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Budget hits OTAs with GST

LAST night's Federal Budget will see overseas online travel agents such as Expedia & Booking.com required to pay GST when they sell Australian hotel rooms.

The measure aims to level the playing field in the digital age by "extending the goods and services tax to Australian hotel bookings made through offshore digital businesses, so they face the same tax treatment as Australian businesses," according to the budget papers.

It's estimated the move will raise \$5 million annually, but will not apply to sales made before the implementation date of 01 Jul 2019, even if the guest stays at the hotel after that date.

Other budget measures included \$45 million in regional tourism grants and \$5.1 million more for Tourism Australia over the next four years.

TTF Australia also welcomed

the government's nation-wide investment in big ticket transport infrastructure projects, with ceo Margy Osmond saying the initiatives will "transform our cities and regions and improve the visitor experience".

The budget provided \$294 million to strengthen aviation, air cargo and international mail security, including enhanced security arrangements at 64 regional airports (see **page 5**).

MEANWHILE Foreign Affairs Minister Julie Bishop also noted the provision of \$50.3 million over four years to support the Dutch prosecution of those responsible for the downing of Malaysia Airlines flight MH17 which was shot down in Jul 2014 while flying over eastern Ukraine.

And despite a statement last night from Minister for Trade, Tourism & Investment Steven Ciobo noting the \$2.7 billion annual contribution of the cruise sector to the economy, the budget provides just \$250,000 towards "enhancing cruise ship access to Sydney".

See **page 8** for AFTA ceo Jayson Westbury's take on the budget.

Today's issue of TD

Travel Daily today has nine pages of news and photos, plus a full page from:

- Travel Trade Recruitment

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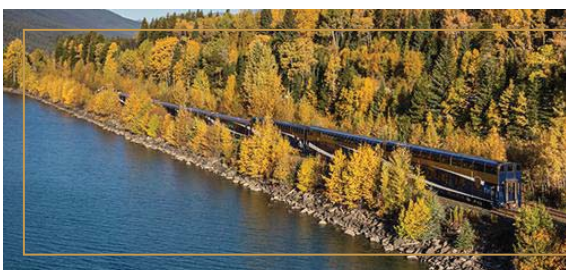
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EK adds Edinburgh

EMIRATES overnight confirmed plans to launch daily non-stop flights between Dubai and Edinburgh - just weeks after rival Etihad announced its pullout from Scotland (**TD** 11 Apr).

Edinburgh will become EK's second destination in Scotland, complementing its existing double daily flights to Glasgow.

It will also be the carrier's 8th destination in the United Kingdom after the addition of daily London Stansted services scheduled to debut in Jun.

The new Edinburgh flights will operate using a three class Boeing 777-300ER effective from 01 Oct.

MEANWHILE Emirates has also reversed a previous decision to ditch coach services between Dubai (DXB) and Abu Dhabi (ZVJ).

Cancelled Economy class bookings will be reinstated, with an email notification sent to customers advising them to contact their travel agent.

Leisure fares decline 5.4%

INTERNATIONAL Economy fares for leisure passengers out of Australia dropped more than 5% last year, with strong competition continuing to drive prices down.

Corporate economy travellers also had a good year, with international fares only rising by about 0.3% during 2017.

The figures were unveiled yesterday at the Global Business Travel Association conference in Sydney by Felicity Burke, general manager of Flight Centre's 4th Dimension consulting arm.

The data is based on the soon-to-be-released *Australian Aviation and Airfare Report* which has been directly collated from Flight Centre booking data.

Burke said there were more than 60 different airlines competing for international business, keeping prices flat.

She noted that some markets in the corporate sector were

paring back their travel, which was boosting seat availability and driving ticket prices down.

The report also looks at domestic fares, where there were increases for both corporate and leisure travellers.

Domestic Economy corporate fares increased 3.5%, while domestic leisure prices rose 8.9%.

"With Qantas and Virgin Australia both having 12 or so different fare types available for purchase via the GDS, we're seeing the increases being driven by a change in price points of the cheaper seats," Burke said.

"This carrier-driven increase witnessed during the past 12 months has pushed the low cost airfare base upwards," she added, with strong demand for domestic leisure seats lifting the fares.

However there hasn't been as much fluctuation in the flexible fares favoured by corporates.

\$12m Flight Centre hit to Travelport

TRAVELPORT has started to see the impact of Flight Centre's switch to rival Sabre (**TD** 11 Apr 2017), with Travelport's most recent quarterly results confirming local revenue declined 6% or US\$9 million (A\$12m) for the three months to 31 Mar.

The US Securities and Exchange Commission filing said the drop was mainly due to a 16% decrease in Reported Segments - but interestingly average revenue per segment rose by 11%.

"Reported Segments decreased due to loss of a large travel agency in the Pacific region, partially offset by growth in India," the company said.

On a yearly basis, assuming equal quarterly revenue, the total revenue impact for Travelport could be close to \$50m.

For the quarter Travelport's net revenue rose 4% to US\$677m, with net income of US\$59m.

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Trav Choice sees growth

MORE than a third of Travellers Choice agencies (36%) are expecting to grow their employees or open additional locations in the next few years, according to a new survey of the group's members.

The research found the figure rose to 44% when the time frame was shifted between four and seven years, while less than 3% of participants said they believed they would not be trading within seven years.

Travellers Choice managing director Christian Hunter said the data showed members were

confident about the future.

"That in itself reflects the fact that they operate well-established, highly-successful agencies and they know Travellers Choice will continue to provide them with the support services needed to capitalise on growth opportunities," he said.

The figures also indicated members were preparing for change with 38% saying they had a succession plan and a further 32% claiming they were currently working on a plan.

A total of 99% of survey respondents indicated they were 'satisfied' or 'more than satisfied' with their membership of the network and the level of service and support provided by the Travellers Choice corporate office staff.

Hunter said the survey results were being used by the Travellers Choice Board to inform and shape strategic planning activities.

Seaview setback

MSC Cruises has been forced to cancel a four-day preview sailing of *MSC Seaview* (between 07-10 Jun) to allow a few extra days of final fitting in order to be fully ready for service for her inaugural cruise from Genoa on 10 Jun.

TNZ, NZ renew pact

TOURISM New Zealand and Air New Zealand have re-committed to their NZ\$20 million annual marketing partnership to promote the country internationally.

The two organisations re-signed their memorandum of understanding yesterday, facilitating spending of up to NZ\$10 million each over the coming year for joint activity in Australia, China, the Americas, Japan, Singapore, the United Kingdom and Europe.

Air New Zealand ceo Christopher Luxon said the carrier's partnership with Tourism New Zealand helped the country to stand out as "a premium destination on the world stage".

"We are passionate about working with partners to grow our thriving tourism industry sustainably," he said.

This is the sixth consecutive year the pair have coordinated marketing, taking their total joint investment to over NZ\$100m.



Window Seat

IF THE fear of committing a social faux pas amid the strange customs of foreigners weighs heavily on your mind, spare a thought for Israeli PM Benjamin Netanyahu who put his foot in it resoundingly last week.

While hosting Japanese counterpart Shinzo Abe, Netanyahu made diplomatic jaws drop when his chef served a dessert of chocolate pralines arranged in a shoe, the *Washington Post* reports.

Putting shoes on the table would probably raise eyebrows in most cultures, but footwear is a famously lowly item in Japan and never worn in the house, let alone served at dinner.

Israel is standing by its chef, but social media followers have been quick to put the boot in.

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Travelport at speed

TRAVELPORT is aiming to deliver 100% of its transactions in under one second by 2020, the company's md for the region, Scott Barber, told delegates at the Travel Counsellors conference over the weekend.

"Everything that we do has to be at scale and at speed," he said. "Anytime you say I'm going to go from A to B, we're processing about 10 billion fares and we're going to try and turn that response back to you in less than one second. That's our goal," Barber told attendees.

He assured agents not to worry about IATA's New Distribution Capability (NDC) program, which aims to create a distribution standard for the aviation sector.

"It's just another way of getting content, it's a pipe that we plug in through our line to the system," he explained, adding "we've invested heavily in that space, we are already IATA NDC-enabled".

TC Reasons to Call

TRAVEL Counsellors is introducing a "Reasons to Call" feature within Phenix, designed to prompt agents to pick up the phone and start a conversation with clients.

The dashboard will provide a list of reasons to call, such as to remind clients it's time to renew their passport, wish them a nice holiday before they go and upon return & check how the trip went.

"You end up with a conversation that could turn into an enquiry that could inevitably turn into a booking," said Jim Eastwood, sales director, Travel Counsellors.

The Reasons to Call feature will be rolled out globally towards the end of the month.

TC ups contracts

TRAVEL Counsellors is aiming to have an additional 250 direct hotel contracts available in its in-house system Phenix by the end of Aug.

Spirit refit complete

FOLLOWING its recent splitting and 15 metre lengthening and extensive refurbishment, Silversea's *Silver Spirit* has made its inaugural voyage from Rome to Barcelona this week.

The ship's new look includes decor enhancements, an enlargement of the pool deck, a new eight-restaurant arrangement to improve dining options, as well as the addition of a new cafe, library, spa & two new lounges (**TD** 12 Mar).

Silver Spirit will cross to North America in Sep.

US airline profits up

THE combined profits of American carriers rose 10.7% during 2017 to more than US\$15.5 billion, making it the second most profitable year ever for the overall US aviation sector.

According to the 2017 annual results for all US scheduled passenger airlines collated by the Bureau of Transportation Statistics, fares accounted for less than 75% of the total operating revenue of US\$175.3 billion.

The carriers collected US\$4.6 billion in baggage fees along with US\$2.9 billion in change fees.

The 18 US carriers that operate internationally reported an after tax net profit of US\$2.1 billion from their international operations - down from US\$3.8 billion the prior year.

On international flights total operating expenses were US\$39 billion, of which fuel costs accounted for \$8.4 billion or 21.6%, while labour cost \$14.6b.

10th Vibe for Melb

CONSTRUCTION has begun on TFE Hotel's 10th Vibe Hotel, slated to open on the corner of Melbourne's Queen and Flinders Streets in late 2019.

The hotel will preserve the existing 145-year-old building's exterior, with the addition of a 24-storey glass fronted tower.

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CVFR, SQ wine & dine sellers



CVFR Consolidation Services & Singapore Airlines recently hosted an exclusive gala dinner to award their top performers for 2017/18.

Organised at The Shangri-La Hotel in Sydney last Thu, 30 top selling agents had the chance to meet with Singapore Airlines' core sales team, along with CVRF Consolidation Services management and sales team.

The agents were greeted with canapes and drinks, and then taste-tested a five-course meal with some of the best North Indian-style cuisine.

QF HKG changes

QANTAS is adjusting its ops on the Sydney-Hong Kong route from 31 Mar, according to preliminary filings on the GDS.

The carrier will shuffle Boeing 747s and A380s used during the northern summer on the route with a mix of A380s & A330 variants up until 06 Jun.

The updated schedule suggests that Qantas' final Boeing 747-400 service to Hong Kong will operate on 12 Dec, however this is yet to be confirmed by the airline.

Kamchatka: The Russian Far East

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Outbound pushback

FORMER Tourism Australia board member Bill Wright has hit back at AFTA's call to incorporate outbound travel in national tourism policy (**TD** yesterday).

The chairman of ID Events Australia says AFTA is wrong to assert that outbound travel can be complementary to inbound. "It is like saying export and import of commodities is complementary, which would only hold water if there was some type of bilateral trade deal," Wright said.

"Australia needs export revenue and that need is strongly driven by Tourism Australia," he said.

"The inbound industry is incredibly well served by the great work carried out by one of the greatest tourism promotional agencies in the world. Any confusion to divert \$1 away from this highly successful promotion of this growing inbound industry and giving it to the outbound industry is unfounded & unwise."

Airport billions

LAST night's Federal Budget confirmed billions of dollars in funding for Australian airports and associated projects, including plans to develop a train line from Melbourne to Tullamarine.

Treasurer Scott Morrison allocated \$5 billion towards the construction of a MEL rail link (**TD** 13 Apr), with the expectation that the Victorian Government will match funds.

Another \$20 million has been allocated to Avalon Airport to transform it into an international gateway able to handle up to 400,000 passengers each year.

Airports will also receive tighter security measures including more officers, dogs and full-body scanners (**TD** Mon), at a cost of \$293 million.

MEANWHILE, Experience Co has welcomed news the Govt will spend \$535.8 million over five years to improve water quality and assist conservation on the Great Barrier Reef.

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Six Senses city

THE first city-based hotel from hospitality and wellness group Six Senses has opened its doors in Tanjong Pagar, Singapore.

Built from existing traditional shop-houses that have been redesigned, Six Senses Duxton brings a new level of luxury to the area and is offering 15% off the best available rate when booking online, for stays until 30 Jun.

JAL Olympics LCC

JAPAN Airlines is understood to be planning a budget airline that will service medium- to long-haul international flights in time for the 2020 Olympic and Paralympic Games in Tokyo.

The routes to and from Narita Airport would possibly include North America, Europe, as well as other parts of Asia, and would not overlap the airline's existing major int'l routes.

Japanese budget airlines currently hold a 20% share of international flights.

Taste My Swiss City

A RANGE of new culinary tours has been launched in Switzerland as part of a new campaign by Switzerland Tourism.

Taste My Swiss City invites tourists to experience life through the eyes of the locals by booking speciality self-guided tours online and exchanging tickets for food and drink in participating venues.

The included venues are "off the beaten touristy-path" and ensure travellers are exposed to a range of locally-inspired food and drinks over a two-to-three hour period.

Tours start from \$80 and are available in 11 cities, more **HERE**.

Agoda names ceo

ASIA-BASED digital travel business Agoda has appointed John W Brown as chief executive officer, effective 01 Jun.

Brown joined the company in 2010 following a tenure as Principal of Boston Consulting Group, where he was based in both Boston and Bangkok.

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To Shanghai and beyond...



DISNEY *Toy Story* fans were treated to a larger than life version of their favourite movie when China Eastern Airlines & Shanghai Disney Resort joined forces to unveil the latest addition to their Disney-themed aircraft.

The design (**pictured**) features a large flying Buzz Lightyear painted across one side of the A330-300's exterior with Woody on the other, while the interior includes colourful seats & various characters from the franchise featuring on the head rests.

The corporate partnership, which launched in 2016, brings

unique and entertaining aircraft experiences to guests travelling to Shanghai with the hope they will explore the Resort while there.

Buzz & Woody join Mickey & Minnie in the themed fleet.

BA adds Durban

THREE flights per week from London Heathrow direct to South Africa's surfing city Durban will be added to British Airways' schedule from 29 Oct.

The service will fly non-stop and will be operated by BA's newest fleet of aircraft, the Boeing 787-8.

DISCOVER *Los Angeles*

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Accommodation Updates

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



A complete rebuild at **andBEYOND Bateleur Camp** in Kenya has been completed, 20 years after it first opened its doors. Updates to the property include a new design that retains the vintage feel while incorporating new touches such as old world maps and dark brass

fittings. Further additions on offer are two new swimming pools, as well as a new interactive bar to be opened by Jun.



Holiday Inn Auckland Airport has recently undergone a multimillion dollar refurbishment. Renovations mean the property now boasts a more contemporary look and has seen the ground floor restaurant and bar, hotel lobby, and reception areas now reflect more New Zealand and Pacific heritage.



Newly renovated guestrooms and suites have recently been unveiled at the **Grand Hyatt Seoul**, where redesigns help the hotel take better advantage of panoramic city views. The refresh has also seen the infusing of a greater level of Korean cultural decor.

NZ tourism forecast

NEW Zealand's Ministry of Business, Innovation and Employment (MBIE) is forecasting China to overtake Australia as the country's largest market on the basis of spend.

China is predicted to reach a spend of NZ\$3.1 billion annually by 2024, whereas Australia is estimated to deliver NZ\$3 billion by the same year.

More broadly, the forecast suggests NZ's tourism sector should grow at a steady pace over the next seven years, reaching 5.1 million visitors annually by 2024, a 37% increase on 2017.

View the full International Tourism Forecast report [HERE](#).

Amadeus Smart City

TRAVEL technology company Amadeus has created a taskforce dedicated to leading its new Smart Cities offer in Asia Pacific.

The team will investigate how densely populated cities can achieve a greater mobility via new technologies in the future, with 70% of the world's population expected to live in cities by 2050.

"The rise of Smart Cities will boost travel and tourism, and so the public and private sector must collaborate to share data and use technology," said vp, corporate strategy and business Development, Asia Pacific at Amadeus Simon Akeroyd.

SkyCity HKG project

THE development contract for a US\$2.5 billion entertainment and retail project in Hong Kong called SkyCity has been awarded to Chinese property company New World Development.

The company will take charge of the proposed mega precinct's design, development and management, with completion flagged for completion in phases from 2023 to 2027.

SkyCity will help connect Hong Kong International Airport and the Hong Kong-Zhuhai-Macao Bridge, and when finished the 35ha space will be the largest entertainment, dining and retail landmark of its kind in HK.

More Mudgee tents

SIERRA Escape, the only luxury eco glamping experience offered in the NSW regional town of Mudgee, has opened two new luxury tents.

The Dulilli tent is suited for families or a group of up to seven people, while the Uralla tent is pitched at the upmarket traveller wanting an "extra touch of luxury and comfort" - more [HERE](#).

Mamma Mia cruise

STAR Clippers has announced the launch of a special Mamma Mia cruise exploring the Greek Islands where the film *Mamma Mia!* starring Meryl Streep and Pierce Brosnan was shot in 2007.

Destinations include Skiathos, Skopelos, Athens, and the Turkish beach town of Dikili.

The seven-night sailing includes double occupancy and all meals and is priced from \$2,999pp, departing from Piraeus 18 May, 08 Jun, 29 Jun, or 17 Aug 2019.

Phone 0404 095 326 for more.

TN rebrand video

TO MARK Air Tahiti Nui's recent rebrand and 20 years of operation (**TD** 27 Apr), the airline has released a behind-the-scenes clip of how the refresh took place.

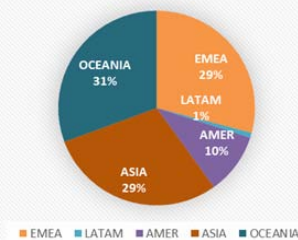
Check out the movie [HERE](#).



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Expedia TAAP reported huge growth for April. Expedia TAAP agents AU booked 1,115 different destinations, across 137 Countries. Package Rates are continuing to grow as agents construct awesome packages for their clients.

The top ten destinations booked through March were Sydney, Melbourne, Brisbane, Singapore, London, Hong Kong, Perth, Adelaide, Bali and Gold Coast. Rome, Cairns, Paris and Los Angeles were just outside the top 10.

Bali showed huge growth in April along with Far North QLD. For those looking for a cooler experience Canberra and Hobart also reported big growth numbers.

Regionally, destinations remained steady with EMEA at 29%, OCEANIA up 2 to 31%, Asia steady at 29%. North America 10% of the transaction mix.

Some of the out of the way destinations included Amarillo TX, Cameroon, Paraty Brazil and Cuba Santiago.

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VIEW 2019 BROCHURE ONLINE



Travel Daily

Wednesday 9th May 2018

Agents see Germany highlights



AGENTS from around Australia were whisked away to Germany recently to experience the highlights of the destination.

Participants headed to Munich, Mountain Zugspitze and Berlin, hosted by The German National Tourist Office, together with its partners Lufthansa, Flight Centre and Rail Plus.

The group stayed in the exclusive Platzl Hotel in Munich and the Palace Hotel in Berlin. Highlights of the adventure

included meeting the beer queen of Bavaria, taking the highest gondola up Zugspitze mountain and exploring Berlin's street art, night life and history.

Pictured at the Berlin Brandenburg Gate in the top row are: Leah Bullough, Tracie Wise, Rachele Fisher, Danny Smith, Ralf Ostendorf, Emma Karczewski, Stephen Easton, Goran Duric and Joyce Bernitt.

Bottom row: Stefanie Eberhard, Marie Micallef and Lacey Burns.



More flights, more often from 16 June.

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4 days a week to Port Vila ex Brisbane.
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AFTA update

From AFTA's chief executive, Jayson Westbury



OVERNIGHT, Federal Treasurer Scott Morrison handed down the Federal Budget and it is nice to be writing this column with a smile on my face this year and not feeling deflated and sad.

The Budget has some small elements that may have a positive impact on the outbound travel industry and this comes in two parts. The first is the \$10 per week tax cuts for middle income earners and it is possible as this is implemented that some of this windfall will flow to the travel industry.

You may recall when a previous Federal Government handed out \$500 and \$900 bonuses during the financial crisis that the travel industry and the odd flat screen TV become the way people directed some of these funds. We shall see how this goes.

The second is the indication that the government is on track to be back into surplus by 2020-2021 or possibly sooner. This is a good sign for the Australian economy and will in the end allow the Government to consider further tax cuts and remain committed to the company tax rate reduction that is also looking more likely to be confirmed. All positive settings for the Australian travel industry.

The other great thing is the commitment that was made to freeze the Passenger Movement Charge as an outcome of the bun fight the industry had with the government over the working holiday makers' new tax, has been upheld with no change, in fact no real mention of the PMC which is a really nice change. And, being positive, an allocation of an additional \$5.1 million to Tourism Australia (TA) which will be very welcomed by TA and the Tourism Industry as the government put back some of what it took out last year.

It is always easy to forget what has been taken and celebrate what is given, but it is equally important to keep track on the overall balance and as Federal funding goes, TA is still really in need of more so that it can do more. As China becomes more and more the primary source of inbound tourists, a strategic approach to a more diverse and flexible mix of inbound source markets is needed and that requires commitment and continued funding to TA. But, overall a good budget in what is clearly a pre-election budget so get ready for that to become the thing that we will all be talking about soon.

More HAV options

JETBLUE will up its presence in Havana and Mexico City with three new routes.

The airline will offer a non-stop service between Boston and HAV from 10 Nov and up to three daily flights between Fort Lauderdale and HAV, Sun-Fri from 11 Nov.

It will also begin daily nonstop flights to Mexico City with services from Boston and JFK from 25 Oct.

Swiss-Bel Riau Is

SWISS-BELHOTEL International has signed a MoU with PT Soma Jaya Sakti for development and management of Swiss-Belhotel Karimun, Riau Islands, which will open in 2019.

Outback injection

THE Australian Workers Heritage Centre in Barcaldine, Queensland is in for a renovation with the state government dedicating \$2.2 million over two years to expand and refurbish the tourist attraction.

Tourism Industry Development Minister Kate Jones said the funds would help deliver a new entrance building with street frontage, improvements to the outback education and excursion centre and a new exhibition.

The investment is part of a \$10 million injection in outback tourism infrastructure which aims to give the region's growing tourism sector a "leg up".

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WS 787 previewed

CANADIAN carrier WestJet has overnight revealed further details of its Boeing 787-9 *Dreamliners* which are set to enter service early next year.

The hardware will be configured with a three class cabin made up of Business class, Premium Economy and Economy seating designed by PriestmanGoode.

Up the front, Biz class will offer touchscreen service & on-demand dining, lay-flat mattresses, bedding and a turn-down service.

WestJet has firm orders for 10 *Dreamliners* and options for an extra 10 - see 787.westjet.com.

Hamilton agent deal

TRAVEL agents are being offered discounted hotel rates on Hamilton Island throughout the months of May and Jun.

Specials include stays at The Reef View Hotel priced from \$278 per night including brekkie, transfers, kids' stay & eat free and use of water sport equipment, tennis court hire, wi-fi and more.

Rates at the Beach Club are priced from \$604 per night.

To avail the promotion, agents must supply their work email and IATA number which must be shown at check-in - select black-out dates apply - more [HERE](#).

Collette rings agents' bells!



THE ceo of touring company Collette, Dan Sullivan (above, right), hit the road in Perth last week as the US firm continues to celebrate its centenary.

Sullivan paid a visit to a number of travel agencies with Collette's senior vice president of global business, Christian Leibl-Cote.

The duo are **pictured** delivering some treats for the staff at Flight Centre Midland - from left are Tammy Reed, Christian Leibl-Cote, Jade Illiano-Smith, Brett Helliwell and Casey Prendergast.

Agents are also reminded that Collette's centennial promotion

finishes at the end of this month, with over 30 tours departing in 2018 on sale.

Canada Feb results

CANADA has reported double-digit growth by Aussie travellers during the month of Feb compared to the same period last year, new Destination Canada data shows.

The visitor number was just shy of 15,000 for Feb compared to 13,605 arrivals in 2017, and props up the current year-to-date growth rate by Australians to 6% versus Jan/Feb last year.



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- Standout location in shopping centre
- New office re-fit plus recent hardware/software upgrades
- NBN connection
- Excellent website, plus 2000-plus Facebook followers
- Huge range of equipment included

Easy accessibility and plenty of passing traffic boasting an excellent turnover of \$2m+ per annum with plenty of room for growth with this region's rapid growing rate. New businesses and families are moving into the area with a very strong population growth, especially in the Over 65s demographics (13% growth). Recent research also confirms that 2016 was a strong year for the travel industry, and this will continue through 2017 and beyond. Millennials were responsible for much of this growth and make up a large proportion of this region's demographic.

For further information,

Contact Keith Sim, Travel Accounting Specialist
keithsim@travelbookkeeper.com.au Ph: 0431 532 140



Working in partnership with the Australian Travel Industry

**Luxury Travel Consultant | Award Winning Store
North Shore, Salary to \$65k + Super, Ref: 3289PE2**

My client a well-known bespoke travel company is looking for a superstar retail consultant that excels in customer service & knows luxury travel and how to sell it to elite clientele. You will be rewarded with excellent remuneration along with other fantastic in-house bonuses. Once you join this agency you'll never look back, add this role to your resume & be seen for the strong agent you are. An above average salary is on offer for an experienced dedicated consultant, make your next move now.

For more information please call Paul on (02) 9119 8744 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.

**African Travel Specialist
Brisbane, Competitive Salary + Uncapped Comms, Ref: 2040AW1**

This is a specialist travel sales position, where you will be responsible for designing and selling your chance to join a dynamic international travel company, in a multi-faceted role! Maintaining relationships with DMC's, the ideal candidate will also be confident in product knowledge across the continent of Africa. Want to work Monday-Friday and earn UNCAPPED commission? APPLY NOW!

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

**Senior Graphic Designer
Melbourne, \$Competitive + Super, Ref: 3356HC**

Are you a Graphic Designer with a passion for travel? Yes, then this could be the dream role you have been waiting for. A successful travel company in Melbourne is looking for an experienced Senior Graphic Designer to join their friendly team. You will take a proactive and hands on approach in creating and designing a diverse range of their promotional material and also assisting with their website maintenance and development. The ideal candidate will have experience in the industry.

For more information please call Hannah on (03) 9988 0616 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.

**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.

**Leisure Travel Consultant
North Brisbane, \$44,000-\$52,600 + Comms, Ref: 4574SZ5**

Enjoy a friendly & supportive environment with a group of well-established travel consultants where you will be focusing on sales through exceptional service whilst putting together FIT packages & escorted touring products to mostly family, professionals & retirees. My clients are well known and looking for a travel consultant with a min of 18 months - 2 years' experience to be a part of this growing team. GDS conversion course can be provided however, Galileo knowledge preferred.

For more information please call Serena on (07) 3123 6107 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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