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Fare shown is per person based on twin-share in a Palace Suite including port charges, excluding gratuities. Other terms and conditions apply. Visit dreamcruiseline.com.



Genting Dream

World Dream

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Travel Daily

First with the news

Thursday 15th March 2018

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\$12m Federal events fund

STATE and Territory bids to attract major business events will be backed by a new \$12 million Tourism Australia fund announced today by Federal Tourism Minister Steven Ciobo.

Speaking at TA's Destination Australia conference in Melbourne, Ciobo said it was the first time federal funding had been used to support bids for incentives, conferences and

exhibitions, which typically bring in delegates who spend twice as much as leisure travellers.

The three year funding will be accessible by any city or state bidding for an event, but will be only paid to the winning bidder.

Applications to the new program will open on 01 May, with funding to commence rollout effective 01 Jul.

Ciobo said business events visitors "are exactly the type of tourists we want visiting Australia.

"I am confident that this new bid fund will help ensure Australia remains on top," he added.

Dream of luxury

DREAM Cruises is today showcasing "The Palace" aboard *Genting Dream* and *World Dream* - an exclusive enclave featuring two Palace Villas and more than 140 suites with private facilities and exclusive privileges - see the cover page of today's **TD**.

Today's issue of TD

Travel Daily today has nine pages of news, including a front cover wrap for **Dream Cruises**, a photo page for **Travel Partners** plus full pages:

- Voyages to Antiquity
- AA Appointments jobs

TA backs AA/QF JV

TOURISM Australia has thrown its support behind the planned joint business agreement between American Airlines and Qantas.

In a letter filed yesterday with the US Dept of Transportation, Tourism Aus md John O'Sullivan said approving the alliance would "enhance service on the routes from the United States to Australia, expand connections in both regions of the world, and improve competition".



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Qantas SME payment push

QANTAS is enabling small businesses to earn Qantas Points on all of their supplier payments through a new partnership with Zenith Payments offshoot B2Bpay.

Effective immediately companies which are part of the Qantas Business Rewards scheme can pay all of their invoices on credit cards - allowing them to "earn twice" on the payments.

One QF point is paid per \$100 transacted via B2Bpay, or up to 3 QF points per \$1.50 paid through "bonus billers", on top of points earned on the card.

The secure online portal allows businesses to pay all their invoices using existing credit cards - regardless of whether the

biller accepts the payment form.

Suppliers receive their payments by EFT or BPay, and the system supports one-off, automatic or future-dated payments.

All credit cards are accepted including Amex and Diners Club, with fees ranging from 1.2% to 2.4% depending on the card.

The one-off \$89.50 fee to join Qantas Business Rewards is being waived for B2Bpay customers.

For more information on the initiative see b2bpay.com.au.

Clow-Suares promo

CLUB Med's general manager for Australia and New Zealand, Madeleine Clow-Suares has been promoted to the role of vp worldwide product and services.

Commencing in the position in Jun, Clow-Suares will relocate to Club Med's operations business hub in Lyon, France.

Recruitment of her replacement is ongoing, with Clow-Suares in the meantime remaining "dedicated to the development of the business here in Australia and New Zealand".

More appointments on **page 7**.

VTA Euro program

VOYAGES to Antiquity (VTA) has released its European program for 2019, featuring a 26-night Grand Voyage between Athens and Seville on 13 May 2019.

Priced from \$12,550ppts, the cruise includes free return Economy class airfares and 22 nights aboard *Aegean Odyssey*.

See the **page 10** for more info.

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IHG takes Regent

INTERCONTINENTAL Hotels Group is adding the luxurious Regent Hotels & Resorts portfolio to its stable after acquiring a majority stake in the hotelier.

Under a joint venture with Formosa Int'l Hotels Corp, IHG will buy a 51% share of Regent for the cash price of US\$39 million, to be paid in three tranches between the sale date and 2024.

IHG will then have the option to acquire the remaining 49% stake in Regent from 2026.

Founded in 1970, Regent comprises six hotels and resorts in Beijing, Berlin, Chongqing, Porto Montenegro, Singapore & Taipei, and has another three properties in the pipeline in Jakarta, Harbin and Phu Quoc.

Regent will be positioned within IHG's network at the top end of its luxury segment, with IHG saying it plans to expand the brand to over 40 hotels over the long term.

The transaction is expected to close during Q2 of 2018.

Deloitte hotel study

AVERAGE daily hotel rates in Australia are forecast to increase at 2.8% per annum over the next three years, according to Deloitte Partner and national tourism, hospitality and leisure leader, Adele Labine-Romain.

Commenting on the results of Deloitte Access Economics' latest *Tourism & Hotel Market Outlook* study released today, she said average room rates across the country were up 2.4% y-o-y in 2017 to \$161, and hotel room occupancies grew 1% to 68.5%.

During 2017, 5,500 new rooms were added to inventory, lifting national room stock by 2.3%.

The study found there were softer occupancy rates in Hobart, Melbourne and the Gold Coast (each down at least 1%), while Perth declined 4.6%.

Darwin occupancy grew 8.8%, the fastest of any capital city.

Room rates in Sydney were \$251 compared to \$199 in Melbourne.

View the full report **HERE**.

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including taxes & port charges

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INDUSTRY DEALS



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MACq01 up for sale

HOBART'S waterfront MACq01 Hotel (**TD** 01 Jun 2017) has been placed on the market, with expectations of \$60 million plus.

The 114-suite 4.5 star property is part of the Macquarie Wharf precinct which also hosts a range of restaurants and galleries.

Ryanair ups Jordan

IRISH low-cost carrier Ryanair is expanding operations to Amman, Jordan with 21 weekly flights from nine European ports over the upcoming northern winter.

Vale Martin Fielding

THE industry is mourning the untimely death of Avis Budget Group commercial director Pacific, Martin Fielding.

His funeral is at 2:30pm today at Northern Suburbs Crematorium in Delhi Rd North Ryde, NSW.

In lieu of flowers Martin's wife has asked that donations be made to Westmead Hospital.



Window Seat

VISITORS to the UK this week have been somewhat bemused at a battle over scones - which has turned out to be something more than a storm in a teacup.

A National Trust property in Cornwall sparked outrage over a photo posted on its Facebook page which showed a scone with cream spread - shock horror - before the jam.

Locals pointed out that was a Devon cream tea, rather than the Cornish tradition which is to spread the jam first.

The controversy, which is now being referred to as "Sconegate", has escalated, with scone aficionados now sporting new #JamFirst badges to show their support for the cause.





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Wooing another \$1K winner



WENDY Wu Tours has awarded the fourth weekly winner in its \$1,000 Universal Visa card giveaway to Sharon Brown from Helloworld Jannali in Sydney.

Brown's winning booking was a \$17,000 holiday to China.

Her manager Pam is pictured accepting the prize from Wendy Wu Tours' Paola Bamonte (left).

HA AKL increase

HAWAIIAN Airlines will boost frequencies on the Honolulu-Auckland route from three to five weekly, commencing 21 Mar.

CEO Peter Ingram said the capacity increase was a "natural progression of our strategy for New Zealand".

Seine River Cruises

Discover the pleasures of Montmartre and treasures of the Louvre...cheese-tasting on an exclusive visit to a local farm...exploring Monet's home and garden...dining in a château or overlooking the Tour Eiffel...this is river cruising on the Seine, Tauck Style...

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TAUCK

Record Feb for TMs

HOME-BASED travel network TravelManagers has recorded its best ever trading month in Feb (following a bumper Jan) and is forecasting a third consecutive month of high sales for Mar based on current indicators.

"Assuming we are able to maintain our momentum, the company is on track to achieve a record first quarter," executive gm Michael Gazal said yesterday.

Europe continues to dominate sales for TravelManagers at close to 40% of business, while South America delivered the highest growth in percentage terms, followed by Southwest Pacific.

"Our total transaction value (for Feb) has increased by just under 10% on the same month last year, with our strongest performance in customised holiday packages, in which we achieved 16% growth on last year," Gazal added.

Air tickets and accom segments saw double digit growth, he said.

Choice new builds

FOUR new-build hotels have been added to Choice Hotels Asia-Pac's pipeline over the next three years, adding a further 431 rooms to the group's network in the region.

The additions include the INGOT Hotel Perth, an Ascend Hotel Collection Member, which at 214 rooms will be Choice Hotels Asia-Pac's largest property in Australia.

Other new signings include Victoria's 100-room Quality Hotel Flemington and 80-room Quality Hotel Lakeside Bendigo and the 42-room Clarion Suites Christchurch in New Zealand.

Beyond the Oceania region, Choice Hotels is further branching out into greater Asia Pacific under a partnership with Careeland Hotels in China.

The hotelier will open The Quality Hotel CRCC in Chengdu and The Quality Hotels Shanghai/Pudong Airport in May, and The Quality Hotel Hangzhou in 2020.

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Thursday 15th March 2018

W Brisbane opening

BRISBANE'S newest five-star hotel, the W Brisbane, will open to guests on 01 Jun, marking the re-entry of the brand into the Australian hotel space.

The 312-room property features 29 suites, two Wow Suites and the Extreme Wow Suite.

Investment call

THE Australian Chamber - Tourism has called for greater government investment in product and infrastructure to ensure sustainable growth in the tourism industry.

The chamber welcomed news of record international visitor spending in the year to 31 Dec (**TD** yesterday) and said the latest figures reinforced the status of tourism as a powerhouse in the Australian economy.

"We know tourism creates jobs and drives the economy, but more needs to be done to leverage the potential in this industry," said the chamber's executive chair John Hart, who added that all MPs had been contacted to raise the matter.

"Along with international marketing campaigns to attract visitors, we urge the government to invest in developing new products and infrastructure especially in regional Australia to sustain growth in the industry."

VN signs Luke Nguyen

AUSSIE celebrity chef Luke Nguyen has been named as the new Global Cuisine Ambassador for Vietnam Airlines.

The deal was sealed yesterday in Canberra, with VN executive vice president Le Hong Ha telling **TD** the partnership would help showcase the meticulous care, dedication and warmth of Vietnam Airlines.

"With the help of this partnership we hope to become a five-star airline in the very near future," Ha said.

Chef Luke will take responsibility for creating new in-flight menus to showcase the different flavours of the regions of Vietnam.

In his address Nguyen shared his inspiring story of growing up as a refugee in Australia, where he discovered his love of Vietnamese cuisine in his parents' restaurant.

He said he would use his experience in similar industry partnerships - such as his long-standing association with APT - to promote Vietnam and showcase what the country has to offer.

Nguyen is **pictured** with VN vice president Le Hong Ha - more pics at facebook.com/traveldaily.



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Category 19: **Best Airline International**
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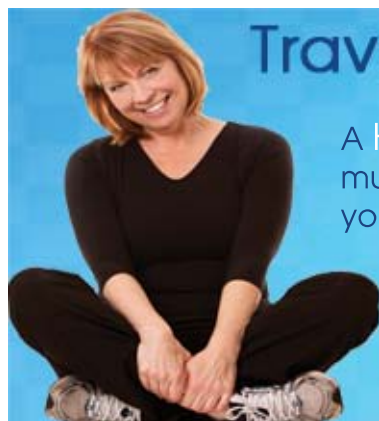
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Thursday 15th March 2018

Pavilions opening

NINE new pavilions at Freycinet Lodge in Tasmania have opened, providing visitors with new environmentally-friendly accommodation options.

The new Coastal Pavilions are situated along the coast of Great Oyster Bay and feature curved glass exteriors, outdoor baths on the deck, and Tasmanian wood furnishings - more details [HERE](#).

Guests receive wine on arrival and breakfast delivered daily.

Tramada integration

TRAMADA-CONNECTED travel agents using BookingBuilder Desktop are now able to search and book air and rail segments from web-based platforms that supplement GDS content.

Airlines using BookingBuilder in this region include Regional Express, Tigerair Australia, Jetstar and Air New Zealand.

"Such carriers have been known to provide limited fares through the GDS; the BookingBuilder-tramada integration looks to fill this gap," the tech company said.

Cube incentive

TRAVELCUBE has launched a sales incentive that will see the agent who sells the most room nights at beach destinations between 15 Mar and 27 Apr win a trip to Los Cabos, Mexico.

The company will also be giving away prizes each week for the best sales performer with trips to Greece, Bali & Thailand on offer.

View the beach brochure [HERE](#).

ATAC rewards with India



AUSTRALIAN Travel Agents Co-operative (ATAC) and Total Holiday Options recently teamed up to send ATAC's best performers on a seven-day family trip to India.

The subcontinent adventure saw the lucky winners travel through India's Golden Triangle of Delhi, Agra and Jaipur, with the group able to sample some speciality gourmet Indian cuisine sourced from a diverse list of regions along the way.

The trip culminated in a visit to the Holi festival held at the Palace in Jaipur where agents danced to Bollywood music, were serenaded by Rajasthani folk singers and partook in some Rajasthani delicacies.

Pictured celebrating Holi are

Amaan Khan, global md at Total Holiday Options; Nicole King; Jade Mannix; Michelle Watts; Sandra Ferraro; Jennifer Day; Megan Hill; Tracy Leigh Van Nierop; Barbara Kemp; Ian Garbutt; Virginia Paton & Georgina Randall (head office).

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Thursday 15th March 2018



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Galapagos promo

TEMPO Holidays is offering more than \$10,000 in prizes in its latest travel agent incentive, including a chance to win a Galapagos Islands holiday.

Every Tempo Holidays Latin America booking worth \$1,000 or more made by 31 May will provide a chance to win a five-day Galapagos cruise for two, plus there are weekly prizes of \$200 cash - **CLICK HERE** for details.

WS Mexico boost

WESTJET has launched direct flights to Mexico City from both Calgary and Vancouver.

Calgary flights operate four times a week and Vancouver flights three times a week, though both routes become daily effective 29 Apr.

Fairmont Austin

FAIRMONT Hotels & Resorts has opened a 1,048-room property in the Texan capital Austin, becoming the group's largest property in the US.

The Fairmont Austin offers five restaurants and bars and almost 13,000m² of event space with direct access to the Austin Convention Center.

Fairmont has plans to open other properties in Los Angeles, Mexico's Riviera Nayarit and Saint Lucia during the next 24 months.

Avis connectivity

MOBILE app connectivity will be offered in 10,000 new Toyota vehicles to be added to the Avis Budget Group US fleet over coming years, allowing users to connect with and locate vehicles, and manage bookings.

Amatara wellness focus



PHUKET'S Amatara Wellness Resort based in Cape Panwa has announced a new collaboration with Vitallife Wellness Center to develop a range of healthy retreat programs for clients.

A four-night package including accommodation, meals, individual wellness consultation, selected treatments and activities, blood testing and personalised supplements starts at just over \$4,300ppts+++ - more

information on +66 7631 8888.

The luxurious property is being showcased in a series of events and meetings in Sydney and Melbourne this week - **pictured** above at Sydney's trendy new Chin Chin eatery yesterday are Michelle Taylor from Divine Destinations with the resort's director of sales & marketing, Athipat Jitchaiwat and director of wellness operations Phoebe Boonkerd.



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.

Tramada Systems has appointed **Lori Camp** to a sales and account management role. Her experience includes a range of senior operations roles in Australia and South Africa with Orbit, CTM and CWT.

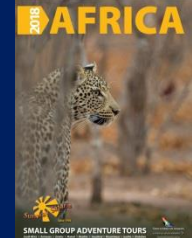
Tish and Owen Mete have been named as the new general managers of **Malamala Beach Club**. The couple were most recently at Malolo Island/Likuliku Island Resorts. As well as looking after engineering at Malamala, Owen will also advise on other South Sea Cruises operations.




Hyatt Hotels Corporation has named **Stephen Ho** as President - Greater China, Global Operations. Ho joins Hyatt from his previous role as ceo, Greater China Region for Marriott International.

Stephen Howard has taken a new role as director of marketing for **Ovolo Hotels**. He joins Ovolo after six years at Event Hospitality & Entertainment where he was Group PR director.

Kris Taute has been named as manager, public relations and communications for **AirAsia** in Sydney. His former industry roles include positions with Abu Dhabi Tourism and Tourism New Zealand.

FCM Travel Solutions Australia has promoted **Stephen Finlay** to head up Global Enterprise Sales.



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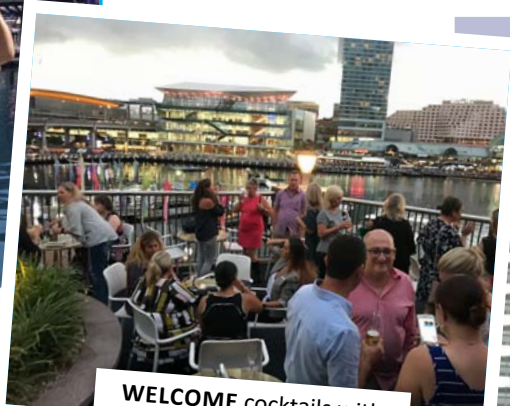
The Future is Now says Travel Partners

TRAVEL Partners held its annual conference in Sydney at the Hyatt Regency over the weekend, themed, "The Future is Now". Over 100 Travel Partner Mobile and Member Agencies gathered from around Australia. Highlights of the weekend included the Travel Partners Annual Gala Awards dinner as well as the supplier trade show comprised of over 30 industry key suppliers.

A key message of the weekend was around business as usual. However, with access to Flight Centre Travel Group benefits and scale, many future plans for the growing group are now available, including access to World Travel Expos.



BOYD Manallack, Jenny Barry, Steevi Hohaia, Ida Portella & Melanie Clout.



WELCOME cocktails with views of Darling Harbour.



FUTURIST and author Gihan Perera addresses the conference.



MANAGING partner Jeff Hakim addressing the delegates.



TRAVEL Partners Awards winners.



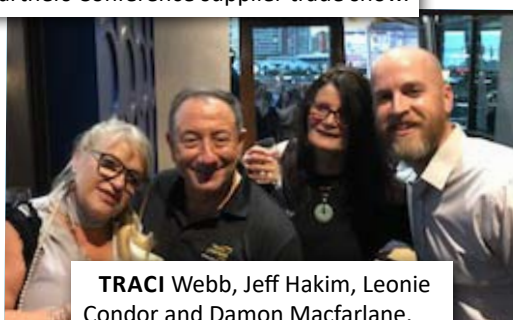
JEFF Hakim with Adele Sheers, senior manager, sales – agency partnerships, Qantas.



TRAVEL Partners Conference supplier trade show.



HAYLEY Cooper and Jennifer Whybird.



TRACI Webb, Jeff Hakim, Leonie Condor and Damon Macfarlane.

THE FUTURE IS NOW

Thursday 15th March 2018

Aston Waikiki sold

THE Inland American Lodging Group has acquired the Aston Waikiki Beach Hotel from Xenia Hotels & Resorts for \$200m.

The 693-room property located in Honolulu, Hawaii will continue to be managed by Xenia Hotels, with the new owners labelling Oahu "one of the top-performing hotels markets in the country."

The hotel has 307m² of indoor and outdoor meeting space and a sizable retail space which includes restaurants and bars.

HO, NH c'sharing

CHINESE carrier Juneyao Airlines has signed a codeshare agreement with Japanese airline ANA, effective 25 Mar.

Juneyao Airlines will place its HO code on ANA operated Sino-Japan trunk routes connecting Shanghai Pudong to Japanese hubs like Tokyo Haneda & Kansai, while ANA will have its NH code on Juneyao's Shanghai Pudong routes to Haneda and Nagoya.

The airlines will also collaborate on frequent flyer programs.

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

Q11. Can travellers earn KrisFlyer miles on Lufthansa, Swiss International Air Lines and Austrian Airlines flights?

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Agents explore Cook Islands



COOK Islands Tourism has treated 10 agents to a famil in the Cook Islands where the group was shown the best golden sand to tread and most turquoise waters to frolic in.

A highlight of the week-long familiarisation was exploring the beauty of Aitutaki.

The famil coincides with Cook Islands Tourism's limited time industry fare deal with Air New Zealand, with prices starting at \$330 return (plus taxes) allowing industry personnel to travel with up to three companions.

The sale ends 06 Apr - more information available **HERE**.

The group of agents, **pictured** locking arms and posing for the cameras in Aitutaki are Jenine Lewis, The Cruise and Travel Authority Manly; Kim Pankiw, iTalk Travel Rutherford; Josh Burgess, FCBT Blues Point; Esther Lee, Escape Travel Chatswood; Tanya Montuori, FCBT Direct Sydney; Callum Henson, Escape Travel Erina; Mo Hosea, Cook Islands Tourism sales ambassador; Vicki Johnston, Travel Menai Metro; Skye Richards, Escape Travel Tuggerah; Madeline Pantazis, Mejestic Travel and Leslie Jennings, Helloworld Travel Emu Plains.



Adventure Travel Consultant - Full Time

Tucan Travel is a leading Adventure Travel tour operator/wholesaler and we are looking for an enthusiastic, passionate, experienced, self motivated and dynamic person to fill the position of Adventure Specialist consultant in our Sydney office.

This is an exciting and rewarding job for anyone who is passionate about interesting and adventurous destinations with a strong focus on Latin America. The job will involve specialist consulting on worldwide adventure products, dealing with both travel agents and direct clients and ensuring a high level of customer service is maintained.

The ideal candidate will have prior sales and consulting experience in the travel industry, be well travelled, have a passion for adventurous destinations, able to demonstrate ability to drive and improve sales, have good communication and computer skills and want to work in a relaxed and friendly environment.

If you are interested in the above position please send your CV to todd@tucantravel.com. Only applicants with industry experience and a resident of Australia will be considered.

THE WHO'S WHO OF SUPPLIERS ARE IN THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY.

[VIEW HERE](#)

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A great new opportunity to join this unique & expanding hotel brand as Reservations Manager. Work as part of the wider Revenue team you will work closely with the General Manager to maximise their position in the market through strategy and driving revenue through all channels. Previous Reservations experience in a senior role essential along with strong communication, organisation & problem solving skills. Great salary on offer plus career progression.

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SYDNEY – ATTRACTIVE \$\$\$ DOE

Join this Travel Management Company in Sydney where you will be responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in building a pipeline & bringing in new business. This company offers a great salary package DOE. If you have a desire to succeed & a track record in corporate sales we want to hear from you.

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***NEW* LEAD THE TEAM**

RESERVATIONS SALES MANAGER

MELBOURNE – \$100K PKG

Turn the key and open the door to success when you join this travel company. Managing a team of reservations and support consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge & experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

CORPORATE SALES ROLE

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BRISBANE – \$\$ DOE + 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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