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## Albatross earlybird

ALBATROSS Tours is reminding agents its UK and Europe earlybird deals are closing soon. Book and deposit by 31 Oct to save \$350pp, while savings of up to \$200pp are available between 01 Nov-21 Dec - see [page seven](#).

SMALL GROUP TOURING

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## Venture Far in liquidation

**SPECIALIST** wholesaler Venture Far has ceased operations and been placed into liquidation after 39 years of operation (*TD* breaking news).

In a statement, the South Australia-based company said "the costs and challenges of being a boutique wholesaler, operating in a highly price driven, low margin industry have proven to be too large to overcome".

Sales, marketing and product arms of the business have ceased immediately but the liquidators have maintained some reservations staff to assist with agent queries.

Venture Far was a member of Magellan Travel Group and last year underwent "major changes", including a total rebrand from Venture Holidays (*TD* 03 Oct).

"While we saw improvements from these changes, it has proven not to be enough," the firm said.

Originally trading as Venture Holidays SA/NT, the business was led by Robert Mackay who had previously headed up Adventure World prior to its acquisition

by NRMA and then the Travel Corporation.

In 2009 Venture Holidays SA/NT also acquired the Venture Holidays trademark from Flight Centre (*TD* 09 Nov 09) which had in turn picked it up as part of its acquisition of Travel Spirit Group (*TD* 03 Mar 07).

In 2010 the company became GSA of Explore Worldwide, taking over from Adventure World, but in 2013 the account was awarded to Cox & Kings (*TD* 27 Mar 2013).

Last week Explore Worldwide announced a return to Adventure World, signing the company as its local GSA (*TD* 17 Oct).

Just three weeks ago Venture Far announced the release of its 2019/20 Africa brochure, which saw the product range expand into Ethiopia for the first time (*TD* 04 Oct).

Agents can call 1300 303 343 and select option one for queries regarding bookings.

**Today's issue of TD**

Travel Daily today has six pages of news, including a front cover page for **Virgin Australia**, a photo page from **Spencer Travel** plus full pages from:

- Albatross Tours
- Travel Trade Recruitment

## Etihad Europe sale

AUSTRALIAN travellers heading to Europe via Abu Dhabi on Etihad Airways can access a range of special deals until 06 Nov.

Return fares start from \$1,234 ex-SYD for travel between 15 Jan & 31 Aug, [CLICK HERE](#) for more.

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## Virgin enhanced

**VIRGIN** Australia is highlighting a suite of enhancements on its trans-Tasman flights including wi-fi (free for 15 mins), 23kg of baggage included in fares, a substantial meal plus drink, and increased Velocity Frequent Flyer Points earning potential.

The range of new inclusions will be available from 28 Oct.

See the **cover page** for further information on the changes.

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# Travel Daily

Wednesday 24th October 2018



**coralexpeditions**

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## AFTA launches TV push

AFTA will target almost two million consumers nationally with a month-long television campaign set for launch on Sun.

Screening on the Seven Network, TenPlay and YouTube, the commercial highlights the advantages of booking with a travel agent and has been designed to help raise the profile of the AFTA Travel Accreditation Scheme (ATAS).

"There are ATAS accredited travel agents spotted in every corner of Australia and the placement of this TV commercial is in an effort to support suburban bricks and mortar travel agents wherever they may be located," said AFTA Chief Executive Jayson Westbury.

The commercial has been produced using the findings of research agency FiftyFive5 which identified factors that motivate Australians to use a travel agent.

"The research has been used to understand the Australian Traveller and adopt the most powerful and effective marketing strategies going forward," he said. "The messaging used in the

television commercial is the messaging that the research found to be most compelling for the consumer," said Westbury.

He said the commercial should also remind accredited agents to use the ATAS logo in their own communication efforts.

[CLICK HERE](#) to watch.


## First NDC booking

TRAVELPORT has stolen the lead over its GDS rivals by announcing the first booking of flights using IATA's New Distribution Capability (NDC).

The landmark transaction was made on Fri by British travel agency Meon Valley Travel which ticketed a short-haul, low-cost flight from London to Milan using Travelport Smartpoint.

Over coming months the first version of the NDC capability will be used by an increasing number of agencies and airlines as part of the NDC rollout, Travelport says.


It will also be followed by a series of product enhancements, including a version for online agents in 2019.



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**FIVE STAR**  
MAJOR REGIONAL AIRLINE  
2019

## MAJOR REGIONAL AIRLINE

Air Astana received a Five Star Airline Rating in the Major Regional Airlines category at the APEX Awards held in Boston on 24th September 2018. More than 500 airlines from all over the world are rated by APEX on the basis of online passenger reviews of seat comfort, on-board service, food & beverage, in-flight entertainment and Wi-Fi services.

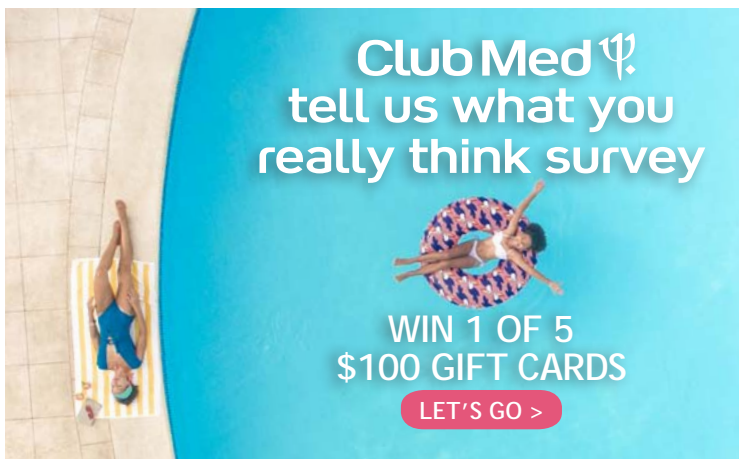


**air astana**

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## WIN A CHANCE TO Wake up in Vanuatu

Book customers on *Air Vanuatu* flights in October and you could be following them.

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## Albatross WA BDM

ALBATROSS Tours has welcomed Erin Hickey to the role of Business Development Manager for Western Australia.

Hickey brings a range of industry experience to the role, including sales positions at Delta Air Lines, Airline Services, Travel Design International and more recently as BDM for Amadeus IT Pacific.

WA travel agents can contact Hickey by calling 0437 808 936 or emailing her [HERE](#).

## Hilton's new brand

HILTON has introduced a new budget lifestyle brand called Motto by Hilton.

The hotelier has flagged a an expansion path throughout Europe, the Americas, the Middle East and Asia Pacific, with the brand's debut slated for 2020.

Motto by Hilton will offer rooms with an efficient layout, including space-saving features such as wall-beds, lofted beds, segmented showers and multi-functional furniture.

The hotels will also offer the option of booking multiple connecting rooms, premium mattresses with sleep kits, and split payment options for one or more guests to avoid complicated transactions.

"With Motto by Hilton, we are bringing to market something the industry has never experienced with its flexible and affordable room product, desirable locations and guest-empowered service," said Hilton Chief Executive Officer Christopher J Nassetta.

"Innovation is in our DNA and... we are innovating more than ever before," said Nassetta.

## Azamara pursues Australia

AZAMARA Club Cruises has revealed that its newest luxury ship *Azamara Pursuit* will make its way to Australia in 2021.

The announcement was made by the cruise line's Chief Operating Officer Carol Cabezas y'day as part of a week-long visit.

"We love coming here and we love all of our Australian guests who enjoy our ships so we will continue to send them here," Cabezas said.

"We know that our guests tend to build strong relationships with our crew and so by bringing *Pursuit* here, Australians now

get the opportunity to have a completely new experience."

When she arrives in 2021, *Pursuit* will be the third vessel in Azamara's three-ship fleet to visit Australia, with *Journey* and *Quest* already enjoying successful seasons locally.

The decision to bring *Pursuit* to Aussie shores follows a strong period of growth in Australia for the luxury cruise brand.

"Australia is currently our third largest sourcing market behind the United States and the United Kingdom," Cabezas said.

"Australia has doubled its share over the last four years so that's why we decided to deliver *Pursuit* because we know our product really resonates here."

Azamara also announced that it will be opening its 2021 winter collection on 07 Nov, with Japan itineraries revealed to be a big returning destination.

"It has been so popular in our 2019 deployment that we had to bring it back," Cabezas said.

More details regarding *Pursuit's* Australia program will be revealed over the coming weeks.

## Ardent names CEO

ARDENT Leisure Group has appointed John Osborne as Chief Executive Officer of the Theme Parks division, commencing on 05 Nov.

Osborne brings 25 years of experience to the role and has held positions including CEO of Lantern Hotel Group, COO of Burswood International Resort (now Crown Perth) and CEO of Accor Vacation Club.

He said he was thrilled to be part of the team that would "reinvigorate" Dreamworld, "restore its reputation and ensure its significant contribution to the Gold Coast economy and broader tourism industry continues into the long-term future".

Earlier this month Ardent revealed plans to change its corporate structure, which would see a new company called Ardent Leisure Group become the single head entity in a move to make the company "more attractive" to investors (TD 04 Oct).

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## Window Seat

WALKING like an Egyptian is so 1985 - these days, it's all about walking like Monty Python.

In what is believed to be a "world-first" attempt, the Dutch town of Spijkenisse, located near Rotterdam, has unveiled an official pedestrian crossing in honour of a famous scene from the cult British comedy.

The aptly-named "Silly Walk" encourages people to cross the road using comical movements, such as taking large strides and kicking their legs up high, with Mayor Jan Willem Mijns commenting that the idea was to "make people happy".

The crossing will be closed if it starts to affect traffic flow, however residents are said to be taking it all in their stride.



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## Havana great time in Cuba



**THIS** colourful crew of Australian travel agents has just experienced a familiarisation to Cuba courtesy of Ensemble Travel Group.

The trip was organised by Cuba Experts, Ensemble's "On-location Specialists" in the country, and took place in the lead-up to Ensemble's annual conference in the Bahamas this week.

Ensemble is celebrating 50 years in business, with the Cuba contingent **pictured** including Phil Hoffmann, Phil Hoffmann Travel; Andi Von Zeppelin, Zeppelin Travel; Kathleen Nicholson, TTFN Travel; Rebecca Bell from Freedom Road Travel; Frank Scerri of Sportslink International and Katy Muyt, Trish Shepherd and David Smith from Ensemble Travel Group.

**Inset** is Phil Hoffmann and Trish Shepherd heading for a spin in a classic Cuban car.



## NT Singapore push

**NORTHERN** Territory Minister for Tourism and Culture, Lauren Moss is today travelling to Singapore to host a Tourism Investment Roundtable to brief the Singaporean tourism investment community on opportunities in the Territory.

"Singapore is a strong and sophisticated economy and major regional hub for multinational businesses operating in Asia," said Moss.

This is the first time the Singaporean tourism investment community has been directly engaged by the Territory tourism industry in this way.

## ACCOMMODATION

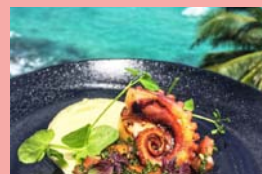
**WELCOME** to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



The **Reflections Holiday Parks Clarkes Beach** is on track to open in Nov after undergoing more than \$2 million in upgrades, including the addition of eight new architect-designed cabins. The new accommodation will offer options that sleep between two to five people. The renovations also include enhanced landscaping that aims to "encapsulate" guests in nature.



The Intercontinental Hotels Group (IHG) has announced the opening of three new hotel bars across its properties in south east Asia. **INK 360** sits on the rooftop of the **Intercontinental Phu Quoc Long Beach Resort** in Vietnam and offers sunset views over the mountains and ocean. SugarSand at Bali's **Hotel Indigo** fuses Japanese elements with local inspiration, while Vana Nava Sky, located on the highest floor of Thailand's **Holiday Inn Vana Nava Hua Hin** offers guests a bird's eye view across the town and ocean.



Phuket's **The Nai Harn Hotel** has launched **Prime@Rock Salt**, a new rooftop dining venue offering guests views over the beach and ocean. The intimate restaurant boasts just 20 seats, creating a personalised dining experience that includes live cooking experiences with a range of local food, as well as house-cured cold cuts.

## Adv World Canada

**ADVENTURE** World Travel has launched its 2019/20 Canada, Alaska & High Arctic brochure, featuring an increased number of less explored options.

The program includes new self-drive trips in Canada, such as the Discover Lighthouses and Whales in Gaspé itinerary and the Island Wildlife and Adventure in Vancouver, a journey with wildlife viewing and outdoor activities such as bear and whale spotting, kayaking, cycling and fishing.

Travellers can stay at properties including the new Ocean House floating eco-lodge on Haida Gwaii, or Haida House, which is more culturally focused.

See the brochure **HERE**.

## Cebu Boracay \$245

**CEBU** Pacific is running a seat sale to celebrate the reopening of Boracay on Fri.

Fares from Sydney to Boracay are available from \$243 and flights from Melbourne lead in at \$280, on sale until 26 Oct for travel between 01 Jan-31 May.

The airline has noted that only travellers with proof of a booking at an accommodation establishment that is compliant with the Department of Tourism, Department of Interior and Local Government and the Department of Environment and Natural Resources will be allowed to enter Boracay island.

For more details on the fare, see [www.cebupacificair.com](http://www.cebupacificair.com).

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## Spencer Travel celebrates 20 years

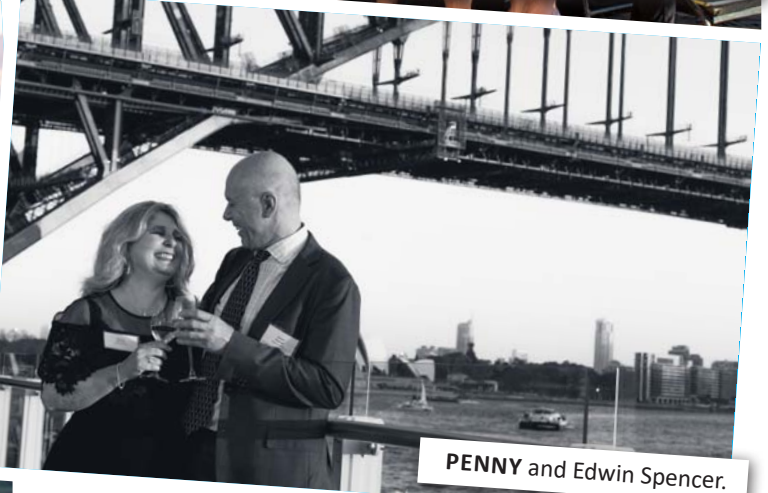
**MORE** than 200 people marked a major milestone for Spencer Travel in Sydney last Fri night, with a gala celebration of the company's 20th anniversary.

Founder Penny Spencer welcomed staff, suppliers, clients and family to the event which featured a fabulous performance from the Boys in the Band, as well as plenty of festive pageantry courtesy of the team at Sydney's Luna Park.

The views over Sydney Harbour were spectacular, with the evening commemorating the many awards achieved by the company and its staff, Spencer Travel's uncompromising commitment to service excellence and its extraordinary growth since being established in 1998.



SOME of the Spencer Travel team.



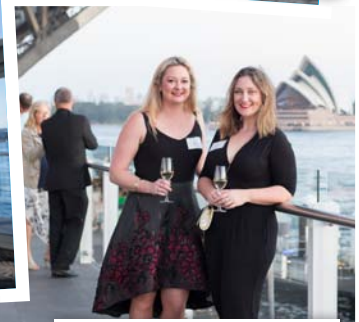
PENNY and Edwin Spencer.



LAUREN Jansma, Luxury Travel Management; Tamara Kobiolke, Rocco Forte Hotels; and Cristina Magni, Virtuoso.



PALAIS Luna Park ready for the party.



TINA Killeen and Louise Brown, Spencer Travel.



THUSHARA Liyanarachchi, Taj Hotels with Louise Brown of Spencer Travel.



KAREN Morris, Six Senses; Ben Johnson from Castaway Island; and Tina Killeen, Spencer Travel.



PENNY Spencer welcomes guests.



BOYS in the Band wows the crowd.



## ACCC scam alert

**SCAMMERS** are increasingly using fake charities or impersonating real ones to exploit people's generosity, the Australian Competition and Consumer Commission (ACCC) has warned, with reports of losses to its Scamwatch service steadily increasing.

The consumer watchdog is urging businesses and individuals to beware of fraudsters and take precautions as part of its Charity Fraud Awareness Week this week.

Scamwatch has received 689 fake charity reports this year with over \$320,000 in losses - already more than the \$313,563 reported for the whole of 2017.

It says businesses can ensure donations are going to a legitimate charity by phoning them directly or donating via their website.

They can also check a charity's legitimacy by viewing their credentials on the Australian Charities and Not-for-Profits Commission website.

**CLICK HERE** to search a charity.

## Auberge expansion

**AUBERGE** Resorts Collection is set to add five new properties in Europe and the north-eastern USA to its portfolio, through a new partnership with the Libra Group which owns Grace Hotels.

The Grace Santorini and Grace Mykonos in Greece will join the Vanderbilt Hotel in Newport Rhode Island, the Mayflower Inn & Spa in Washington Connecticut and the White Barn Inn & Spa in Kennebunk, Maine and will be branded under the Auberge Resorts Collection brand over the next 90 days.

The group's CEO Craig Reid said "we look forward to welcoming these beautiful properties and the talented Grace employees into our Auberge Resorts Collection family".

Auberge, which has resorts in Fiji, California, Mexico, Telluride, Aspen and Costa Rica, has also flagged plans to develop new properties over the coming years in St Moritz, Switzerland; Marrakech, Morocco; Athens, Greece and more.



## WIN A TRIP FOR TWO TO WASHINGTON DC

From historical monuments to food trucks and barista-made coffee, Cathay Pacific is excited to welcome Washington D.C. to their network! To celebrate, they're giving away 2x Economy Class tickets from Australia to Washington, D.C.

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Q17. What is the flight number for the Hong Kong to Washington, D.C. service?



## Red Centre is tops

**NORTHERN** Territory Minister for Tourism and Culture, Lauren Moss, has welcomed recognition by Lonely Planet which has named the Red Centre as one of the "Top Ten Regions" on the planet to travel to in 2019.

Others on the Lonely Planet top regions list included Piedmont, Italy; The Catskills, USA; Northern Peru; Scotland's Highlands and Islands; the Russian Far East; Gujarat, India; Manitoba, Canada; Normandy in France; and Chile's Elqui Valley.

Lonely Planet's Best in Travel 2019 has also highlighted upcoming Tasmanian hotel The Tasman, Hobart as number nine on its Best New Places to Stay list.

Live Wire Park in Otway, Vic was in second spot on the Best New Attractions for Kids, while Laura on Vic's Mornington Peninsula was fourth on Lonely Planet's Best New Food Experiences list.

## Wolber on river

**CRYSTAL** Cruises CEO Tom Wolber will host passengers on *Crystal Bach's* "Enchanting Moselle" itinerary in Oct 2019 as part of the 2019 Crystal River Cruises President's Cruise.

The 10-day departure on 17 Oct next year will feature special receptions, a Q&A session and an exclusive shoreside experience hosted by Wolber - 1300 059 260.

## B&R private trips

**BUTTERFIELD & ROBINSON** has launched three new private trips in Mexico's Yucatan and Oaxaca regions, with the "active holidays" highlighting history, aquatic wildlife and cuisine.

Prices lead in at \$7,729 for a six-night Mexico Culinary Experience, based on four people double occupancy, with the trips now available for booking - for info see [butterfield.com/new-trips](http://butterfield.com/new-trips).

**JET AIRWAYS**

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**Marketing Executive | Digital & Online**  
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Working within an award winning dynamic travel company in the Gold Coast, you will be an experienced marketing executive that loves working within a great team to support the larger function. You should be someone who is creative and enjoys thinking outside the box. Your role includes looking after the international market in social media promotions, sending out EDMs & online brochure distribution. Fantastic new challenge to embrace is for someone who specialise in online marketing.

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

**Wholesale Consultant – Scandinavia/Europe**  
Melbourne, Base + Comm, Ref: 3707HC1

If you're an experienced Travel Consultant looking for your next step away from face to face selling and you have an undying love of Scandinavia and Europe this is the perfect role for you. In this role you will be assisting Travel Agents with booking amazing unique itineraries for their clients. In return for your efforts you will be rewarded with a good base salary plus bonuses and commissions. You'll also enjoy working for a company and in a team that will support your career growth.

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

**Travel Sales Executive**  
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Sales Executive required for a leading travel wholesaler to cover the NSW region. If you have a good networks with the NSW retail travel agencies, strong relationship building skills and exceptional sales abilities I want to hear from you! On the road promoting this brands awesome product you have the autonomy to manage your territory and help my client stay as a leader in their field. Great salary package, full maintained car and bonus scheme. Apply with your CV or call me for more information.

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

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Brisbane, OTE \$70-100k, Ref: 3698AW1

Working with a dynamic and fast moving company; you will talk about and sell your love for sports, events & travel! The ideal candidate will be energetic with an engaging personality, a positive attitude and a quick learner! Walking into this role with confidence and motivation and being a successful team member is key to succeeding in this agency! Enjoy work life balance in this non face to face role! APPLY NOW and work for this Boutique, Global Travel Company!

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

**Corporate Travel Consultant**  
Perth, Up to 70k + Super, Ref: 9923JB1

Our client is seeking an experienced Corporate Travel Consultant for their office in Perth CBD! You will have the ability to organise and book business travel arrangements whilst delivering an unparalleled level of client care. You will ideally possess a background in corporate travel, have strong experience using a GDS (Sabre or Amadeus preferred) and be able to work autonomously. The role is Monday to Friday and the successful candidate will enjoy a competitive base salary.

For more information please call Jacqueline on (08) 6365 4313 or click [APPLY](#) now.



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