautical infrastructure at Auckland Airport over the next five years," he said.

The North Queensland Airport portfolio includes Cairns Airport and Mackay Airport.

In Jan, AIA flagged the sale of its stake to IIF Cairns Mackay Investment, The Infrastructure Fund and Perron Investments.

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Thursday 8th March 2018

## Kimberley for her

**TO MARK** International Women's Day APT has launched its first "woman's only" tour to the Kimberley.

The 15-day trip will be a one-time departure on 23 Aug and will be hosted by experienced Kimberley Driver-Guide Jenny Pullman and explore many of the iconic sites including a chopper ride above Mitchell Falls.

"We set out to create a departure that would bring like-minded female travellers together to explore a remote and vast destination with companions that they otherwise may not have had the opportunity to travel with," said APT's Jenny Pullman.

Places on the journey are limited with interested parties to call 1300 196 420.

## Inspired by Her

**MGALLERY** by Sofitel has rolled out its Inspired by Her initiative in Australia and NZ, a push by the hotel brand to better cater to the needs of female travellers.

Specifically the additional tailored services include offering make-up mirrors, complimentary beauty items, hairdryers, fashion and lifestyle magazines, makeup accessories and access to health and beauty appointments.

MGallery by Sofitel last year conducted research across four western countries and found that 80% of travel decisions are made by women and 86% of them favour a female-oriented hospitality program.

## Equality in tourism

**THE** Women in Tourism International Women's Day lunch held at the Beta Bar & Gallery in Sydney today saw tourism expert Tammy Marshall call on the industry to push for more women in senior executive roles.

Marshall said the time to make these changes was "urgent".

"Business is changing at such a rapid pace that it's no longer about just being fair to have women in leadership roles, it is a must if we're going to compete in global business and continue to see Australia thrive," Marshall told the 80 people in attendance.

"Countries that are doing well clearly show the gender equality played out across all aspects of their nation," she added.

Marshall leads her own business transformation consultancy focused on future-proofing travel and tourism businesses.

## EK Superwomen



**EMIRATES** has published a video to celebrate International Women's Day showing the "Superwomen" Airbus A380 flight to San Francisco, a flight operated by 75 women at all levels from baggage handlers to pilots and flight attendants.

Watch the full video [HERE](#).

## Inspiring travel women



**TRAVEL** industry women (and men) from across Australia and New Zealand were inspired, thrilled and educated today at the second annual JITO Connected "Inspiring Greatness" event, held to coincide with International Women's Day.

The day received widespread support from the industry, with major sponsors including The Travel Corporation, Abercrombie & Kent, Carnival Australia, Celebrity Cruises, Intrepid Group, nib travel insurance, Travelport and **Travel Daily**.

Organised around three key strands - inspiring greatness in others, inspiring greatness in yourself and education - the day was a mixture of uplifting presentations and "bootcamp style" workshops where a range of industry leaders imparted their knowledge and experience.

Host Helene Taylor from Jito Connected related her personal experience as a top level global travel industry headhunter, while Simla Sooboodoo of Hands-On Journeys related her intensely personal "Monopoly board" of highs and lows which brought her to where she is now.

Other key presenters included Magellan Travel marketing



manager Michelle Kerr who is passionate about preventing trafficking of children, along with "hard skills" from APT Travel Group coo Debra Fox and Jennifer Vandekreeke, Carnival Cruise Lines vice president.

There are also plenty of networking opportunities, with the day wrapping up with celebratory drinks this afternoon.

The event included a panel discussion based on the results of the annual **travelBulletin/Travel Daily** industry salary survey, with participants **pictured** including **Travel Daily** publisher Bruce Piper; Flight Centre chief operating officer Melanie Waters-Ryan; Fiona Dalton, md of Uniworld Boutique River Cruise Collection; Adam Armstrong from Celebrity Cruises; and Matthew Cameron-Smith, md of Trafalgar.

Inset: the dynamic Helene Taylor of Jito Connected with John Veitch, ceo of The Travel Corporation.

Lots more pics from the event at [facebook.com/traveldaily](https://facebook.com/traveldaily).



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## France bounce back for Entire



**ENTIRE** Travel Group (ETG) held a soiree at Palais, Luna Park, in Sydney last night for travel agents, offering a platform for suppliers and destination representatives to update frontline sellers on the latest news, developments and activities in locations the company's brands specialise in.

Those brands include French Travel Connection, Tahiti Travel Connection, New Caledonia Travel Connection, Spain and Portugal Connection and Barge Travel Connection.

The event featured presentations from the likes of Tahiti Tourisme, Air Tahiti Nui, New Caledonia Tourism, Aircalin, Atout France & Monaco Tourism, along with updates from International Rail & DriveAway Holidays, and gave agents a chance to meet ETG staff.

ETG managing director Brad McDonnell took over French Travel Connection 11 years ago, and says the expansion of the business into other regions of the world had been a success, especially in recent times following terror attacks in France.

"Diversification has been really good for us and we've had a lot of success in destinations that we also offer through Spain and Portugal, Tahiti and most recent

baby, New Caledonia," he said.

McDonnell admitted business for French Travel Connection had experienced "a difficult few years", but said interest and bookings for France had turned the corner.

"I'm excited to say that this year we are seeing growth again in the destination which is really exciting," McDonnell remarked.

The comment was backed by Atout France's marketing & trade exec Sarah Elfassy who thanked agents for selling France, saying "it has paid off - France is back".

In 2017, France was the number one tourist destination, welcoming over 89 million tourists, making it one of the only countries in the world that has more tourists than its own population, Elfassy commented.

Australia remains France's 10th largest source market and there's a growing interest in regional parts of the country, she added.

So what destination is McDonnell and Entire Travel Group looking at expanding its portfolio to next?

"I never say never, so watch this space," McDonnell quipped.

**Pictured** flanking McDonnell are Alison Roberts-Brown from Monaco Govt Tourist Office and Patrick Benhamou, Atout France.



## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Abercrombie & Kent** has appointed **Mark Kerr** in the newly created role of Cruise Manager New Zealand. Kerr was most recently with ID New Zealand and brings over 25 years' experience to the role.

**Stephen Howard** is now Director of Marketing at **Ovolo Hotels** following nearly six years at Event & Hospitality Entertainment.

**Hyatt Hotels Corporation** has named **Mark Vondrasekas** its first chief commercial operator. **Jim Chu** has also been selected as global head of development and owner relations.

Travel management company **Egencia** has appointed **Wendy White** as its vice president of marketing and member of its Egencia Global Leadership Team.

**Jeff Gillies** is the new Commercial Director at **Coral Expeditions**, overseeing the cruise line's sales and marketing. He returns to Cairns after spending four years as the Head of Partnerships Oceania & Asia for Ironman. He has also worked for Crowne Plaza, IHG, and as Tourism Director for Tourism & Events Queensland.

### GPT solo offering

**GRAND** Pacific Touring has added two new itineraries across New Zealand for solo travellers.

The 16-day Solo Travellers Highlights itinerary explores both North and South island, with departures planned for 25 Oct, 06 Nov this year and 21 Feb and 14 Mar in 2019.

The other option is an 11-day Ultimate Solo Traveller tour that encompasses the South Island over the festive season, setting off from Wellington on 30 Dec.

Both options are designed for "like-minded travellers" and offer guaranteed single rooms - see [www.grandpacifictours.com/solo](http://www.grandpacifictours.com/solo).

### TASCo roadshow

**THE** Africa Safari Co is advising it has limited places remaining for travel agents to participate in its upcoming national roadshow.

The Sydney show is already fully booked, but there is still space at its events in Perth (20 Mar), Adelaide (21 Mar), Melbourne (22 Mar) and Brisbane (26 Mar).

Participating suppliers include Africa Albida, Africa Reps, Jenman Safaris, Landela Safaris, Real Africa, Sabi Sabi, Rovos Rail, Sun Lux Collection, South African Airways and many others, plus attendees have a chance to win a spot on an African famail.

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Only successful applicants will be contacted for interview.



Thursday 8th March 2018

**COLLECTIVE** experience was shining at last weekend's MTA – Mobile Travel Agents' national conference, with more than 400 members, head office staff and suppliers coming together for the biggest event in the company's 18-year history.

Under the theme 'Experience Shines', the event took over the Surfers Paradise Marriott Resort & Spa and provided a chance to hear from a stellar line-up of keynote speakers.

Among highlights were talks from 60 Minutes journalist Allison Langdon and round-world yachting star Jessica Watson.

A stand-out moment was a presentation by Saroo Brierley, the man behind the movie *Lion* who told of his incredible quest to reunite with his birth mother.



**MTA** founders and co-managing directors Roy and Karen Merricks flank the group's 2018 award winners: Gayle Fogarty, Kym Ryan, Ally Kilpin, Amber Halleday, Margy Stimson, Carine Griffiths, Wendy Allen and Maxine Adams.



**60 MINUTES** reporter and keynote speaker Allison Langdon taking time out with MTA co-managing directors Karen and Roy Merricks.



**FRIDAY** night fever at the 'Experience Shines' Full Moon party on the 78th floor of the Gold Coast's Q1 building.



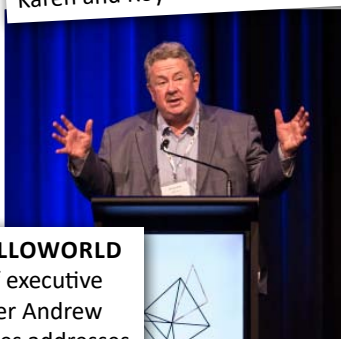
**KEYNOTE** speaker Saroo Brierley with Karen and Roy Merricks.



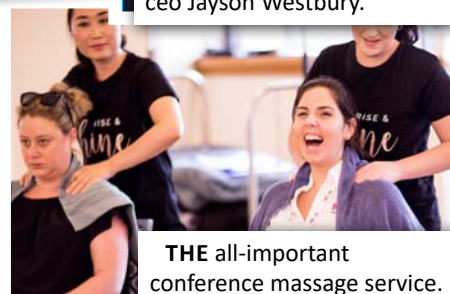
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**HELLOWORLD** chief executive officer Andrew Burnes addresses MTA members.



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**SOLO** sailor and MTA Brand Ambassador Jessica Watson with founders Karen and Roy Merricks.

**SMILES** galore from MTA's BDMs Clare Kearns, Jackie Pennock, Georgia Traill and Sally Gorrige.





Thursday 8th March 2018

## Jones opens FV by Peppers



**FV BY** Peppers became the latest hotel to join Brisbane's growing hotel sector this week, with the Queensland property opening its doors to much fanfare.

The new three tower hotel is heavily influenced by New York styles and features luxury amenities including a heated u-shaped skyline pool, its own moonlight cinema, a yoga retreat and a fully-equipped gym.

The \$600 million FV by Peppers offers 986 single and double rooms and was welcomed to the public by senior Mantra executives and the state's Tourism Minister Kate Jones.

To celebrate the opening, the hotel is currently offering guests the chance to stay in a one bedroom apartment from \$169 per night and receive additional goodies such as a bottle of wine on arrival and a two-for-one breakfast voucher.

The offer is valid until midnight 29 Mar (AEST).

**Pictured:** the Queensland Minister for Innovation and Tourism Industry Development Kate Jones calls final cut on the new hotel alongside Mantra Group coo Tomas Johnsson.

## Avoiding Day Zero

**CAPE** Town's residents, businesses, farmers and visitors are reportedly pulling together to dramatically slash water consumption in an effort to avoid "Day Zero" - the moment the city is projected to run out of water.

The population has managed to reduce water usage by 57% in three years, meaning that at the very least "Day Zero" is not predicted to take place this year.

The South African city has resorted to "naming and shaming" excessive water users.

## AC adds Kauai

**AIR** Canada has announced it will launch a new service flying out of Vancouver to the Hawaiian island of Kauai using its new Boeing 737 MAX-8 fleet from 15 Dec through to 27 Apr 2019.

The carrier will also use its new aircraft to double flight capacity from Vancouver to Honolulu and Maui from 28 Oct, as well as boost services to a host of popular Mexican locations such as Cancun, Los Cabos, Puerto Vallarta and Ixtapa.

## BP, UA earn & burn

**UNITED** Airlines and BP have joined forces to offer a combined rewards program giving BP Driver Rewards & United MileagePlus members the option to earn miles on fuel purchases at participating BP service stations in the US.

## Airbus Feb orders

**AIRBUS** processed orders for 40 aircraft in the month of Feb, with the sales split evenly across double-deck A380s and the single-aisle A320 models.

The biggest customer was Emirates which placed an order for 20 A380s with delivery to the airline due in 2020.

**MEANWHILE** British Airways' parent IAG has claimed it would be keen to purchase more A380s from Airbus if they were cheaper.

CEO Willie Walsh recently said "we've (been) very clear to Airbus if they want to sell A380s they need to be aggressive on pricing".

## Endeavor preview

**CRYSTAL** has provided the first look at its upcoming expedition yacht *Crystal Endeavor*, detailing large spaces and luxury dining.



## WIN YOUR DREAM EUROPEAN HOLIDAY

This month, **Travel Daily** together with Lufthansa Group and Singapore Airlines, are giving agents the chance to win a holiday to Europe.

You and a friend will fly Economy Class to Singapore with Singapore Airlines and then onto Europe with a Lufthansa Group carrier (Lufthansa / Swiss International Air Lines / Austrian Airlines).

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to [lufthansa@traveldaily.com.au](mailto:lufthansa@traveldaily.com.au)

**Q6.** From April 2018 which Joint Venture airlines operate between Singapore and Munich?

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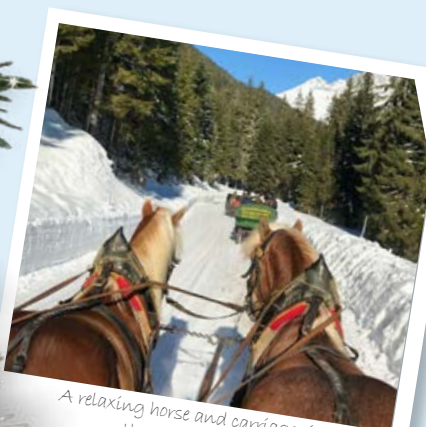
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You will receive one entry for each passenger booked. The winner will be drawn at random on 5 June and will be notified by email. Good luck!

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**\*NEW\* LEAD AND INSPIRE**

**SENIOR PROCUREMENT TEAM LEADER  
BRISBANE – UP TO \$137K PACKAGE**

Our client is looking for an inspiring leader with experience in wholesale product procurement. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing supplier relationships & agreements to achieve sales & revenue goals. Strong procurement, leadership, negotiation & strategy skills required. Top salary plus career opportunities, travel benefits and much more. Apply today.

**\*NEW\* ARE YOU A DYNAMIC LEADER?**

**DIRECTOR OF SALES & MARKETING  
SUNSHINE COAST – UP TO \$110K + SUPER**

This international hotel chain is now looking for an innovative Director of Sales to join their team. You will be responsible for leading the sales & marketing team, developing strong relationships with key decision makers, design & implement strategies across all markets & forecasting & budgeting. Current experience as DOS within hotels essential along with proven results in sales & marketing. Great package + benefits on offer.

**PERTH IS CALLING**

**CORPORATE SALES MANAGER (WA)  
PERTH/ADELAIDE – LUCRATIVE SALARY PACKAGE**

Looking after the WA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

**GROWING TMC**

**CORPORATE ACCOUNT MANAGER  
SYDNEY- SALARY UP TO \$100K**

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

**INSPIRE OUR YOUNG**

**ACCOUNT MANAGER/BDM  
NSW – SALARY \$70K PLUS UNCAPPED COMMS**

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped commissions. Previous experience in a similar role required along with strong presentation, organisation & communication skills.

**MICE SALES**

**BUSINESS DEVELOPMENT MANAGER  
SYDNEY- \$100 ++**

Exciting time to join this expanding hotel group as a MICE BDM. Working as part of the sales team you will be responsible for managing the MICE 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.

**CORPORATE SALES ROLE**

**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.

**UNIQUE OPPORTUNITY TO GROW YOUR CAREER**

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

Join this unique travel company in Sydney, you will be responsible for the growth in corporate area, whilst overseeing the operational duties, a strong track record in sales within a TMC and good leadership qualities are the core skills required for this role. Career growth is huge for the right candidate, salary is flexible dependent on the person with a great commission scheme.

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Malaysia Airlines has a long and proud history of taking Malaysian Hospitality to the world. We are an airline that is passionate about our customers and trade partners, putting them at the forefront of everything we do. To support our future growth, we are seeking individuals with passion, commitment to excellence, ambition and a drive to succeed.

The role of the National & Industry Account Managers is to focus on growing and developing existing customer portfolios while also generating new business. In both roles, you are responsible for profitability as well as reaching defined sales targets, maximizing account revenue and negotiating and maintaining contractual agreements with MH trade partners. The ideal candidates should demonstrate an entrepreneurial mind-set to constantly seek new ways to develop revenue through partnership and identify new market opportunities.

### National Account Managers (SYD x 3 / AKL x 1)

#### Key Responsibilities:

- Plan, implement, monitor and assume responsibility for all necessary measures that secure the success of MH business arrangements in an assigned portfolio
- Be involved in strategic account planning to generate revenue and market-share growth and opportunities to meet profitability targets
- Understand market trends and identify new business potential for MH Group (Malaysia Airlines, MASwings & Firefly)
- Build trusted, strategic relationships within your portfolio, develop a thorough understanding of their business challenges and add value to our trade partners' business by proposing the optimal MH commercial solution
- Measure level of satisfaction with MH current products and services to provide feedback to the production units, together with suggesting solutions for improvement of the product or pricing offering

### Industry Account Manager (BNE x 1)

#### Key Responsibilities:

- Increase MH revenue and market share as defined in the business plans of each of our national accounts in your nominated territory
- Gather and analyse internal and external information in order to provide reliable reporting to the Australia & New Zealand leadership team
- Coordinates and follows up on sales programs, strategy and initiative with a result analysis after implementation
- Targets accounts based on potential, likely profitability and probability of success and prioritize time on the opportunities to maximize results

#### Your profile:

- Relevant degree in the civil aviation field, marketing or business administration
- Minimum 3 years (IAM) or 5 years (NAM) experience in airline Sales and/or Key Account Management
- Strong business development and account management skills, with corporate experience being highly desirable
- Entrepreneurial / commercial mind-set using innovative and creative approaches to optimize solutions
- High level of self-motivation, problem solving and interpersonal skills
- Well-developed time management, decision-making, presentation and organizational skills
- Willing to travel both domestically and internationally as and when required

Applications Close at 6pm, Sunday 11 March 2018. If you wish to apply send your CV with a covering letter to [mark.mulville@malaysiaairlines.com](mailto:mark.mulville@malaysiaairlines.com).

Malaysia Airlines thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.