

## NTIA tickets open

**TICKETS** for this year's National Travel Industry Awards (NTIA) on Sat 21 Jul are now available for request from AFTA.

This year's event will again be held in the Grand Ballroom at the International Convention Centre Sydney in Darling Harbour, with capacity for 1,500 guests.

AFTA is promising a surprise act from "an international super star", while major sponsors Qantas, Air New Zealand and Star Alliance will be providing loads of lucky door prizes.

Singapore Airlines will host the after party, to be held at the harbourside Watershed venue.

Tickets can be requested via the AFTA website - **CLICK HERE**.

## Today's issue of TD

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

- Viva! Holidays
- Travel Trade Recruitment

## Armstrong joins Silversea

**SILVERSEA** Cruises will embark on ambitious growth plans in the local market under new chief Adam Armstrong, who will leave Royal Caribbean to head the luxury line in Australasia from Aug (**TD** breaking news).

Armstrong was this morning announced as Silversea's new managing director Australia & New Zealand, taking over from Amber Wilson who is leaving to pursue other opportunities.

His appointment ends months of speculation after the surprise

announcement in Feb that he would step down as associate vice president & managing director Australia & New Zealand for Royal Caribbean (**TD** 27 Feb).

The high-profile executive has spent the past decade steering the Royal Caribbean, Celebrity Cruises and Azamara Club Cruises brands in the local market.

Silversea ceo Roberto Martinoli said Armstrong would "support our ambitious plans for growth and develop closer relationships with our travel agent partners".

He also thanked Wilson for her contribution over two years.

Silversea yesterday announced four months of Australasian cruises in the 2019/20 season, with new flagship *Silver Muse* to make her longest deployment to date in local waters.

*Silver Whisper* will also visit on a world cruise - see more details on **page eight**, as well as Tue's edition of **Cruise Weekly**.

## Viva! Malaysia push

**VIVA!** Holidays has put Malaysia in the spotlight with its latest travel agent incentive.

The wholesaler is offering \$100 in Trip Dollars when agents book any package included in the current Discover Malaysia campaign, on sale to 20 May. See **page nine** for details.

Travel Daily

on location in

Cairns

Today's issue of **TD** is coming to you from Cairns, courtesy of Travel Counsellors.

**THE** Travel Counsellors Annual Conference kicks off today in sunny Queensland.

The three-day event will see Australian Travel Counsellors and their partners, Australian head office staff, global business directors, sponsors, partner suppliers and special guest speakers meet at the Pullman International in Cairns.

Themed "A Future Without Limits", the conference will include sessions on company news and developments, showcase technology and a keynote speech from Layne Beachley, along with social events & \$100k-worth of prizes. More on **page five**.



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Due to popular demand, Silversea is pleased to announce *Silver Muse* sailings will be extended in Australia, New Zealand, and Asia during the summer of 2019/2020. With an addition of carefully curated itineraries spanning some four months in our waters, these voyages are designed to delight and excite with natural beauty and signature 6-star luxury.

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## ATG agent FB page

THE APT Travel Group has launched a new travel agent-only page on Facebook.

The new **ATG Travel Agents AU** private group will update members on product launches, incentives and famils for ATG brands incl APT and Travelmarvel.

## CATO Platinum membership

THE Council of Australian Tour Operators has announced the introduction of a new Platinum Associate Membership offering, with Gow-Gates Insurance Brokers the organisation's inaugural partner in the category.

CATO md Brett Jardine said "it was time to show we are serious about the land supply sector by offering organisations an opportunity to be recognised in the top tier of our Associate Members".

Jardine said Gow-Gates had been supporting the Australian travel sector for more than 20 years with specialist services for travel agents, tour wholesalers and tour operators.

Over this time the company has worked in conjunction with both CATO and AFTA to develop solutions for the constantly changing industry landscape.

Fred Esteban, Gow-Gates director of specialty, said "it is

a privilege to work with CATO and support their members with insurance solutions specifically designed for their individual members".

Jardine has also advised members that the 2018 CATO annual general meeting will take place on Tue 19 Jun, and will also feature the traditional AGM networking dinner plus a farewell to longstanding CATO general manager Peter Bailly.

## Sebel Moreton Bay

**ACCORHOTELS** will take its Sebel brand to Queensland's Moreton Bay region after striking a management agreement with developers Traders in Purple.

The Sebel Brisbane Margate Beach will open in May, offering 58 studio rooms with separate dining areas and balconies.

It will also have a bistro, bar and conference facilities.

## Biosecurity video

THE Federal Department of Agriculture has updated the biosecurity video which is shown to passengers on flights arriving into Australia.

It is centred around a "Don't be sorry - just declare it" tagline - view at [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

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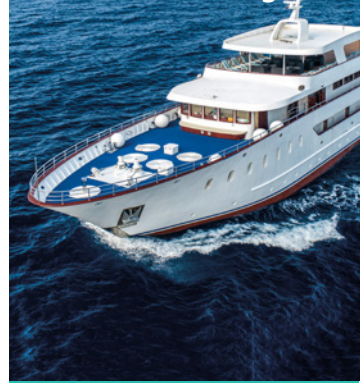
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**NEW**

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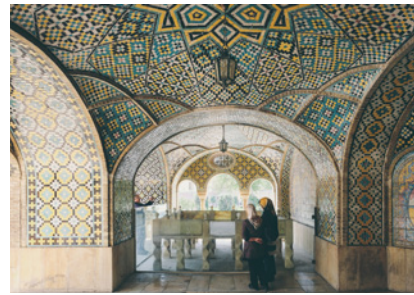
## SYDNEY ✈ HONG KONG

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Flights commence 2 July 2018.





Find out why Iran is the next place you should visit in the May issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**

## Virtuoso show to Melbourne

**TOURISM** Australia has enticed the 2019 Virtuoso Symposium to Melbourne, expected to bring approximately 500 influential decision makers in the luxury travel sector to the country, 10 years after the show was held in Sydney for the first time.

The Virtuoso luxury travel group has agencies in 45 countries in North America, Latin America, the Caribbean, Europe, Asia-Pacific, Africa and the Middle East.

Around 50% of the Virtuoso Symposium attendees are travel agency owners or managers from around the globe, which Tourism Australia says presents an "incredible opportunity" to showcase the premium offerings available in Victoria and Australia.

TA has worked with Virtuoso in North America since 2015 to develop greater connection between the int'l luxury market and Australia's upmarket offering.

Tourism Australia, along with Visit Victoria, are sponsors of the

week long symposium, which will be held from 07-11 May 2019.

"Australia is a country of great significance to me, both personally and professionally, and I couldn't be happier that our Virtuoso Symposium is returning to this incredible country for a second time," Virtuoso chairman and ceo Michael Upchurch said.

"This is a region where we see continued growth and the potential for more from an outbound perspective," he said, adding the event "will drive greater inbound tourism".

Tourism Australia managing director John O'Sullivan said targeting high value travellers was a key aspect of the organisation's partnership with Virtuoso which "focuses solely on curating luxury travel experiences for their premium clientele.

"Our successful and ongoing pact...provides a great platform for us to target those high value travellers," O'Sullivan said.

## Sabre Amazon pact

**SABRE** has confirmed an agreement with Amazon Web Services, which will support the travel tech firm's "accelerated migration to the cloud".

CEO Sean Menke this week confirmed that multiple Sabre products were already hosted by Amazon, with the cloud migration set to see Sabre benefit from increased flexibility along with lower costs.

Menke said customers would also see "enhanced performance, stability, security and time-to-market benefits for new functionality" from the cloud-based services.

## WN interisland flts

**SOUTHWEST** Airlines overnight announced further details of its planned Hawaii operation (**TD** yesterday) which will include new routes from Oakland, San Diego, San Jose and Sacramento to various Hawaiian island hubs.

Further, Southwest revealed once established in Hawaii, the carrier intends to operate interisland services between Honolulu, Maui, Kauai and Kona.

## NZ '19 airshow tour

**GRAND** Pacific Tours has rolled out its 2019 Yealands Classic Fighters Airshow Tour in New Zealand which includes a 3 Day Gold Pass to the aviation spectacular in Marlborough.

The escorted 13-day itinerary begins in Auckland on 12 Apr - **CLICK HERE** for further details.

## Window Seat

**EVER** wondered what *Sunrise* host David Koch would look like with hair? Neither have we, but that's just what unsuspecting Qantas customers were confronted with recently when the morning TV staple disguised himself as a member of the airline's cabin crew.

Donning a collection of fake follicles on his head and face, "Kochie" wandered the terminals of Sydney Airport where he introduced himself as "Tony" and helped out with check-in and travel enquiries.

Thankfully he stopped short of cavity searches - more **HERE**.



## ULA famil winners

**UNIQUE** Latin America (ULA) has revealed the names of the five travel agents who will join them on their first famil to Peru in Jul.

The winners include Karla Bett, Emma Whiting Travel; Kym Stracey, North Shore Travel; Karen Doyle, TravelManagers; Melissa Schampers, 303 Travel & Cruise & Janet Tucker, World Travellers.

ULA's agent educational is being organised with local operators, Mountain Lodges of Peru and Delfin Amazon Cruises.

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**BUSINESS REWARDS**



## More Wu friends with benefits!



**WENDY** Wu Tours is continuing to titillate agents around the nation with its 'Mega Friends with Benefits' incentive which will ultimately see one consultant win a private tour for themselves and three mates.

The promo includes a \$500 Mega Experience voucher giveaway

drawn at random, ahead of the major prize draw next month.

This week's winner of the \$500 voucher was Lesley Judd from HelloWorld Travel Ocean Grove in Victoria, who is **pictured** with Wendy Wu Tours' state manager for Victoria, Vito Romeo.

**CLICK HERE** for more details.

## IHG UK expansion

**THIRTEEN** luxury and upscale hotels operating under the Principal Hotels and De Vere Hotels brands in the UK will join InterContinental Hotels Group as part of a conditional agreement.

The takeover will enable IHG to expand the presence of the InterContinental brand and allow the hotelier to introduce its boutique Kimpton Hotels & Restaurants division to the UK.

## TMS out of action

**TMS** Talent is advising that its Sydney-based office has been forced to evacuate today due to a basement flooding, triggered by a fire at a neighbouring property.

The incident means the recruitment firm's phones have been temporarily impacted.

"For anything urgent, please contact [admin@tmstalent.com.au](mailto:admin@tmstalent.com.au) or your recruitment consultant on their mobile number," TMS said.

## QF double points

**QANTAS** is offering double FF points on eligible international Qantas and Emirates-operated flights to selected destinations.

The promo requires registration and is valid for Qantas-operated flights to New Zealand, Bangkok, London or Singapore, as well as Emirates-operated services (with a QF flight number) to New Zealand, Asia, Europe, the Middle East, Africa or the UK.

To be eligible, bookings must be made by 11.59pm on 07 May, for travel between 21 May 2018 and 31 Mar 2019.

## Busiest int'l routes

**THE** flight corridor between Kuala Lumpur and Singapore has been revealed as the busiest international route in the world, according to data pulled by OAG for the 12 months to Feb 2018.

The report identified that there were seven carriers operating on the KUL-SIN city pairing, providing a whopping 5.36 million seats on more than 30,500 flights.

The second busiest international route was between Hong Kong & Taipei which had nearly 29,000 flights over the period, followed by Jakarta to Singapore, with 27,300 flight frequencies.

View the full report **HERE**.

## Marvel celebration

**APT** Travel Group will hold two special events in Melbourne this month to celebrate the 30-year anniversary of its premium cruise & tour operation, TravelMarvel.

The 'Celebration Events' info sessions will be held at Box Hill Town Hall on 23 May and at Mornington Racecourse on 31 May, with agents urged to send their clients along to attend.

Aside from hearing about insider tips on TravelMarvel's range of products, participants will also be able to secure deals on offer at the shows.

Bookings made on the day will be channelled back to the client's preferred agent - more info **HERE**.

## TreadRight venture

**THE** Travel Corporation's TreadRight Foundation has partnered with conservation organisations Cheetah Outreach and The Cape Leopard Trust in a bid to reduce domestic livestock attacks at Bushmans Kloof Wilderness Reserve and Wellness Retreat in South Africa.

Through TreadRight's alliance, three Anatolian Shepherd dogs have been introduced to act as livestock guardians - a "natural solution" to the problem, says Bushmans Kloof gm Roy du Plessis.

Do you love to sell? Do you have a passion for developing business and relationships? Can you walk into a travel agency unannounced and secure the travel agents attention? Do you love to be on the road making sales calls?

**Cook Islands Tourism Corporation** is looking for a Sales Ambassador to promote the Cook Islands to travel agents, primarily in New South Wales, Victoria and Queensland, and also to consumers via various expos and shows that we participate in. This role is a pivotal one charged with making the Cook Islands highly visible to travel agents and ensuring that they have the tools and knowledge to confidently sell our stunning paradise to their clients.

Applications close on 16 May 2018. Please click [here](#) to apply.



# HURRY! Voting closes soon for the NTIA People's Choice: Retail Travel Agency of the Year.

To win, have your clients vote for you as their favourite ATAS travel agency. [FIND OUT MORE >](#)





## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**Banyan Tree Hotels & Resorts** is offering guests a 40% saving on any Banyan Tree, Angsana and Cassia property booking when they purchase a three-night stay from 04-21 May 2018. Visit [HERE](#) for more.

**Majestic Whale Encounters** is providing a discount of \$600 per couple on its wild orca swim holidays in Norway in 2019 when trips are booked before 31 May 2018. Visit [www.majesticwhaleencounters.com.au](http://www.majesticwhaleencounters.com.au).

For discounts on bushland trips, the **Broken Hill Outback Resort** is offering a bonus night for free when three nights are booked in any of its 22 new king-sized cabins to open in late Jun. Call 1300 688 225 for more.

**DriveAway Holidays** is marking its 30-year milestone by giving clients 20% off car hire in locations across Europe & South Africa for hire between 17-24 May. [CLICK HERE](#) for more.

## AA confirms E175s

**AMERICAN** Airlines (AA) has ordered 15 E175 jets from Brazilian manufacturer Embraer. Each aircraft features a 76-seat configuration and is scheduled to be delivered to AA between Mar and Nov 2019.

The purchase is valued at around US\$705 million.

**MEANWHILE**, AA is set to introduce a host of additional services to the Caribbean and Hawaii starting from Dec.

The beef-up includes daily services from Chicago to Honolulu starting 19 Dec, seven additional daily frequencies to the Caribbean from Miami, & two new routes from Charlotte to North Eleuthera and Marsh Harbour, effective 22 Dec.

## Travelex acquisition

**FOREIGN** exchange business Travelex has strengthened its banknote infrastructure in Asia by purchasing proprietary banknotes system assets from United Overseas Bank.

The acquisition is aimed at improving Travelex's wholesale supply chain platform & meeting foreign exchange needs in Asia.

## Dusit for Phu Quoc

**THAI** hotel developer Dusit International is set to make its first foray into Vietnam by opening the Dusit Princess Moonrise Beach Resort on the country's island of Phu Quoc.

The 108-room property features an all-day dining restaurant, gym, and swim-up pool bar.

## Financial Accountant Sydney CBD

Highly awarded TMC is looking to appoint a Financial Accountant. This hands on role will include reconciliations, general financial and management reporting, budgeting, forecasting, payroll, compliance, monthly taxation returns and assisting with yearly accounts.

Your experience will be supported with relevant qualifications in finance or related discipline. You will be an intermediate to advanced user of Excel, be helpful by nature, able to meet deadlines and possess excellent communications skills.

Must have experience with either Sabre Agency Manager, Tramada or any agency accounting system.

If the above ticks the boxes please apply quoting CCA1685 to [Enquiries@crosscheck.com.au](mailto:Enquiries@crosscheck.com.au) or call 02 8883 1477.

## Travel Counsellors take flight



**THIS** year Travel Counsellors has introduced a new element to its conference, with attendees given the option to take part in pre- and post-conference activities designed to showcase Cairns and its surrounds.

Delegates were given a choice of 16 experiences, including half- and full-day tours such as a Green Island tour, a Kuranda Scenic Rail and Sky Rail adventure, Silverswift Reef Diving Adventure, Outer Reef cruise, Cape Tribulation, Daintree Rainforest tour and a Low Isles full day option.

The experiences kicked off

yesterday, with the above group opting to take in the sights from a hot air balloon high above the Atherton Tablelands.

"For a person who has a fear of heights, I can't recommend it enough," said Travel Counsellor Deborah Dewe.

Attendees also had the opportunity to visit the Tjapukai cultural park this morning before the conference gets down to business this afternoon.

**Pictured:** Kerrie Croft, Tracy Parkinson, Samantha Slattery, Deborah Dewe, Kris Higgins and Steph Harberger.



## Travel Consultant

Specialist cruise agency, Cruise Express, is opening a new office at Gordon on Sydney's north shore and seeks an enthusiastic travel specialist to join the team.

With clients across Australia, the Cruise Express team is known for their in-depth cruise knowledge, professionalism and high service standards.

The role offered focuses on selling international fly/cruise and domestic cruise packages and the company's hugely successful exclusive fully escorted cruise/tours.

Ideally you will have:

- An enthusiastic 'can do' attitude and great attention to detail
- Extensive travel knowledge with some cruise experience
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Only successful applicants will be contacted.



### Amex GBT goes to ground

**AMERICAN** Express Global Business Travel (GBT) has announced a ground transport booking and management product, designed to give travel managers more flexibility, control and choice.

The platform offers more than 750 ground operators in 2,000 cities worldwide, including black cars, taxis, airport trains and shuttles, and ride-sharing services via the group's recently announced partnership with Lyft.

The company says its platform gives clients a GDS-agnostic system that captures and manages ground bookings in one

place, regardless of whether the booking was made online, offline or via the Amex GBT Mobile app.

It also aims to give travel managers increased visibility of ground transport spending.

"Traditionally, ground spend has been a blind spot for travel managers," said GBT exec vice president of global supplier relations Michael Qualantone.

"GBT clients saw 95% leakage through out-of-policy booking channels for ground bookings in 2017, resulting in lost opportunities for our clients to negotiate on that spend and ensure traveller compliance."

### CWT new sales windfall

**CARLSON** Wagonlit Travel (CWT) secured US\$1.7 billion in contracted new sales during 2017, having completed its first full year under the group's digital strategy "CWT 3.0".

"2017 was the year our digital transformation strategy... started feeding through to the numbers," said CWT's president and ceo Kurt Ekert.

"We remain focussed on delivering a technology-driven, consumer-grade experience across all channels - and on building a high-growth hotel distribution business," he said.

"Our 2017 results show our strategy is working."

CWT increased its total transaction volume by 3.6% over 2017 levels to reach US\$23.2

billion last year.

It also increased revenues by 1.9% to \$1.4 billion.

CWT's other 2017 highlights included the delivery of its new tech platform myCWT, part of the group's 61% increase in technological investments.

It also became the first travel management company to build and launch its own hotel distribution business, Romit by CWT, which integrates retail and corporate-negotiated hotel rates with those from other large hotel content providers.

Its launch coincided with a 13% increase in hotel revenue for CWT during 2017.

### Aust lags in sharing

**AUSTRALIAN** companies are reluctant to share, according to a report by expense management company Chrome River which found only around half of firms have addressed sharing services in their corporate policies.

In a survey of business travel and corporate finance professionals, Chrome River found 54% of businesses incorporate ride-sharing in their policies and 46% address shared accommodation services.

Of those who have policies on ride-sharing services like Uber, 90% allow their use and 10% prohibit them.

### ITP Greek partner

**INTERNATIONAL** Travel Partnership (ITP) has added Athens-based Aktina Travel Group to its corporate network.

The firm is an independent travel management company with a portfolio of prominent corporate clients.

ITP director of partnership relations Ian Epps said Aktina is a market leader in Greece.

### Policy adherence low

**FEWER** than 45% of corporate travellers worldwide adhere to a travel approval policy, according to an Egencia report.

The company's Travel Policy Insights: Global Air Edition looks at policy trends for corporate air travellers and says many business trips are not guided by company travel rules.

"We see a huge opportunity to help companies move from unmanaged to managed travel," said Egencia chief operations office Mark Hollyhead.

"Building good travel policies is fundamental to this shift, but they are rarely benchmarked."

### SAS SME program

**SAS** Scandinavian Airlines has announced a program for small and medium enterprises that aims to provide an easier means to book tickets and gain discounts at time of purchase.

The SAS For Business product will launch 01 Jun and replaces the SAS Credits program in which credits from flights booked are used to obtain discounts on future flights.

The new program allows an immediate discount.

## CAPA Insights

CENTRE FOR AVIATION

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.

CAPA provides real value to a corporate buyer when attending our events – here is the evidence

CENTRE FOR AVIATION

In the 2017/18 year our events were attended by:

- 260 260+ corporate buyers
- 160 160+ C-level executive buyers
- 30% Up to 30% of registered attendees were corporate buyers

Number of corporate buyers at CAPA's Australasian Summits

City	Number of Corporate Buyers
PER	22
ADL	13
MEL	51
QLD	27
CBR	20
SYD	152
AKL	22
WLG	21

**CAPA** – Centre for Aviation is redefining the corporate travel industry. Having expanded its footprint in this sector of the industry, CAPA has successfully managed to blend its exceptional knowledge, connections and information that it collects on a daily basis through its summits to build awareness amongst the business travel buyers.

CAPA Aviation & Corporate Travel Summits continue to be the go-to for travel buyers all around Australia and New Zealand as their content and discussions relate directly to this important segment. CAPA continues to achieve one of the highest percentages of buyer attendees at events than any other organisation.

### Infinity VICTAS Reward Trip



**HIGH** achievers from Flight Centre Travel Group in Victoria & Tasmania celebrated in style last week when they were whisked off to Phuket & Bangkok at the Infinity Incrowd VICTAS Reward Trip.

The troupe lived the high life at Santhiya Koa Yao Yai Resort, The Andara Resort, Phuket & Banyan Tree Bangkok, participating in choose-your-own tours, such as day spas, cooking schools, a rum class, cycling and foodie tours.

They are **pictured** at Vertigo Bar at Banyan Tree Bangkok & include Gareth Jarrett, Infinity Hols; Lani Gleeson, Infinity; Dwayne Carroll, ET Craigieburn;

Niall Wilson, TA Armadale; Ben Sahki, FC Fountain Gate; Mark Raffa, FC Greensborough; Steven Jackon, FC Watergardens; Liam O'Donnell, FC Eastland; Mallory Petruk, FC Bentons Square; Melissa Crew, FC Bayswater; Sarah Batiste, FC Fountain Gate Tailormade; Justine Portelli, FC Watergardens; Emma De Vos, TA Mt Eliza; Kristen Millman, TA Willamstown; Briony Harris, TA Hobart; Olivia Tolliday, FC Highpoint; Kate Kilpatrick, FC Karringul Hub; Kristen Izatt, FC Waurm Ponds; Lisa Pozatto, FC Tailormade Bayside - taking the photo, Nalintha Smith, FC Berwick.

### Kimberley in the Big Apple



**AUSSIE** photographer Anthony Horth was recently joined by several familiar names from the modeling, art & fashion industries to celebrate the opening of his new flagship NYC gallery.

Among the crowd was Australia's Minister for Trade, Tourism and Investment Steven Ciobo.

The New York-based fashion and landscape photographer's

Mother Earth Kimberley - Australia exhibition documents one of the most remote regions of his home country.

The exhibit is one of the single largest collections of photos to be exported from Australia and is on show until 15 Jun at the Anthony Horth Gallery at 40 Wooster St - more details **HERE**.

Horth is **pictured** with Ciobo.



**A GROUP** of product managers from Australia and New Zealand were recently flown to the US on an eight-night famil exploring the East Coast courtesy of Brand USA and American Airlines.

The flying visit stopped in on Washington DC, Orlando and Miami, Florida, where the group managed to catch The National Cherry Blossom Festival, watch the Nationals take on the New York Mets in baseball, and take in a guided walking tour with Fiat Luxe Tours in Georgetown.

While enjoying the sights of

Washington DC, the trip took some time out for a special 3D screening of the Brand USA film: America's Musical Journey, starring Grammy Award nominated singer and songwriter Aloe Blacc and actor Morgan Freeman as narrator.

Preparing for Cuban smoothies (**pictured**) are Schweta Krishnan, TravelZoo; Elaine Patton, American Airlines; Yvette Castro, Global Procurement Network; Bridget Fogarty, House of Travel; Wayne Mitcham, Brand USA; & Susan Morris, Luxury Escapes.

### Utopia in Patagonia with Contours



**CONTOURS** Travel recently hosted six lucky agents on a 15-day famil to Chile and Argentina.

Highlights of the journey included stops in some of Chile's best wineries, a cruise aboard the *Ventus Australis* expedition ship through the picturesque Patagonian fjords, and a visit to an Argentinian cattle ranch.

Further excitement was had when the group took in a tango dinner show in Buenos Aires before slipping on their best

chef's hats to undertake a local cooking class, finishing off with a gourmet dinner at the Argentine Experience in Buenos Aires.

Gearing up for some traditional Argentinian cuisine (**pictured**) is Joy Zulic, Lifestyle Travel; Jacqui Ingram, Flying Colours Travel; host Rod McInerney, Contours Travel; Andrew Lewtas, Travel Connections; Trish O'Brien, Travel Counsellors; Raelene Caltsounis, Travel Focus; and Hugh Tilley, Black Rock Travel.



## Mantra adds a touch of footy



**MANTRA** Group has signed a major sponsorship deal with NRL Touch Football which will see the hotel chain become the sporting organisation's official accommodation partner.

Under the terms of the deal, Touch Football Australia's members will receive 10% off accommodation at all 136 Mantra operated properties in Australia, New Zealand and Hawaii for the next two years.

"We are looking forward to welcoming Touch Football Australia employees and members alike," said Mantra's coo Tomas Johnsson.

Touch players Samuel Brisby & Samantha Rodgers are **pictured**.

## Silversea 2019/20

**SILVERSEA** Cruises has unveiled its itineraries for the 2019/2020 season, comprising 89 voyages to Australasia, Asia, South America, and the Caribbean.

Package highlights include a 14-day *Silver Muse* sailing from Sydney to Auckland in Dec 2019, with visits to Melbourne, Dunedin, and Christchurch scheduled along the way.

Also on offer is a 13-day voyage in Jan 2020 also on board *Silver Muse* to the South Pacific islands taking in stops in New Caledonia, Fiji and Vanuatu.

To view the full list of 2019/20 itineraries, **CLICK HERE**.

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This month, *Travel Daily* is providing one reader with a scholarship opportunity through the Travel Industry Mentor Experience. If you have a heavy respect for learning, self-development and are not shy of being challenged then we want to pair you up with a mentor through TIME.

If you've got what it takes, apply **HERE** and *Travel Daily* could be awarding you with a \$2,000 scholarship.

Further details about TIME can be viewed **HERE** or email **TIME@traveldaily.com.au**

## SA Wine & Heritage

**SEALINK** has launched a new Barossa Wine and Heritage Tour in Adelaide's prime wine region.

The new adventure will be free for all pax on the company's seven-night Murraylands and Wildlife cruise and will also be offered as an optional add-on for three- and four-night Outback Heritage cruise passengers.

Tour includes morning tea at Jacob's Creek Visitor Centre and lunch at the Lambert Estate.

## VA gender target

**VIRGIN** Australia has announced a 50-50 gender target for its 2018 pilot cadetship program as part of an ambition to increase female representation in male-dominated areas of aviation.

The airline today begins recruitment for its latest intake in the 54-week pilot training program, conducted in Adelaide.

Internationally, just 3% of pilots are women.

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*Working in partnership with the Australian Travel Industry*

**Cruise Groups & Cruise Reservations | 2 Positions**  
Sydney, Up to \$60k + Super, Ref: 3267PE5

My clients are launching new product over the coming weeks & are in urgent need for 2 cruise specialists to join their growing team. If you have a flare for Europe & the Mediterranean then these roles are your ticket to career success. I am looking for a talented Groups consultant that has negotiated group air & a passionate Cruise reservations superstar that loves nothing more than to sell cruise. If opulence and luxury is your thing then please apply today. Interviews next week.

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

**Travel Support Administrator and Consultant**  
South Brisbane, \$40k + Super + Comms, Ref: 1271CGA1

A fantastic opportunity has arisen for an experienced travel consultant who would like to take their next step in their career, you will move away from face to face sales. You would be joining a growing team working with domestic, international and cruise product. This role is for those with a proven background in achieving sales, high standard of accuracy and exceptional eye for detail. If you have a minimum of 1 year in a travel role and strong GDS knowledge this could be the role for you.

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

**Corporate Travel Consultant**  
Brisbane, \$50-60k +Super+Comms, Ref: 1971AW1

If you are confident in airfare construction and ticketing and enjoy working with corporate clients, this fast paced and exciting role is for you! Working across a range of business sectors and itineraries, you will be confident, with fantastic communication and interpersonal skills. As this is a predominantly an after hours role; free on site car parking is provided for all shifts. If you excel in working autonomously, dealing with VIP and corporate clients – APPLY NOW!

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

**Marketing Manager**  
Melbourne, \$90k-\$120k, Ref: 3108HC1

This is an integral part of the company's future development and also success in the Australian market. We need a leader in marketing and communications for this growing company! You will develop and manage marketing communications channels that grow locally sourced enquiry in the AU market. This is a hands on position - responsible for newsletter production, social media channels, PR and SEO objectives in AUS. Extensive leadership and marketing experience is essential.

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

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

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

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

**Product Manager**  
Brisbane, \$93,000 pkg per annum, Ref: 2899SZ3

An exciting opportunity for an experienced Product Manager to do an initial 12 month contract with the view to either extend or progress within the company. You will be in charge of development, implementation and delivery of the Product Team's business plan, contracting, selecting products to market & working closely with the marketing department. This role will see you work on a global scale with internal & external team members & ensuring your team reaches their KPI goals.

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

**Luxury Leisure Consultant**  
Sydney, \$50-\$55k + High, Uncapped Commission, Ref:7890AJ2

My client prides themselves on their customer service levels and look to provide amazing experiences. As they are in a brand new office and the majority of their client base are individuals of high net worth, they are looking for an experienced consultant that would like to focus on providing an amazing experience rather than focusing on the sale. In return, you will enjoy a work-life balance and be very well taken care of, enjoy a great environment and enable you to prosper financially.

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

**Retail/Corporate Travel Agent**  
Melbourne, Competitive Salary + Super + Commission, Ref: 3401JP1

An exciting opportunity has become available in this industry leading travel company. It's a perfect role for an experienced retail travel consultant wanting to take the step up to corporate but still maintaining the excitement of retail. In this role you would be taking care of the travellers business needs as required whilst also taking care of all their leisure travel needs. This isn't your standard travel agent role, you'll be dealing with some truly remote and far-flung destinations.

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



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