

# FESTIVE FARE EVENT

BOOK AND PAY IN FULL BY 20 DECEMBER, 2018 ON SELECT VOYAGES AND RECEIVE:

SAVE 5% OFF THE PUBLISHED FARE + US\$1,000 ONBOARD CREDIT PER SUITE + ONE-CATEGORY SUITE UPGRADE

Imagine a holiday season where all the stress dissolves, as you share in the gift of discovery on a voyage you'll reminisce for years to come. Silversea's limited-time Festive Fare Event delivers a bounty of joy, as you relish a 5% savings bonus, plus one-category suite upgrades and US\$1,000 to use toward onboard delights. This is about creating unforgettable memories while rejoicing in Silversea's warm onboard ambience and all-inclusive spirit.

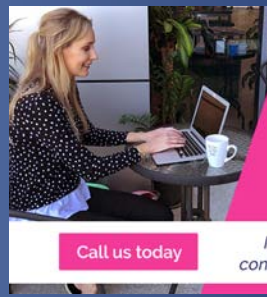
FOR MORE INFORMATION OR TO BOOK CONTACT SILVERSEA RESERVATIONS ON +61 2 9255 0600

TC's APPLY, [click here to find out more](#)

# Travel Daily

First with the news

Wednesday 28th November 2018



NTA mobile travel agents

Have it all...  
lifestyle, career, rewards #gomobile

Call us today

If you dream of running your own travel business contact us today for a confidential chat 1300 682 000.

## Festive Silversea

**SILVERSEA** Cruises is offering 5% off published fares, suite upgrades and US\$1,000 in on board credits as part of a "Festive Fare event" for bookings made and paid in full by 20 Dec 2018.

For more details see the **cover page** of today's *Travel Daily*.



WIN A FAMIL  
TRIP TO  
SANTA MONICA  
WITH A GROUP  
BOOKING\*

Now until  
31 December 2018

FIND OUT HOW

Virgin australia

DELTA

\*Terms and conditions apply

## Thompson to leave HLO

**TRAVEL** industry doyen Mike Thompson will next week leave Helloworld Travel after 18 years with the firm (**TD** breaking news).

Thompson is Group GM Partnerships, and prior to becoming part of HLO and its forebears worked with American Express for 14 years.

He has also been AFTA Chairman for 11 years.

According to a statement to staff yesterday by HLO Group GM Retail, Commercial & Air Tickets, John Constable, Thompson had been "talking to me for some time about his desire to devote more time to working with

industry and outside boards.

"The business relationships he leads have made great progress in recent years, and he has decided that this is the right time to begin the next chapter of his life.

"Mike's decision comes at a time when our organisation is in excellent shape...we have clearly identified growth opportunities and strong momentum," he said.

It's understood that Thompson will chair the final AFTA board meeting for 2018 next week, with an update on the chairmanship expected in coming days.

## Albatross Bavaria

**ALBATROSS** is today highlighting its 15-day Black Forest, Bavaria & The Tyrol trip from Frankfurt to Munich, priced at \$6,497ppts including an earlybird discount - see **page 10**.

### Today's issue of TD

*Travel Daily* today has nine pages of news & photos, including a front cover wrap for **Silversea Cruises** plus full pages from:

- Albatross Tours
- Travel Trade Recruitment
- Viking Cruises

Travel insurance  
that's worth it

FIND OUT MORE >

Available in  
travel agencies

nib

## Viking loyalty launch

**VIKING** Cruises has today debuted a new travel consultant loyalty program, allowing agents to earn points for selling cruises which can be redeemed for a range of items in an online store, in addition to usual commission - see the **last page** for more details.

Jetstar  
CoPilots

Don't miss your  
chance to shape  
the way Jetstar  
works with  
travel agents

Start survey

WIN  
a \$200 flight  
voucher!

T&Cs apply. AU & NZ res. 18+.  
Ends: 30/11/18. Limit 1 entry p/person.  
NSW LTPS/18/29527.

WIN

A TRIP FOR TWO  
ON THE GHAN  
EXPEDITION

ENTER NOW



THE GHAN

CELEBRATING  
90 YEARS



**coralexpeditions**  
**NEW GUINEA 2019 SEASON JUST RELEASED**  
Every booking gives you a chance to **WIN A CRUISE**  
[DISCOVER MORE >](#)

## QF wants Fiji seats

**QANTAS** has lodged an application with the International Air Services Commission for an allocation of 696 seats per week on the Fiji route.

The airline said that from 31 Mar 2019 it plans to commence services to Fiji using B737 aircraft, with the requested capacity to be fully utilised by 26 Oct 2019 by Qantas or a wholly-owned subsidiary such as Jetstar Airways. See [iasc.gov.au](http://iasc.gov.au) for more details.



Losing customers?

**DON'T SEE RED**

**Use TAAP**  
Keep your customers coming back

**ENJOY TODAY**

[www.expedia.com.au/taap](http://www.expedia.com.au/taap)

telephone  
1800 726 618

email  
[expedia-au@discovertheworld.com.au](mailto:expedia-au@discovertheworld.com.au)

## Air NZ lifts Qld frequency

**AIR** New Zealand last night reaffirmed its determination to be the "airline of choice for the Tasman," particularly in Queensland where the carrier continues to boost flights out of both Brisbane and the Gold Coast.

At an event to launch the airline's new non-stop flights from Brisbane to Wellington and Queenstown (**TD 09 Apr**), Country Manager Kathryn Robertson told **Travel Daily** the expanded routes together represented a 44% increase in capacity.

From 18 Dec, NZ will operate up to four times weekly BNE-ZQN, with the services arriving in the adventure haven at 2.30pm, an ideal time for the leisure market.

Air NZ will also operate up to five times weekly between Brisbane and Wellington, with the newly launched routes part of an overall 15% seat capacity boost across the Tasman by the airline.

Robertson noted that the new routes would utilise Air New Zealand's brand new Airbus A321neo aircraft, the first of which arrived last week.

"These planes represent

a significant step in Air NZ's strategy to replace ageing aircraft, grow the short haul network and improve customer experience," she said, with the A321neos offering wider seats and improved inflight entertainment and digital offerings.

The new Wellington and Queenstown routes also aim to boost Australian dispersal to regional areas of the country, with the launch coinciding with Tourism New Zealand's renewed "100% Pure" campaign, broadening its focus to highlight the welcoming spirit of Kiwis in and around the major cities.

Robertson didn't comment directly on the cessation last month of NZ's longstanding Tasman alliance with Virgin Australia, however the routes launched last night see NZ compete with its former partner.

The newly minted "domestic partnership" with Qantas (**TD 01 Jun**) had opened up opportunities for Air NZ to more easily reach customers flying from different parts of Australia across the Tasman, Robertson said.

## G Adventures seeks new sales chief

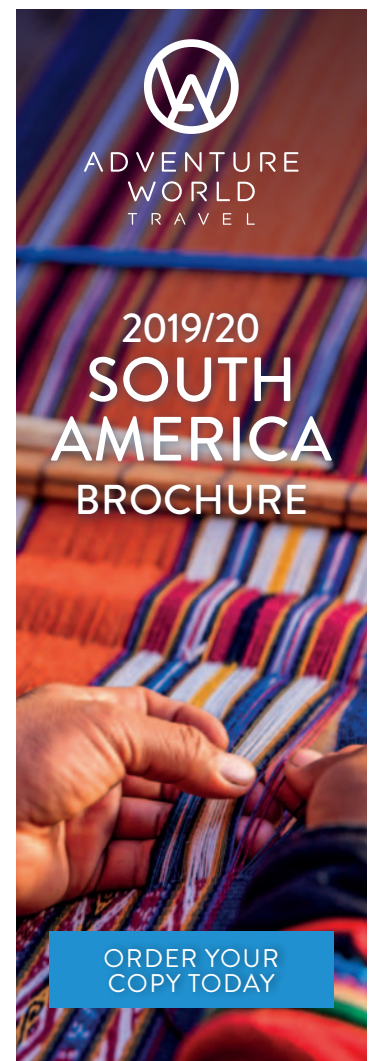
**G ADVENTURES** has kicked off a recruitment process for a new Head of Sales for Australia and New Zealand, with incumbent Ingrid Kocijan understood to be moving on to another role.

The company is seeking someone with at least three years of senior management experience, the ability to travel, proficiency in Salesforce and consortium/agency relationships.



**SOUTH AUSTRALIA TRADE WEBSITE.**  
ALL THE INFORMATION YOU NEED.

[EXPLORE NOW](#)



**ADVENTURE WORLD TRAVEL**

**2019/20 SOUTH AMERICA BROCHURE**

[ORDER YOUR COPY TODAY](#)



**travel counsellors** →

**THERE IS A BETTER WAY TO SELL TRAVEL.**  
Change your life. Call now... 1300 889 123  
Visit: [recruitment.travelcounsellors.com.au/opportunities](http://recruitment.travelcounsellors.com.au/opportunities)

## CTM live on QF platform

**THE** new Qantas Distribution Platform (QDP) has taken its first booking via an Australian travel management company, with Corporate Travel Management (CTM) now offering the system to select corporate customers.

The airline confirmed a Gold Frequent Flyer member yesterday booked a flight from Sydney to Melbourne, becoming the first CTM client to utilise the Qantas incarnation of IATA's industry standard New Distribution Capability (NDC).

A pilot group of customers using CTM's online booking tool, Lightning, will be the first users to access rich Qantas content via the QDP, which is integrated into the Lightning fare display.

The platform enables CTM to provide customers with options tailored to their preferences, including the reward and recognition of Frequent Flyers.

Qantas and CTM say they will

now roll out QDP content more broadly to their customers over coming months.

"We are delighted to be an early adopter of the QDP, which enhances Qantas' service offering across a range of channels," said CTM Global Chief Operating Officer Laura Ruffles.

"This partnership with Qantas is allowing our flexible technology to interact with the QDP and provide options to our customers that haven't been possible in the past," she said.

Qantas announced its QDP deployment earlier this year, with CTM joined by Serko and Travelport as early adopters of the system (**TD 22 May**).

"We're pleased to welcome CTM as the first travel management company to deliver tailored Qantas offers to corporate customers through our new technology," said QF Chief Customer Officer Vanessa Hudson.



**GREECE 2020**  
7 nights starting from \$4,518\*pp

**WINDSTAR CRUISES**  
180° FROM ORDINARY

[Download Flyer](#)

## MEL CT screening

**TRAVELLERS** departing Melbourne Airport will soon be able to pass through security without having to remove personal devices or liquids from their carry-on baggage under a trial involving new technology.

Screening technology company Smiths Detection today announced a pilot in which the latest checkpoint computed tomography (CT) and automated lane technology will be deployed in an Australian first.

Its systems allow higher levels of security screening while reducing bottlenecks through an intuitive image analysis and integrated software system.

"The quality of x-ray imagery and software functionality is also superior to what we have seen previously and will certainly shape the way the aviation industry works in the future, and we look forward to sharing our findings with airports globally," said Melbourne Airport Chief of Aviation Simon Gandy.

## Window Seat

**THE** All Blacks rugby union team are accustomed to dominating games on the field, but recently the players put their gaming skills to the test on the multi-player mixed reality game, "Air New Zealand Fact or Fantasy Game of New Zealand".

Angus Ta'Avao, Patrick Tuipulotu and Waisake Naholo, alongside Coach Steve Hansen took on the virtual challenge in London where they were transported to a 3D map of New Zealand to converse with a grumpy Hobbit, endure being splashed by a breaching whale, and bungy jump from a helicopter.

We're wondering if the Wallabies might be allowed to play too so they can see what it feels like to finally win a match against the All Blacks?



**Africa: The Last Frontiers**  
SOMALILAND | SOUTHERN ETHIOPIA | MADAGASCAR  
30 DAYS FROM \$21,200 | ALL INCLUSIVE  
DEPARTS 6 AUG 2019

**travel directors**

**WORLDWIDE ESCORTED TOURS**  
AFRICA | ASIA | CENTRAL ASIA  
EUROPE | LATIN AMERICA  
MIDDLE EAST | RAIL JOURNEYS

**1300 856 661**

**MORE INFO**

traveldirectors.com.au

## VA IASC transfer

**VIRGIN** Australia has clarified that following its recent application to the International Air Services Commission (IASC) regarding the transfer of capacity allocations, the company wishes to "retain permission for the use of capacity for the provision of codeshare services with certain specified airlines", including services across NZ, Solomon Islands, Tonga and Vanuatu.

## Accor doubles down

**ACCORHOTELS** has announced an ambitious plan to double its EBITDA by 2022 to €1.2 billion.

The company has stated it plans to achieve the goal via the integration and ramping up of recent acquisitions, a continued increase in development, and a strict control of central costs.

"AccorHotels is more agile, more profitable, and more global, with a well-balanced brand portfolio," said Accor's CEO Sebastien Bazin.



**VIKING CRUISES**

**DEPARTURES TO APRIL 2021 NOW ON SALE**  
Mediterranean sailings will sell fast!

**BOOK NOW**

## Goggleboxers take on Greece



**AS TOURISM** records continue to tumble across Greece, two of the country's most passionate advocates took centre stage last night to show they're more than just armchair commentators.

Faye and Anastasia from Network Ten's *Gogglebox* are best known for their no-nonsense appraisal of Australian TV, and were equally forthright about their ancestral home when they joined the team from Greece and Mediterranean Travel Centre (GMTC) for their 2019 program launch in Sydney.

"There are two types of people in the world," Anastasia declared to industry guests.

"There are the Greeks, and there are those who wish they were Greek."

Anastasia recounted her most recent visit to Greece and the pitfalls she wished she'd avoided by using a travel agent, then

explained several of the country's best attributes before settling on the crux of the matter: "Greek men are hot, hot, hot".

GMTC has released its full suite of 2019 brochures covering destinations including Egypt, Croatia, Italy & Malta, Spain, Dubai, Jordan, Israel and Turkey.

Managing Director Halina Kubica said the 2019 Greece brochure was the company's biggest yet at 140 pages.

"2018 was the biggest year for travel to Greece, with GMTC recording a 30% increase in bookings compared to the previous year," she said.

The Greece brochure includes several new exclusive tours tailored for small groups of up to 16 guests.

Faye (left) and Anastasia (right) are pictured celebrating at last night's event with GMTC Managing Director Halina Kubica.

## Genting Disney, Fox lawsuit

**MALAYSIAN** tourism and hospitality giant Genting Malaysia Berhad has launched a US\$1 billion lawsuit against the Walt Disney Co over an abandoned plan for the development of a theme park in Malaysia.

Fox Entertainment LLC - which Disney is in the process of acquiring - is also named in the case, which centres on a project in the Genting Highlands to create "Fox World" which was in the final phases of fabrication last month when Disney and Fox pulled the pin.

According to Genting, the US entertainment giants decided against proceeding when they found the park would be located near a casino as part of Resorts World Genting, about an hour's drive from Kuala Lumpur.

Genting said it had incurred about \$750 million worth of expenses, and was the sole owner, financier and risk-taker in

the project.

Court documents filed in California allege that the project was proceeding as normal until Disney began "calling the shots" once it confirmed its plans to purchase Fox.

It would have been the first ever Fox Studios-themed attraction, with the park's opening previously scheduled for the first half of 2019.

Disney has a longstanding opposition to gambling, in keeping with the family-friendly reputation of its parks.

### QF rain waiver

**QANTAS** has issued a fare waiver for customers affected by intense rainfall and strong winds in Sydney today, which are having a significant impact on flights.

Passengers can rebook/reroute travel, change destinations or retain the value of tickets in credit.



**TRAVELTECH.**  
SUMMIT 2018

### Travel Differently!

The strategy, technology and innovation event for travel industry leaders

4-6 December 2018

Novotel Sydney Central | Sydney | Australia

Enjoy better connections  
Taipei, Kuching, Seoul and Tokyo\*



**ROYAL BRUNEI**  
AIRLINES

\*Fly three times weekly to Tokyo (Narita) from 15 March 2019

WWW.FLYROYALBRUNEI.COM

## EU Sabre, Amadeus case

**THE** European Commission has launched a formal investigation to assess whether agreements between Sabre and Amadeus and their airline and travel agent clients may restrict competition in breach of EU antitrust rules.

Commissioner Margrethe Vestager said the probe would focus on "possible restrictions in competition in the market for airline ticket distribution services.

"We are concerned that such restrictions could create barriers to innovation and raise ticket distribution costs, ultimately raising ticket prices for travellers," she said.

The EC particularly highlighted certain terms in Amadeus' and Sabre's agreements with airlines & travel agents which may restrict the ability of carriers & agencies to use alternative suppliers of ticket distribution services.

"This may make it harder

for suppliers of new ticket distribution services to enter the market, as well as increase distribution costs for airlines, which are ultimately passed on in the ticket prices paid by consumers," Vestager noted.

The Commission will now carry out an in-depth investigation "as a matter of priority," she said.

It's understood some concerns particularly revolve around terms that require carriers to provide full content, with Amadeus saying it would ensure the EC takes all factors into account including the commercial behaviour of airlines.

Sabre said it welcomed the opportunity to further demonstrate that its full content agreements and travel agency contracts were "pro-competitive, resulting in the world-class content, products and functionality that travellers value and indeed demand of Sabre".

## NZ ramps up promotion



**LAST** night's Tourism New Zealand and Air NZ joint event in Brisbane (see **page two**) included an intriguing appearance from Wellington's Weta Workshops, one of the NZ capital's key tourist attractions and part of the country's creative film industry.

Fake blood and grisly make-up were believed to be particularly popular with the travel agents in attendance - not to mention a few stray limbs and other props from movies like *The Lord of the Rings* and *The Hobbit*.

**Pictured** above staying clear of the gore are, from left:

Air NZ Qld State Manager Tim Swan; Regional Manager Kathryn Robertson; and recently appointed GM Australia for TNZ, Anthony Waddel (**TD** 15 Aug).

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

## CA lifts London

**AIR** China will boost its frequencies between Beijing and London Heathrow to 21 per week next year, with GDS screens indicating the airline will also deploy its new A350-900XWB aircraft on the route from 01 Jun.

**15**  
years  
young

# Sell Etihad to win

It's our 15th birthday and we're really proud of where we've got to. Like any 15-year-old, we're even more excited about where we're heading towards to.

To thank you for your ongoing support, we are giving you the chance to win one of the 15 flight prizes. Sell Etihad between 7 to 28 November 2018 to be eligible for the lucky draw.

**ENTER NOW**

Terms and Conditions apply.

الإتihad  
**ETIHAD**  
AIRWAYS

Choose Well.

## Greg to lead Greg

**AURORA** Expeditions has confirmed that founder and renowned Australian explorer and mountaineer Greg Mortimer will lead the maiden voyage of the company's newest ship, *Greg Mortimer*, when it departs Argentina on 31 Oct 2019.

Construction of the new ship is "progressing ahead of schedule", with Managing Director Robert Halfpenny stating more than 60% of the ship is now complete.

"Everyone involved is incredibly excited to see the ship take shape, with the structural framework and exteriors now complete," he said.

The 12-day Spirit of Antarctica voyage will take guests through regional landscapes, where they will have the chance to spot whales, penguins & fur seal pups.

Tickets can be purchased for 10% off all cabin categories when booked before 31 Dec.

For more info **CLICK HERE**.

## Emirates Biz fares

**EMIRATES** has launched a sale on Business class tickets from major Australian cities, valid on bookings made until 30 Nov.

Fares are available to select cities in Europe, Cape Town, Johannesburg and Durban for travel 10 Dec-01 Jan 2019 & Perth-Dublin fares start from \$6,699.

Emirates Skywards members can also earn double points on select flights until 03 Dec - for info, see [emirates.com](http://emirates.com).

## HA, JetBlue deal

**HAWAIIAN** Airlines and JetBlue have announced a new codeshare agreement that offers travellers departing from Boston's Logan International Airport the chance to easily connect to Honolulu's Daniel K. Inouye International Airport.

The service, which begins operation in Apr, joins other codeshare flights that connect 26 additional US cities to Hawaii.

## Choice Perth biggest for Au



**CHOICE** Hotels has confirmed Ingot Hotel Perth (**TD 15 Mar**) will open on 01 Dec as the group's largest property in Australia.

Formerly Comfort Inn Bel Eyre Perth, the property has undergone a \$50 million redevelopment and will be branded as an Ascend Hotel Collection member in a franchise deal with Choice Hotels Asia-Pac.

The 214-room hotel will offer 24-hour reception, a fitness centre, an outdoor heated pool, function and conference facilities and a restaurant and lounge area.

Ingot Hotel Perth will be the first hotel in Western Australia to join Choice Hotels Asia-Pac's Ascend Hotel Collection, a collection of premium, centrally located, boutique hotels.

It is located minutes from Perth



Airport, 7km to Perth's CBD and a short drive from Optus Stadium, Swan Valley, Ascot Racecourse and the newly opened DFO Perth.

Choice Hotels Asia-Pac CEO Trent Fraser said the opening "is a marker of our strong, continued growth in the region".

The company will open three properties across ANZ by the end of 2019, including Quality Hotel Flemington, Quality Hotel Lakeside Bendigo and Clarion Suites Christchurch.

Ingot Hotel Perth is now open for bookings.



## Incredible beauty from coast to coast

Nestled along the shores of Wales is the world's first continuous national coastal walking route. The Wales Coast Path is an endless stretch of flawless beauty highlighting the country's sandy beaches, spectacular seascapes and pretty harbour towns. No matter where your customers' journey starts or ends, they will always be inspired by this incredible coastal experience.

Book by **22 December 2018** for travel until 31 October 2019.\*

Fares per person from\*:

		Economy	Business
Cardiff	from AUD	1,339	7,279



GOING PLACES TOGETHER

\* Offer valid until 22 December 2018, unless sold out prior. Fares quoted above are for departures from Sydney and are the lowest adult return prices per person including taxes, fees, and airport charges. Economy Class fares are valid for departures between 15 January - 8 April 2019, 23 April - 6 June 2019, and 1 September - 31 October 2019. Business Class fares are valid for departures between 15 January - 31 October 2019. Other sale dates may be available. Other sale fares are available from Melbourne, Perth, Canberra, and Adelaide. Fares may vary due to currency or tax fluctuations. Seasonal and weekend surcharges may apply. For all other terms and conditions please review at time of booking.

## Travellers Choice to Cairns

**MORE** than 250 delegates from across the Travellers Choice network will convene in tropical North Queensland this weekend when the retail network hosts its annual Shareholders' Conference.

The three-day event, which is set to take place at the Cairns Convention Centre from 30 Nov, will celebrate the theme "The Power of Connection", with guest speakers delivering presentations on how members can "forge new and deeper bonds with customers, colleagues and preferred partners".

Managing Director Christian Hunter hinted that a number of new services would also be announced over the weekend. "We will be announcing some

exciting new partnerships that will deliver new services designed to generate increased sales for our members, while at the same time saving them significant time and money," he said.

Over the course of the conference, delegates will have the chance to attend a series of workshops, a Preferred Supplier Exhibition and a Gala Dinner, where the group's top achievers will receive a selection of Gold, Silver and Bronze Choice Awards.

Travellers Choice is also set to host its Annual General Meeting, where it will elect a new Chair following the resignation of longtime member Trish Ridsdale.

For more information on Travellers Choice, [CLICK HERE](#).



**THE** team from AA Appointments got festive on Sat, holding their 2018 Christmas party with staff from Sydney, Melbourne and Brisbane.

The team spent a day enjoying Sydney harbour with a long lunch at Nicks Bar and Grill at King Street Wharf.

**Pictured** in the front row are: Carmen Pugh, Dennis Yoon, Joan

Lee, Anna Pell & Nora Baghdadi.

Back row: Sandra Camporeale, Sophia Vela, Catherine Roberts, Patrick Mortillero, Adriana D'Angelis, Melissa Demetriadis and Tara Miller.

### Tertiary Travel Service is hiring!

Tertiary Travel Service is looking for a dedicated travel advisor with strong customer service and sales skills to join our Homebush Service Team. As part of the Teachers Mutual Bank Limited, we focus on assisting members with their leisure travel arrangements. Our customers book varied and diverse itineraries to all corners of the globe so, looking for change, want to work in a friendly team environment, then make the move now to our award winning multi-location agency with:

- Generous salary package
- Famil opportunities
- Normal operating hours are Monday – Friday
- Off street parking – 5 minute walk from Homebush station
- Uniform provided

If you have a minimum of 3 years leisure experience in the travel industry, Travelpart & Cross Check knowledge, excellent customer service skills and the ability to work with a great team then please forward your resume to Karen Magee, Manager, Tertiary Travel at [kmagee@tertiarytravel.com](mailto:kmagee@tertiarytravel.com)



### Hawaii visitors '17

**HAWAII** welcomed a total of 395,362 visitors from Oceania in 2017, with 82.1% of Oceania arrivals from Australia and 17.9% from New Zealand, according to the latest report released by the Hawai'i Tourism Authority.

The *2017 Annual Visitor Research Report*, which provides an overview of statistics plus comparative data from 2016 and 2017, also reported that more than half of the Australian visitors were visiting for the first time.

Giselle Radulovic, Hawaii Tourism Oceania Country Manager Australia said that the report revealed positive findings for the Australian market.

"The report provides us with guidance for planning our marketing initiatives," she said.

### Solo A&K savings

**ABERCROMBIE & Kent** is waiving single supplements on a range of its Limited Edition Small Group Journeys, valid on select departures in 2019.

Trips include the nine-day Kenya Under Canvas & the 14-day Namibia Unearthed.

For more info, [CLICK HERE](#).

### Insight Egypt back

**INSIGHT Vacations** has reported a 145% rise from 2017 in bookings for Egypt, as the destination makes a comeback following a tourism downturn after the 2011 Arab Spring revolution.

"The return in interest to the Middle East and our commitment to supporting our long-term Egyptian partners have overwhelmingly been reflected in the number of passenger bookings," said the company's MD, Lorraine Sharp.

**AZAMARA CLUB CRUISES**

**BREAKAWAY**  
International Travel Industry Club

**BEST ITINERARIES**  
2017 CRUISE CRITIC EDITOR'S PICKS AWARD  
LUXURY CATEGORY

### Breakaway Travelclub Industry Rates on Azamara Club Cruises®!

Discover scenic bays, soaring cliffs, and the deep blue fjords of Tasmania and New Zealand onboard Azamara Quest®.

Departing 6<sup>th</sup> January 2019 for 16 Nights Melbourne to Auckland

From **\$2,359\*pp** \$5,857\*pp

**BOOK NOW**

Call us on **1300 380 747** or visit [www.travelclub.com.au](http://www.travelclub.com.au)



## Santa Monica makes impression



**SANTA** Monica Travel & Tourism (SMTT) has wrapped up its annual sales mission to Australia and NZ in Auckland this week.

Representatives for the LA beach city kicked off the visit two weeks ago in Melbourne, before travelling to Sydney and then across the ditch to New Zealand.

The trip commenced with a trade event for 30 industry professionals at the Ezard restaurant in Melbourne, where SMTT promoted its reputation as a destination for foodies.

The next leg in Sydney saw 65 trade partners attend a luncheon at The Guest House, Park Hyatt, with the location chosen to reflect the water views that many of Santa Monica's hotels boast.

As partners of the sales tour, United Airlines and Air New Zealand both gave away return flights for two to Los Angeles



International Airport.

Santa Monica is known for its beaches, dining, hotels, and shopping precincts.

**Pictured:** Dustin Hess, Director of Sales & Revenue Management at Hotel Shangri-La; Kylie Gill, Trade Partnerships Director at Klick Communications; Todd Mitsuhashi, Trade Manager of Asia Pacific and Latin America at Santa Monica Travel & Tourism; and Gerry Peck, General Manager of the Shore Hotel.

## ACCOMMODATION

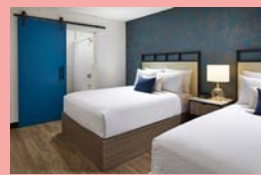
**WELCOME** to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



The **National Hotel Fremantle** has launched its new rooftop bar and 12 hotel rooms, following a \$7 million refurbishment. The 200m<sup>2</sup> rooftop area is available for events and open to the public every Sun. The individually styled ensuite rooms are spread over two floors and feature free-standing baths plus access to the rooftop garden.



The **Hilton Marco Island Beach Resort & Spa** in Florida has reopened following a US\$60 million interior and exterior renovation. The 310-room resort has undergone updates to its marble lobby and reception area. The guestrooms also have new furnishings and enlarged bathrooms.



A multi-million dollar renovation at **The Shoal at La Jolla Beach** hotel in California has seen the property redesigned with a focus on environmental sustainability. The refurbishment included using recycled building materials, installing energy efficient plumbing, and introducing initiatives that will help to reduce plastic waste.

### Contiki ambassador

**THE** first agent winner of this year's "So you think you can Contiki" competition will fly off to London tomorrow to start his Trail to Rome trip.

Liam O'Donnell was selected along with four other agents to form a Contiki Legends party and capture a Contiki European holiday with GoPro gear.

The adventure will see the winners travel through 12 countries in 16 days, starting in London before moving on to Amsterdam's red-light district, Checkpoint Charlie in Berlin, a gondola ride through the canals of Venice and a visit to the Colosseum in Rome.

The five agents were chosen from a pool of hundreds during a month-long search.

### ACTE research exp

**THE** Association of Corporate Travel Executives (ACTE) has announced the expansion of its research capabilities in a move to contribute more educational content for the industry.

"ACTE exists to serve the corporate travel manager and, by extension, the business traveller, and research is a critical component of this mission," said ACTE Global Executive Director Greeley Koch.

The investment will see ACTE grow its Research Business Unit, hiring market research veteran Fitzgerald Draper this month.

The organisation introduced a host of new research initiatives so far this year including qualitative studies, instant polling and interactive focus group formats.

PRINCESS  
ACADEMY

CLICK HERE TO  
LAUNCH  
ACADEMY



AIM HIGH  
TO REACH  
THE SKY!

AND UNCOVER THE SECRETS  
OF SKY PRINCESS®

**MAJOR PRIZE:**

7-night Mediterranean cruise, in a Balcony for 2 on Sky Princess® and AUD \$5,000 EZair credit

**MINOR PRIZE:**

Win one of 15 AUD \$200 Visa Gift Cards

BECOME A COMMODORE BY 23 DECEMBER 2018, 11.59PM AEDST, FOR THE CHANCE TO WIN!

Conditions apply see [www.onesourcecruises.com](http://www.onesourcecruises.com). Open to AU/NZ res. 18+ employed as travel agent for WLCL registered agency at time of entry/publication & registered with Princess Academy with a rank lower than 'Commodore'. Max 1 entry p/person. Cruise 27/10/19-3/11/19. NSW LTPS/18/27872, ACT TP18/01756, SA T18/1605.

## Tahitian Dreamliner-ing



**SENIOR** managers from Entire Travel Group were treated to some rare insight in Papeete recently, when they got to experience a private inspection of Air Tahiti Nui's latest aircraft, the Boeing 787-9 *Dreamliner*.

The plane, which is the first of four the carrier is taking delivery of between now and mid-2019, currently operates the Papeete to Auckland route, offering passengers a new three-cabin configuration that includes Premium Economy.

Entire Travel Group Sales Director Greg McCallum said the

aircraft was a game changer for visitors to the country.

"The Tahitian *Dreamliner* is part of a revamp of Air Tahiti Nui's entire fleet and it ushers in a new standard of comfort for visitors to French Polynesia," he said.

"As Australia's preeminent Tahiti specialists we were honoured to be given a private tour of the aircraft and perform a 'due diligence' on behalf of our clients, who we know are going to be delighted with this development."

**Pictured:** Members of the Entire team getting to know Air Tahiti Nui's latest recruit.

### Rough Guides trips

**TRAVEL** book company Rough Guides has taken the plunge into travel bookings with the launch of a new series of "independent and unique" holiday packages.

The new trips are "suitable for travellers who want to spend less time planning and more time enjoying the perfect trip away".

For more info, [CLICK HERE](#).

### QF CAPA award

**QANTAS** has taken home the top gong at the recent CAPA Aviation Awards for Excellence after being awarded the title of Airline of the Year.

The carrier was said to have "the greatest impact on the development of the industry", while also "providing an industry benchmark for others to follow".



[Terms & conditions](#)

### Enter for your chance to win a 12 day safari to Botswana – including flights!

Fly on South African Airways, Best Airline to Africa and travel with Australia's Best Speciality Wholesaler, Bench Africa, on the Highlights of Botswana Mobile Safari.

To win, all you need to do is have the most creative photo showing your 'Africa' face – the over the top, super excited or emotional expressions that many people make on seeing the incredible experiences that Africa offers. It can be from a trip you took to Africa or even from here (using your imagination)!



Send your entries to [bench@traveldaily.com.au](mailto:bench@traveldaily.com.au)

### Sail Corinth Canal

**FOLLOWING** the sellout of its inaugural Corinth Canal cruise in 2019, Fred Olsen Cruise Line is offering guests the chance to book tickets on its second sailing in 2021.

Clare Ward, Director of Product and Customer Service, said the sailing would be special.

"We strive to create memories that last a lifetime – and with guests aboard 196-metre *Braemar* set to be so close to the edges of the canal that they could almost touch the rock faces, we know it is a trip that will remain in the memories of our guests."

The "Greek Islands and Corinth Canal" will set sail from Southampton, UK on 16 Apr 2021 with prices starting from \$8,079 per person - call 1300 669 369.

### NZ helicopter stay

**VISITORS** to Queenstown's Greenstone Valley now have the option of an overnight stay in a Te Whare Pounamu hut as part of a Glacier Southern Lakes Helicopters experience.

Travellers will be flown to the hut during the day, before spending the afternoon fishing or trekking in the wilderness.

[CLICK HERE](#) for more.

### Kyoto museums

**MORE** than 3,000 museum professionals will converge on Kyoto between 01 and 07 Sep 2019, when the city hosts the International Council of Museums General Conference.

The event will offer the chance to "showcase Kyoto's myriad of cultural assets".

**LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?**

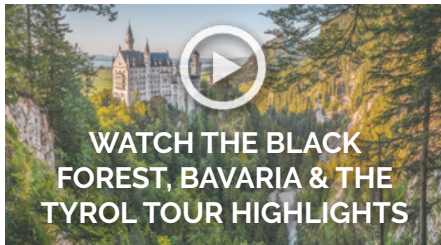
[CLICK HERE FOR THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY](#)



## EARLY BIRD #2 SALE - SAVE \$400 PER COUPLE

### BLACK FOREST, BAVARIA & THE TYROL - 15 DAYS - FRANKFURT TO MUNICH

Was only \$6,697. Now only **\$6,497pp twin share**



#### Why should you recommend this tour?

- Leisurely 3 and 4 night stays
- Small, personal groups from just 10 to 28.
- Genuinely inclusive tours, which means you earn more commission!
- Unique itineraries designed for Aussies and Kiwis.
- Authentic, character style hotels in superb locations.
- 'My Time' guaranteed, so your clients can relax and truly enjoy the destinations they have travelled so far to see.



Message from 'The Mo'

#### You deserve more than just photos

On many other tours of Europe, with their regular 1 or 2 night stops and repetitive long drives, you may snap some great photos, but that is just about all you will get! Crazy! Wouldn't your client's rather stay longer, enjoy leisurely breakfasts, explore more, see more, experience more, yet still have time to enjoy lunchtime at a mountain top restaurant - 'people watching'.. rather than 'clock watching'! There is a massive difference in the way Albatross do things!



*Working in partnership with the Australian Travel Industry*

### Territory Sales Manager

Sydney, \$100k package + Super, Ref: 3747SJ1

Work strategically across your territory NSW & SA to grow sales and manage a remote BD sales team. This is your chance to remain in a Sales Manager role in the leisure travel space but get off the road and be more office based. Strategic sales management and people managements experience required with existing networks in the travel industry. A lucrative salary package on offer and a defined career path within a growing company and an excellent support structure. Call me today!

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

### Product Coordinator

Sydney, Up to \$55k + Super, Ref: 9079JB1

Our client is seeking a Product Coordinator for their office based in Sydney CBD! You will be loading rates and product information into the system, working closely with the Product Manager on any product related queries and liaising with suppliers and industry partners as required. The ideal candidate will possess at least one year experience in a product load role. Experience in an inbound product role is desirable. The successful candidate will receive a generous base salary plus super.

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

### Luxury Travel Consultant

Gold Coast, Competitive Salary, Ref: 1335CGA1

Join a high end leisure and close-knit travel agency. You will ideally have two plus years' experience working in travel consulting and a great understanding of luxury holidays. Your role will ideally be working with only the high end clients in providing them with destination knowledge and options for their upcoming experience of a lifetime. We are after experienced travel agents with strong GDS knowledge and who would like to make a career out of doing something different.

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

### Key Account Manager

Melbourne, \$70-88k (flex for right candidate), Ref: 3763HC1

Our client is seeking an experienced Key Corporate Account Manager for their growing office. If you have extensive and strategic Travel Account Manager in a TMC then this role could be what you are looking for. Your main responsibility is to manage business relationships between the TMC and your clients while promoting account retention and growth. This company have a fantastic reputation for staff retention, valuing their employees and they have an excellent & supportive working environment.

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

### BDM / Sales Manager Sydney

\$80-85k Base + Super, Ref: 1116AJ1

Rare opportunity to represent a Luxury Travel Provider to drive enquiry levels. You will be well-presented, well-spoken and enjoy networking with others in the industry/ potential clients. In addition to developing innovative solutions to drive business, you will also be acting as the face of the business, attending weekly networking events as well as travelling to the annual Virtuoso conferences (was held in the Bellagio, Las Vegas in 2018). Experience in Travel preferred, yet not essential.

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

### Travel & Sales Consultant

Gold Coast, OTE \$100k and above, Ref: 3215SZ2

We are seeking an experienced travel consultant with a min of 12 months experience in a KPI driven environment wanting to make more money whilst enjoying work / life balance. You will be part of a sought after team environment with a min of 2 weeks training & paid 2 weeks famil each year on offer on top of your leave entitlements. You will have uncapped earning where some of the top billing consultants are making over \$100k per annum. If this sounds a change you been after, contact us today!

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

### BDE | Travel/Cruise QLD

Brisbane, Salary Package + Super & Bonus, Ref: 4001AW1

This cruise & travel company are looking for an experienced BDE to join their team to promote their product in QLD! Ready to cruise into a NEW role? You will be working for a brand that is going from strength to strength and experiencing growth unlike ever before. BDE is directly accountable for the generation of increased passenger numbers and revenue from assigned geographic areas. If you have extensive knowledge of key partners in the travel industry, with special focus on cruising – apply now!

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

### VIP Travel Consultant

Melbourne, \$70-75k DOE, Ref: 1452JP1

Do you have the X-Factor to look after high end VIP Clients who don't just have 5 star expectations they have the 9 star expectation. You will be expected to manage the bookings from start to finish and will need to go that extra mile above standard expectations. You will need to have extensive experience consulting experience in a high end VIP environment. You will be rewarded with a salary that is well and truly above an industry norm. This opportunity is rare and won't last.

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



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**

NEW



**REWARDS**  
*by* VIKING

Rewards by Viking is a loyalty program that rewards you, our dedicated travel agents for booking your clients on Viking cruises. Earn points on all cruises sold which can then be redeemed in our online store on a range of items. It's a great way for you to be rewarded for your bookings, in addition to your usual commission.

[CLICK HERE TO REGISTER](#)

Register by 31 Dec and receive \$25 worth of bonus points