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**Travel Daily**

on location in  
**Palermo**

Today's issue of **TD** is coming to you from the Sicilian city of Palermo in Italy, courtesy of Silversea Cruises.

**HAVING** successfully inserted a new 15m section into *Silver Spirit* on Sun, Silversea Cruises has begun showing industry guests and media some of the sights of the Sicilian city of Palermo.

At the waterfront Castello di Solanto, guests dined on superb Sicilian seafood in the vaulted caverns of a former fisherman's storehouse, while at the baroque church of Santa Catarina visitors were given an exclusive tour through the hidden upper passages of the church and its rooftop terraces.

By night, guests had views of *Silver Spirit* in its shipyards from the Grand Hotel Villa Ignea.

## Infinity brand phase out

**EXCLUSIVE**

**FLIGHT** Centre Travel Group will gradually replace Infinity with Flight Centre and Travel Associates-branded brochures as the company prepares to re-shape its retail network.

While the in-house wholesale brand will be retained for "external" use and through its unbranded affiliates and franchises, Infinity brochures will be progressively rebranded in FC and TA stores.

FCTG managing director Graham Turner told **Travel Daily's** sister-title *travelBulletin* it forms part of a strategy to rationalise brands, a move that will also lead to the imminent closure of Cruiseabout and Escape Travel (**TD** 22 Feb).

"We'll be tending to brand our product more by Flight Centre, Travel Associates or Student Flights rather than Infinity so you'll see less of Infinity," he said. "But it will still sit behind the

scenes through the procurement of hotels and other product.

"It is generally the way we do it overseas already. It's about rationalising and trying to make brands more powerful and more recognised," Turner said.

Infinity generates "well over" \$1b in TTV in Australia and makes a "significant net profit" which Turner said is distributed back into the business.

A little under half of Flight Centre's package holiday sales are booked through Infinity.

Turner admitted Australia remains the company's "flat spot" but said the recently announced changes to its retail network should help drive growth.

"Our margins are under a bit of pressure and we are not getting a lot of growth in leisure," he said.

"That is one of the reasons we decided to consolidate our brands. It will allow us to focus on and market fewer brands."

## NTIA voting open!

**AFTA** has opened voting for the 2018 National Travel Industry Awards, following the unveiling of the plethora of nominations received this year (**TD** yesterday).

As in previous years there are two separate voting forms - one for agents to use for the supplier categories, and one for suppliers to use when voting in the travel agent categories.

Participants can vote for up to five nominees in each category.

Voting is open until 5pm AEST on Thu 29 Mar at [afta.com.au](http://afta.com.au).

Among the nominees are Royal Caribbean International for Best Cruise Operator - Domestic Deployment - see the **cover wrap**.

[Click here for NTIA voting](#)

## Today's issue of TD

**Travel Daily** today has ten pages of news and photos, a front cover wrap for **RCCL** plus a full page from:

- inPlace Recruitment

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## Qantas Singapore drive

**SINGAPORE** will be promoted as a destination in its own right and a connecting gateway hub to Asia, Europe and Australia under a new partnership between Qantas, Singapore Tourism Board (STB) and Changi Airport Group.

The SG\$5 million pact builds on Qantas' soon-to-relaunch Sydney-London via Singapore services, which sees the Australian airline scrap its Dubai hub in favour of Southeast Asia (**TD** 31 Aug).

The three-year Memorandum of Understanding will see the three parties "work together on a series of joint marketing campaigns in Australia, the United Kingdom and Southeast Asia to promote travel on Qantas services via Singapore," QF said today.

Qantas boss Alan Joyce said the MoU was aimed at boosting visitation to Singapore from the key Australia and UK markets.

"Singapore is Qantas' largest hub outside of Australia, carrying more than 20% of our wide-body fleet," Joyce said.

"It is a cornerstone city in our international network strategy and plays an important role in

our ability to respond to the incredible growth we are seeing in travellers from Asia."

Joyce said the partnership would enable QF to better leverage its "powerful partner network" in the region, namely three Jetstar branded carriers - Jetstar Asia, Jetstar Airways and Jetstar Pacific.

Qantas will reignite its Kangaroo Route to the UK via Singapore later this month (on 25 Mar).

STB chief Lionel Yeo said the arrangement would drive more visitor arrivals to Singapore.

"The addition of more Qantas services, especially the return of the iconic Kangaroo Route, is set to draw even more visitors from the two countries," Yeo said.

"This new partnership builds on STB's approach of cultivating strategic partnerships with airlines and industry partners to promote Singapore, grow visitor arrivals and achieve tourism success," Yeo added.

Changi boss Lee Seow Hiang said the tie-up will bolster efforts to raise awareness of Singapore as a "compelling transit point" and destination in its own right.



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## NSW aims for 'the big 5'

**THE** creation of a special joint force in New South Wales to lure 'the big 5' global sporting events to the state has been unveiled, backed by Destination NSW.

Comprised of Western Sydney Leadership Dialogue, Western Sydney Business Chamber and Sydney Olympic Park Business Association, the taskforce aims to attract four World Cups and the Commonwealth Games to NSW.

The group has been dubbed the NSW Global Events Taskforce.

The events include the Women's Rugby WC in 2021, FIFA Women's World Cup in 2023, Men's RWC in 2027, the Commonwealth Games in 2026 or 2030 and the big one, the FIFA Men's World Cup in 2030.

NSW Global Events Taskforce is calling for three new "world-class rectangular stadiums with lively precincts around them" be built, replacing existing facilities in Homebush and Moore Park.

Chairman of the Western Sydney Leadership Dialogue Christopher Brown AM said the NSW Govt is making an important investment in the region's sporting & cultural infrastructure.

"We believe that, thanks to this investment, a fantastic opportunity exists for Sydney, and Western Sydney in particular, to bid for and win more major global events," Brown remarked.

He suggested that without the stadia investment "we would face stiff competition from other countries and states that have invested heavily in upgrading their sporting infrastructure."

"In Australia alone, Adelaide, Brisbane, Melbourne and Perth have all made significant investments in their stadia, while Sydney has let our facilities age to the point where they are no longer fit for purpose," he said.

Sydney Business Chamber, Western Sydney director David Borger said the tourism benefits and economic returns from major events would be "amazing, particularly for Western Sydney".

"We often talk about how Sydney came alive during the Olympics in 2000 and the city does have a chance bidding on 'the big 5' to relive that mood time and again over a five-seven year period," Borger added.



## Window Seat

**WELL** it was a case of poetic justice for one disgruntled passenger travelling with low-cost airline Norwegian when he posted his complaint on the carrier's Facebook page in the form of rhyming verse only to receive an apology in kind.

An excerpt of the poem reads: "Why can't you be fair Norwegian Air, no headphones do you include, nine hours with no free food, the stress of a sixty quid bag, would make the plumpest of mammaries sag, aviation scandals from Scandinavian vandals, you're a disgrace to the Norwegian flag."

Whilst hardly the pinnacle work of T.S Eliot, Norwegian posted this in response: "We are sorry for any inconvenience that may have occurred, it can seem like our vision is sometimes blurred, but I can promise you that we try to fly like a bird,"

The airline's apology was nice and snappy, even if the prose in this case was somewhat...

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## HA slice A330-800s

**HAWAIIAN** Airlines has scrapped an existing order with Airbus for six A330-800neo aircraft, the carrier confirmed overnight.

The decision to terminate the A330-800neos comes after HA chose Boeing's 787-9 *Dreamliner* aircraft for its future long-haul operations (**TD** Wed).

The Honolulu-based airline said it expects to record a one-time charge in Q1 2018 of between \$35-\$40 million, related to the Airbus order cancellation, along with the purchase of three previously leased Boeing 767 jets.

HA was Airbus' only customer with a firm order for the A330-800neo, which is scheduled to commence test flights this year.

## AAT secures K6 gsa

**TRAVEL** and tour service provider Advance Australia Travel (AAT) has been named as the general sales agent in Australia for Cambodia Angkor Air.

## Polar first in 2020

**SILVERSEA** Cruises has opened sales for a marathon 140-day world cruise aboard *Silver Whisper* in 2020.

Departing Fort Lauderdale on 06 Jan, it will be the first world cruise to visit all seven continents, including Antarctica.

From Florida, *Whisper* will head south through the Caribbean to Sth America and on to the Antarctic Peninsula.

From there it will visit the Chilean fjords before crossing the Pacific to Sydney and Melbourne.

The cruise continues through Asia and the Mediterranean, ending in Amsterdam.

Suites on the 2020 world cruise are available from AUD\$92,000 per person twin share.

**MEANWHILE**, Silversea has clarified that its lengthened *Silver Spirit* will carry a total of 608 passengers, up from 540.

Figures shown in **Travel Daily** yesterday included crew.

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## Aussie surge for Silversea

**THE** Australian market is poised to reach a new status level at Silversea Cruises, as the line prepares to unveil a US\$70 million overhaul of its *Silver Spirit* (**TD** yesterday).

In Sicily to witness the ship's lengthening at the Fincantieri shipyards, Silversea chief marketing officer Barbara Muckermann (**pictured**) told **Travel Daily** the Australian market now rivalled the UK as the line's most important source of passengers after the US.

"We're waiting for the Australian market to overtake the Brits, they're very close," Muckermann said.

"Seventeen percent of our guests are from the Australian market, and the UK is 18%.



"In coming months we expect Australia to be equal at 18%."

Muckermann said huge growth in cruising among Australians and the country's world-leading market penetration rate of 5.6% had driven record numbers to Silversea, as repeat cruisers looked for higher levels of luxury.

She said Silversea was also drawing a strong demand from Australians with its seasonal deployment of *Silver Discoverer* to the Kimberley.



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## Cover-More tangos

**TRAVEL** insurer and assistance provider Cover-More Group will establish a beachhead in South America after acquiring a collection of 19 businesses in Latin America currently trading as Travel Ace & Universal Assistance - the second biggest in the region.

The deal by Cover-More's parent firm Zurich Insurance Group encompasses 19 entities in the region, namely Argentina, Brazil, Chile, Colombia, Mexico, Panama, Spain, Uruguay and US.

Cover-More ceo Mike Emmett said the transaction provides the company with an opportunity to "reshape travel assistance in Latin American markets by deploying Cover-More's specialist expertise".

"This transaction gives us immediate access to new customers and scale across Latin America, which is among the fastest growing travel insurance & assistance markets worldwide".

The deal is expected to close in the second quarter of 2018.

## Ramada south coast

**WYNDHAM** Hotel Group is bringing the Ramada Resort brand to the NSW South Coast.

The hotel group said developer Nikias Diamond Property Development expects to break ground on the \$26m Ramada Resort Batemans Bay in Q3 2018, with a slated opening date for the 84-room property late next year.

Located in Batehaven & offering views of the ocean, the property will be the first new resort in the town in more than five years.

## Hainan LHR launch

**CHINA'S** Hainan Airlines has confirmed plans to begin new services between Changsha and London Heathrow (**TD** 09 Feb), effective 23 Mar.

Flights will operate on a thrice weekly basis using Boeing 787s.

The route will be HU's second nonstop service linking China with the UK, joining the carrier's Beijing-Manchester operation.



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## Goldman home-based cruise move

**GOLDMAN** Group is capitalising on growth in the cruise sector, revealing it is hiring home-based cruise experts to join The Cruise Centre in Sydney & Melbourne.

The firm acquired the Brisbane-based Cruise Centre last year (**TD** 24 Oct), and sees "recruitment of 'at-home-consultants' as a pillar of this expansion".

"Offering flexible work conditions enables The Cruise Centre to tap into cruise experts regardless of where they are based," Goldman Group joint md Anthony Goldman commented.

"When we acquired the brand, our goal was to expand in the near future, so we can service and grow our cruise clientele nationwide," Goldman said.

The Cruise Centre's advisors will be able to work to their own terms, but have the support of the Goldman Group's expertise, connections and buying power.

See the ad on **page 6** for more.

## Monaco incentive

**FRENCH** Travel Connection is giving agents (and their plus one) a chance to stay in Monaco as part of their latest trade promo.

The prize will be awarded to the three top-selling agents based on the highest number of passengers booked on Passport to Monte-Carlo packages by the end of Jun.

The incentive packages include a one-way helicopter transfer, VIP treatment at the hotel and free entrance tickets to museums & attractions - all the details **HERE**.

## Melb accom fuller

**ACCOMMODATION** revenue per available room in Melbourne increased 1.5% year-on-year to \$169.72 per night during the month of Feb, STR data for hotels in the Victorian capital shows.

Supply grew 2.2% and demand was up 3.5%, while occupancy levels rose 1.2% to 88.8%.

The average daily rate in Melb was up 0.3% to \$191.08.

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## Club Med growing

**CLUB** Med's global ceo and president Henri Giscard D'Estaing has reiterated the all-inclusive resort specialist's ambition to add five new resorts per year, on average, over the next five years.

The company outlined plans for five major renovations to its current resorts per year "to offer new and refreshed experiences".

Among the new openings in 2018 is the soon-to-debut Club Med Cefalu in Sicily, Italy and Les Arcs Panorama in Savoie, France (opening its doors in Dec).

Club Med is also testing a new venture for the business in China: a "short-vacation-style-hotel concept", aimed at introducing the brand to the Chinese market.

Dubbed the 'Club Med Joyview' project, the venture encompasses a range of B&B or all-inclusive hotels, including two recent openings in Hebei and Zhejiang Provinces and the soon to open Club Med Joyview Great Wall.

## G Adv Asia sale

**SAVE** up to 20% on select tours across Asia with G Adventures when booking a last-minute trip from now through to 31 Mar.

The adventure travel company's 'Big Asia Sale' is valid on trips to some of its most popular destinations visited by Aussies in 2017, including Thailand, India and Vietnam.

Offers, valid for departures up until Jun 2018, include the 13-day Highlights of Borneo from Kota Kinabalu to Kuching, priced from \$2,239 per person - see [gadventures.com.au/travel-deals](http://gadventures.com.au/travel-deals).

## TDF 2020 ex Nice

**ORGANISERS** of the Tour de France have revealed that Nice on the French Riviera will be the starting point for the 2020 event.

To commence on 27 Jun, it will be the second time in the three-week cycling race's history that the 'Grand Depart' will be from Nice, the last time being in 1981.

## Expedia ups technology edge



**EXPEDIA** used the forum at the Travel Partners conference in Sydney on Sat to reinforce its travel booking tech credentials.

From 2005 to 2015, Expedia's global spend on tech increased from US\$130m to US\$750m and the company's manager of travel agent distribution APAC Stuart Udy believes its "Test and Learn" ethos has been crucial in developing new user tools.

One recent test in Expedia's Usability Lab deployed the use of eye movement tracking technology to better understand the habits of users.

"People want to see hotels with windows & pleasant views rather

than a great bed," Udy said.

"We can use that info to go back to hoteliers and say don't give us that dodgy room with the brick wall," he added.

Another new feature rolled out to agents was a digital Scratch Pad tool.

"If you have a customer that comes in and says, 'okay I want to go to Rome, you find a property for me', then they go home and come back the next day to make a final booking, you can just go into Scratch Pad and find the original booking," Udy said.

**Pictured:** Expedia's Rohan Rastogi & Stuart Udy with TP's managing partner Jeff Hakim.



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## Radisson campaign

**THE** freshly rebranded Radisson Hotel Group has unveiled a new awareness push in the Asia Pacific, "inviting guests to experience a new era of hospitality" under its 'One Night's Never Enough' online campaign.

The promo offers guests 15% off Best Available Rates at any of the hotelier's Asia Pacific properties with a minimum two nights' stay, for bookings up to 30 Jun when made by 15 Apr - more **HERE**.

## Kokoda season

**THE** 2018 season of trekking the famous Kokoda Track in Papua New Guinea is underway.

This season is expected to be a bumper year for Papua New Guinea's most popular travel experience, says the president of the Kokoda Tour Operators Association (KTOA), Sue Fitcher.

Fitcher said "solid bookings" across the industry have been reported ahead of the track's "official" launch on ANZAC Day, fuelled by interest from travellers after last year's 75th anniversary of the Battle of Kokoda.

In 2017, over 3,500 trekkers headed to PNG to take on the gruelling 96km challenge, up 40% on the year prior.

"With the track already open & the season's first trek underway we're anticipating a positive year for the industry," she added.

PNG Tourism Promotion Authority ceo Jerry Agus said a successful Kokoda season was important not only for KTOA "but to the whole of PNG".



**SMALL** Group touring specialist Bunnik Tours hosted an eight-day famil through Slovenia and Croatia for Express Travel agents, in partnership with Emirates earlier this month.

Agents were Bunnik's top seven sales agents from Express Travel.

The famil included visits to Zagreb where they saw St Mark's Cathedral and Old Town, before heading to Rastoke.

Braving the chilling conditions, the front-line sellers took in amazing scenery such as the magnificent Plitvice Lakes, which were at the time blanketed by white snow.

Their journey then traversed the Dalmation coast, including a stop

in Split where they welcomed the change in weather to sunny days.

The group is **pictured** above during a white out in Rastoke.

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## TP honours high achievers



**TRAVEL** Partners' annual Gala Dinner Awards honouring the best performers in 2017 was held last Sat night at The Hyatt Regency Sydney to much fanfare and praise from guests.

The company's executive general manager Simon Bernardi emceed the awards night, throwing in plenty of light-hearted jibes at himself and managing partner Jeff Hakim along the way.

Among the winner's circle was Karen Barnes from Estours Travel who took home the award for Outstanding New Business Member Agency 2017, while Suresave Travel Insurance's James Lenahan grabbed the gong for Supplier Representative Excellence 2017.

Taking out the Business Growth Achiever Mobile Agent 2017 award was Teresa Petrocco, meanwhile the honour for Outstanding Sales Achievement 2017 went to Kristie Martin.



Expedia TAAP took out the Supplier Excellence prize for top supplier for 2017 and **Travel Daily** proudly accepted the prize for Outstanding Media Partner gong for 2017 (**TD** yesterday).

When the formal awards ceremony wrapped up, guests hopped up from their seats to cut a rug on the dance floor, jiving to the retro tunes of Sydney cover band One Hit Wonders.

**Pictured top:** The group of winners celebrate & **inset:** Isabel Braga accepting the Outstanding Member Agency 2017 award on behalf of Braga Travel.



## AFTA update

From AFTA's chief executive, Jayson Westbury



**NTIA** fever has once again swept across the nation as the travel industry moves into the voting phase for 2018. Importantly, those who choose to take part in the voting process will notice a difference this year in that many of the categories that have required voting in the past will no longer appear. That is because AFTA has introduced a new process to establish finalists in some categories. Those who are nominees in these categories will now be in the process of completing a new "Entry Survey" that will allow them to respond to a series of questions as a pre-emptive approach to becoming a finalist.

The survey questions will be marked by two (University of Technology Sydney) markers against a set of scoring criteria. The result of this pre-emptive process will establish the finalists in the relevant categories and then the five finalists will present to the judging panel that has been assembled for this year's judging process. At the conclusion of the pre-emptive and judging process the scores are combined to work out who the winner is in the particular category.

It's a significant change to the process and as this will be our first year undertaking this format, we will be looking forward to the feedback once complete.

For those categories that do not have a judging step or have been excluded from the pre-emptive survey, we will still need the voting process to be completed. So if you are interested in the NTIA, please get involved in the judging process. To vote simply **CLICK HERE** and select the right link for you.

NTIA 2018 is shaping up once again to be another terrific event for the industry with significant amounts of nominations across the 38 categories, and as with past years, I can't wait to see how everyone goes.

All the best of luck to all the nominees for this year and I look forward to the celebration at the ICC Sydney on Saturday 21st Jul, which is bound to be another sell out. NTIA continues to be the true national awards of recognition for the travel industry and AFTA is proud with the support of all of the sponsors to host these awards each year.

## New Malamala gms

**SOUTH** Sea Cruises has named Tish and Owen Mete as the new general managers of the Malamala Beach Club in Fiji, effective 16 Mar.

Tish will take on the position of gm, Malamala Beach Club and Owen the role of gm resort operations and engineering.

The duo possess extensive resort management experience and were most recently working for Ahura Resorts' Malolo Island Fiji and Likuliku Lagoon Resort.

Both will advise on other areas of the South Seas Cruises brands.

## NYC chopper down

**OPERATORS** of a sightseeing helicopter that crashed in New York City's East River yesterday killing five passengers onboard say they are working with investigators to establish the reasons for the accident.

Liberty Helicopters said in a statement it was "focused on supporting the families affected by the tragic accident and on fully cooperating with the FAA and NTSB investigations".

The pilot of the ill-fated chopper, the only survivor of the accident, had reported engine trouble.



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# Inspiring travel industry greatness

THE Australian travel industry gathered in Sydney last Thu 08 Mar for an inspirational International Women's Day event which certainly achieved its aims to empower, inform, excite and exhilarate. Convened by the dynamic Helene Taylor of Jito Connected, the day featured presentations from leading industry females, some of whom related their own stories while others provided hard business input in a series of

"bootcamp" educational sessions.

The day wrapped up with a presentation by Aussie freestyle ski champion Jacqui Cooper who related her triumph over adversity.

Sponsors included The Travel Corporation, APT Travel Group, Intrepid, Celebrity Cruises, nib, Air NZ, Abercrombie & Kent and **Travel Daily**.

More pics at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



THE Travel Corporation team was out in force for Inspiring Greatness.



TWO inspiring women who were "out and proud" with their matching outfits - Simla Sooboodoo of Hands On Journeys and Debra Fox from APT.



SUSAN Haberle and Justine Lally from APT Travel Group.



MICHELLE Kerr of Magellan Travel was one of several "wonder-women" presenters, speaking about Eden Ministry which supports disadvantaged women in Asia. She's pictured with keynote speaker Jacqui Cooper and some of the Eden Ministry jewellery.

HELENE Taylor from Jito Connected wowed the crowd.



SOME of the Travel Counsellors team: Kaylene Shuttlewood, Fred van Ejck and Jill Mead.



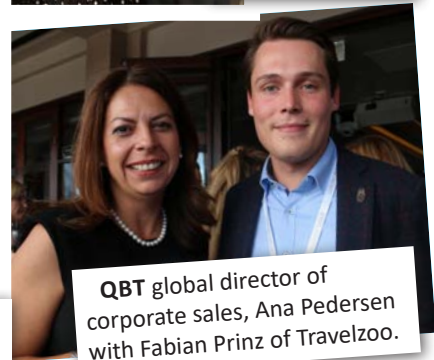
THE Carnival Cruise Line crew - including vice president Jennifer Vandekreeke who inspired the day's "Greatness in me", "Greatness in others" and "Business acumen" format.



AFTA ceo Jayson Westbury was one of the MCs for the day, and is pictured with panellist Kathryn Robertson, Air NZ; Sujata Raman, Abercrombie & Kent; Alex O'Connor from Insight Vacations; and Amber Wilson, Silversea Cruises.



ANNABEL Ausmus from Corporate Travel Management.



QBT global director of corporate sales, Ana Pedersen with Fabian Prinz of Travelzoo.

Tuesday 13th March 2018

## Fish market ferry

**SEALINK** Travel Group will operate its first ever fish market ferry service, responding to the Easter period spike in demand.

The service is priced at \$9pp and will start 24 Mar between Sydney Fish Market and King Street Wharf one Barangaroo.



## Money

**WELCOME** to *Money*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US0.788**

**A HOLIDAY** to the United States might service Aussie travellers well in the short-term as the Australian dollar continues to rally against the greenback.

Lower than expected bond yields in America is believed to be the major driver behind the performance, with the Aussie currency grabbing travellers an extra quarter of a percent on the US dollar.

Our local currency wasn't alone in making ground on the US, with most major players grabbing extra trade value.

The outliers were the NZD and the CAD, failing to make inroads.

*Wholesale rates this morning.*

US	\$0.788
UK	£0.566
NZ	\$1.078
Euro	€0.638
Japan	¥83.85
Thailand	฿24.65
China	¥4.989
South Africa	R9.318
Canada	\$1.011
Crude oil	US\$61.36

## Wave of the Day

**A NEW** tour company specialising in discount surf holidays throughout Indonesia, the Maldives, Sri Lanka, Papua New Guinea, Fiji and Samoa has commenced operations.

Wave of the Day launched this month and will service the growing appeal for surfing trips from Australians in emerging Asian and Pacific Island markets.

Anyone who signs up to the company's mailing list in Mar will get a \$100 voucher.

## Air India interest

**DELTA** Air Lines is preparing to lead a bid to buy the state-owned Air India according to reports in local Indian media.

DL, along with partners Jet Airways and Air France-KLM, are believed to be keen to table a bid following news the Indian Government is about to sell the struggling carrier.

Air India is currently laden with big debts despite recent financial improvement.

## Movenpick expands

**MOVENPICK** Hotels & Resorts has announced plans to open 11 new properties in nine countries by the end of 2018.

Five of the flagged markets will herald debut properties for the hotel chain, breaking ground in Bangladesh, Iraq, Kenya, Malaysia and the Maldives.

The other hotel openings will take place in the more established countries such as the United Arab Emirates, Egypt, Tunisia and Thailand.

## Vienna scores big with LGBTI

**VIENNA** walked away with the Destination of the Year award at the Australian LGBTI Awards last week while Austrian singer and drag queen Conchita Wurst won the prize in the International Icon category.

Director of the Austrian National Tourist Office in Australia, Astrid Mulholland-Licht, says this year Vienna featured a *Sound of Music* theme and has seen a big boost in visitation from Australia with 173,000 overnights in 2017, up by 18.6% over the last year.

**Pictured:** Astrid Mulholland-Licht proudly accepting the award at the LGBTI Awards.



## SINGAPORE AIRLINES-LUFTHANSA GROUP JOINT VENTURE



## 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)

**Q9.** Brussels is a Joint Venture destination. True or false?

*Terms and conditions apply*

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## 6 Time saving tips for Employers to speed up the interview process

[Click here to read our latest Blog!](#)



### Business Development Executive

QLD - Brisbane

**\$45k + super + incentives + benefits**

We are looking for an up and coming Sales Exec! A rarely advertised position in the travel industry! Due to national growth, this leading consolidator are looking for an entry level sales executive to call on retail travel agents in the Brisbane area. You will manage existing relationships & target new business as well as represent the brand at industry functions. Exp as a travel consultant would be ideal!

- Great opportunity to take a step up!

Call Susan or [apply here](#)

### Account Manager - Educational Tours

Sydney

**Salary \$70K + super + incentives**

This is a unique Account Mgt role in the growing educational travel space. Plan and design bespoke itineraries with decision makers in the education sector for destinations around the globe. Ideally you will have a strong travel consulting background in groups, retail or wholesale and the ability to build long term relationships with key partners.

- Established offices in Sydney and Melbourne

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### Ticketing Consultant

Sydney

**Salary \$45 - \$50K + Super + benefits**

Join this leading consolidator offering stability and ample career development across a number of areas of the business. You will support retail agents and direct customers with fare and ticketing enquiries. A busy role working as part of a larger team. Must have good fares knowledge including; RTW, published fares, nett fares & refunds with reservations and ticketing experience.

- Monday to Friday hours!

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### Marketing Coordinator

Sydney

**Salary \$55 - \$66K + super**

Join this leading wholesaler that employs over 100 staff in Sydney alone! Working alongside the marketing team you will be responsible for managing all marketing campaigns & partnerships to the travel industry & trade partners. You will develop promotional collateral, deliver product training internally, conduct competitor research & analysis & other related tasks. Previous exp in travel marketing required.

- Great company benefits including travel discounts!

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### Corporate Travel Consultants

Full or Part time - North Sydney

Global, award winning business with new offices in North Sydney seek experienced corporate consultants full or part-time to service a portfolio of large corporate accounts both domestic & international itineraries. Min 2 years corp exp req.

Call Susan or [apply here](#)

### Senior Retail Consultant

Northern VIC, Salary to \$55+ super + bonus

Join this well-established retail agency 2.5 hrs north of Melbourne in the Goulburn Valley region. With high spend clientele, this agency is customer service focused. Sell world-wide destinations with a strong focus on cruise.

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