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Agencies urged to join Qantas Channel

THE Australian travel industry is set for another seismic shift, with today's announcement of the new Qantas Channel (**TD** breaking news) - including a \$17.50 per flight segment "Channel Fee" for agencies which do not sign up for a new QF commercial agreement.

The Qantas Channel is part of the broader digital strategy to enhance QF's booking systems, building on last year's launch of the Qantas Distribution Platform which aims to unlock IATA's New Distribution Capability to offer a wider range of content to trade partners and customers.

QF Chief Customer Officer, Vanessa Hudson, said the Qantas Channel would "empower trade partners to access Qantas' most compelling products, and deliver enriched, personalised experiences to customers."

"We know our customers expect an increasingly personalised, flexible and seamless experience

no matter how or where they make their booking, whether it's directly with us or indirectly through a corporate travel manager, online agent or their local travel agent," she said.

Qantas Frequent Flyers will receive greater reward and recognition via the new platform, she promised, including "more ways to earn and use points when booking through travel agents".

Sabre, Amadeus and Travelport are all partnering with the carrier to make the Qantas Channel available to agents globally, while the majority of QF's key agency partners have already agreed to participate, including Flight Centre, Helloworld, Express Travel Group, Consolidated Travel, Expedia and Webjet.

A host of TMCs are also on board including Corporate Travel Management, Carlson Wagonlit, ATPi Voyager and CT Connections. Effective 01 Aug agents that

have not signed up will not have access to QDP content, and also may no longer be eligible to sell some ATPCO Qantas published and private fares, including negotiated corporate fares.

QF said it would progressively remove N, Q, O and E class fares from the public GDS channel, while agencies remaining in the Public Channel may have the \$17.50 per segment fee applied (subject to applicable laws and government approval), which will be collected as a YR tax.

"Agencies wishing to avoid the Channel Fee should ensure their agency is registered for the Qantas Channel," Hudson said.

As well as the three major GDS providers, agencies will also be able to access QDP content in the Qantas Channel via other technology partners including Serko, Travel Fusion and CTM.

Registration for the Qantas Channel will open for individual agencies in Apr, with agreements required to be finalised prior to 01 Jun to guarantee access when it is implemented in Aug.

Consolidators and ticketing agencies must also register - info at qantas.com/agencyconnect.

Today's issue of TD

Travel Daily today has eight pages of news, a front cover page for **JITO Connected**, plus full pages from:

- Windstar
- AA Appointments jobs

Women's day event

TICKETS are still available for the upcoming International Women's Day "A Force for Good" event taking place on 08 Mar.

High profile presenters include Wendy Wu, Melanie Waters-Ryan of Flight Centre and more - see the **cover page** for details.

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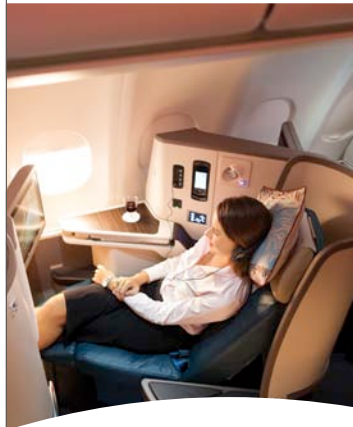
Discover what exotic destinations intrepid seniors are heading to in the February issue of *travelBulletin*.

CLICK to read
travelBulletin



PR/PG codeshare

PHILIPPINE Airlines and Bangkok Airways have launched an expanded codeshare pact, placing the PR code on a range of Bangkok Airways domestic routes including flights to Chiang Rai, Koh Samui, Krabi, Lampang, Phuket, Sukhothai and Trat.



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Solomons opens expo to all

TOURISM Solomons says it is extending the "truest spirit of Melanesian, Micronesian and Polynesian brotherhood," by inviting its regional neighbours to join in its 2019 "Me Save Solo" tourism exchange as exhibitors.

The organisation's CEO, Jo Tuamoto, told *Travel Daily* in Sydney yesterday he had extended the invitation because he was aware that his tourism industry colleagues in many smaller South Pacific nations simply did not have the resources to stage their own expos.

"The opportunity to join in and exhibit at another of the larger South Pacific nations' tourism exchanges dried up several years ago...since then, many of our smaller neighbours have missed out completely," he said.

Tuamoto is understood to have been referring to the controversial 2013 decision by then Tourism Fiji CEO Rick Hamilton to pull out of the long-running Bula Fiji Tourism Exchange (*TD* 11 Apr 2013) because it also featured competing Pacific Island nations.

Since then Tourism Fiji has gone it alone, only allowing Fijian exhibitors at its annual expo.

Tuamoto said the Solomons was welcoming other regional destinations to participate, as an opportunity to "share the benefits with open arms".

Me Save Solo 2018 attracted over 50 international buyers from Australia, the US, Japan and Taiwan, with this year's event

expected to be even bigger with additional interest from the UK, Europe and other parts of Asia.

Tuamoto said the response had already been swift, with delegates from Fiji, Papua New Guinea, Kiribati, Nauru and the Federated States of Micronesia all expressing interest in taking part in the event scheduled for 05 Jul 2019 in Honiara.

MEANWHILE Tourism Solomons is also celebrating a strong year, with 2019 arrivals up 8.4% and ongoing development to boost minimum standards for accommodation - see **page four**.

Vale Pat Hremias

THE Travel Counsellors family along with the wider travel community is mourning the death of the "beautiful and vivacious" Patricia Hremias, who lost her battle with motor neurone disease this week.

56-year-old Hremias had worked with Travel Counsellors in Adelaide for the last nine years, and before that had an extensive industry career including roles at Commonwealth Bank Travel and Traveland before having a family and becoming a home-based consultant.

Her funeral was held today at St Raphael's Church, Parkside, SA.

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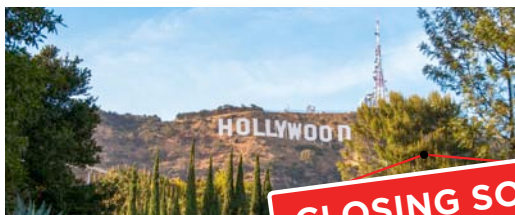
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Luxury clients spending big



A NEW study of Australian high-end travellers commissioned by the Goldman Group has found one in five plans to spend at least \$50,000 on travel in the next year.

The "Australian Luxury Traveller 2019" report released yesterday provides a range of insights into the travel patterns of the segment, with Europe remaining the most popular destination, followed by North America.

Interestingly, while budgets are significant, luxury travellers continue to seek value-adds and special offers when booking accommodation.

"This survey proves that the Aussie adventurous spirit is alive and well in the luxury travel sector," said Goldman Group Joint MD Anthony Goldman.

Key drivers of travel included a desire for new experiences, including culinary activities along with history and heritage and "leisurely outdoor activities".

Almost 60% of those surveyed said they preferred to use a face-

to-face travel advisor rather than booking direct or via an OTA.

Qantas was the most popular airline, followed by Singapore Airlines, Emirates, Cathay Pacific and Qatar Airways, while AccorHotels was cited by 12% as their favourite hotel company.

Pictured at an event releasing the results yesterday are, from left: Virtuoso Asia-Pacific MD Michael Londregan; Anthony Goldman; David Goldman; and Peter Bates of Strategic Vision who compiled the results.

AirAsia adds BNE

AIRASIA has announced a new non-stop route between Bangkok and Brisbane, with the service to debut from 25 Jun.

To be operated by Thai AirAsia X the new flights will operate four times weekly, bringing about 25,000 visitors to the Qld capital each year, with the route secured with the support of the Qld Govt, Brisbane Marketing and TEQ.



Epic pass expands

VAIL Resorts today announced a new multi-year alliance with Sun Valley Resort in Idaho and Snowbasin in Utah, which will see Epic Pass holders given seven days of unrestricted access to both resorts in 2019-20.

Vail's season pass products will go on sale early next month.

Windstar offers

WINDSTAR Cruises is offering a choice of perks for bookings made by 18 Mar 2019 as part of a "beyond ordinary" savings event.

Customers can choose between up to US\$1,000 shipboard credit, free gratuities or free wi-fi, while the small-ship cruise line is also providing free laundry on all voyages of 14 days or more.

For details see **page nine**.

Window Seat

MEAT lovers rejoice - the world's first sausage hotel has opened in Germany.

The Boebel Bratwurst Bed and Breakfast, located near Nuremburg, is adjacent to the generations-old family butcher shop of founder Claus Boebel.

He said the new property features "sausage imagery" in almost all aspects of its decor - and there's also an on-site eatery with a limited repertoire.

"I call it 'Wurst-arant' because I only serve bratwurst in this restaurant in many different styles," he said.

Sounds like a vegetarian's wurst nightmare.

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BARA PC response

THE Board of Airline Reps of Australia (BARA) has issued a response to the Productivity Commission's (PC) Draft Report (**TD** yesterday), stating it is "disappointed and surprised [the report] downplayed the problems international airlines have with the provision, management and pricing of airport services".

"BARA has spent a disproportionate amount of its time dealing with the airport operators' ambit-claim commercial terms, rather than focusing on the improvements necessary to deliver better service outcomes," said BARA Executive Director Barry Abrams.

Regarding the supply of jet fuel, BARA said it supported the PC.

"We look forward to reading Sydney Airport's justification for the structure and size of its fuel throughput levy, which we consider to be a fee for no service," Abrams said.

AirAsia dispute

AN ONGOING dispute over pax service charges totalling almost RM480 million at Kuala Lumpur Int'l Airport 2 between AirAsia and Malaysia Airports Holdings Berhad (MAHB) has reached new heights, after MAHB rejected the airline's offer of mediation.

AirAsia stated its losses came from "loss of customers in the last four years, owing to disruptions and poor condition of the terminal", served the notice on 31 Jan, with the airline hoping to "settle the issue amicably".

"We regret that MAHB has refused AirAsia's olive branch to resolve outstanding issues between us through mediation," said AirAsia Malaysia Chief Executive Officer Riad Asmat.

"We will seek guidance from Mavcom on the next steps... however, we reserve our rights to take all necessary actions to protect the interests of our guests and shareholders," he added.

Solomons smiles in Sydney



TOURISM Solomons is working hard to expand the country's available tourism room stock, with a push to introduce "minimum standards" so more accommodation becomes available to global wholesalers.

CEO Jo Tuamotu discussed the initiative at an event in Sydney yesterday, saying the country currently has about 1,400 rooms available but only about 400 of them are suitable for tourism.

"We are driving properties to upgrade their offering," he said, with the initiative being supported via soft loan facilities from Solomon Airlines.

The program has also received support from the NZ Govt.

Tuamotu said the ongoing promotion of the Solomons

was seeing increasing interest from long-haul markets, with the destination particularly popular with divers as well as birdwatchers from the UK.

Key Solomon Airlines developments in the last year have included a major expansion of distribution, with Qantas now offering through fares to Honiara from the US along with a global agreement with Emirates.

Pictured above at yesterday's event are, from left: Mike Parker-Brown, Tourism Solomons PR; Victor Sharan, Solomon Airlines; Richard Skewes, Pacific Travel Marketing; Colin Sigimanu, Solomon Airlines Manager Commercial; Fiona Teama, Tourism Solomons; and Jo Tuamotu, Tourism Solomons CEO.

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ANA Perth update

ALL Nippon Airways (ANA) will deploy a three-class, 184-seat 787-8 aircraft to service its upcoming Tokyo Narita to Perth daily route launching 01 Sep (**TD** 02 Jan).

Reservations for the new service opened today.

QF loyalty webinars

QANTAS has announced it will run a three 15-minute live webinars on Wed 13 Feb focusing on its Qantas Loyalty program.

The session times (AEST) available are: 8.30am (register **HERE**), 9.30am (register **HERE**), or 11.30am (register **HERE**).

Cook Is breakfasts

COOK Islands Tourism is offering Agents the chance to attend a breakfast to meet its Sydney team at three separate events across Melbourne, Sydney and Brisbane.

The sessions will aim to educate agents on the country's selling points and one attendee will win an "incredible prize".

The breakfast in Brisbane takes place 28 Mar (RSVP by 14 Mar), in Sydney on 04 Apr (RSVP 21 Mar), and Melbourne on 09 Apr (RSVP 26 Mar) - confirm your spot by emailing marketing@cookislandstourism.travel.

SeaWorld new CEO

SEAWORLD Entertainment has announced the appointment of Gustavo Antorcha to the role of Chief Executive Officer.

"Gus is a proven leader with broad experiences in the travel and leisure industries...his skills make him the right person to lead SeaWorld through its next phase of growth," said SeaWorld Chairman Yoshikazu Maruyama.

The appointment is formally effective from 18 Feb.

Treadright celebrates 10 years



LAST night The Travel Corporation held a formal celebration of the 10th anniversary of its TreadRight Foundation (**TD** 04 Feb) at Sydney's Taronga Zoo.



Focusing on the key pillars of People, Wildlife and Planet, the event welcomed key trade partners and a host of celebrities and influencers. Presenters pictured at

top included, from left, Travel Corp and TreadRight Director Dave Hosking; emcee Adventure World MD Neil Rodgers; TTC CEO Brett Tollman and TTC Australasia MD John Veitch.

See more photos at facebook.com/traveldaily.



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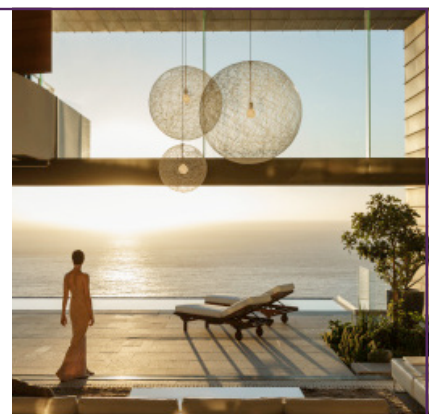
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A&K wellness push

ABERCROMBIE & Kent has launched a new collection of wellness-inspired luxury small group journeys to India, Southeast Asia, Kenya and Peru.

Indian packages depart 05 Oct and 09 Nov 2019, priced from \$15,720ppts and include a guided meditation and a private session with an Ayurvedic doctor.

Empire State tour

NEW York's iconic Empire State Building has launched a new premium "All Access Tour" featuring elements of the building which are normally off-limits.

There are five daily departures seven days a week, including private access to the celebrity Green Room, complimentary snacks, a photo in front of a 25-foot model of the building and more for US\$500pp.

The guided tour is only available for up to six people at a time, and must be booked via esbnyc.com.

Club Med Indo deal

CLUB Med and Qantas have teamed up to launch an air and land package to Indonesia.

The deal includes special flight fares, free airport transfers from SYD, MEL, BNE, PER and ADL, and a Club Med all-inclusive package to Club Med Bali and Club Med Bintan Island in Indonesia.

Packages for a seven-night holiday lead in at \$1,985 per adult for travel between 01 May and 30 Nov 2019.

The offer must be booked by 05 Mar.

APAC mobile boost

TRAVEL booking payments made through mobile platforms in the Asia Pacific are expected to record a Compound Annual Growth Rate (CAGR) of 11.9% to reach US\$1.732 million by 2025.

Mobile payments in travel globally is anticipated to increase at a CAGR of 12.5% during the 2018-2025 period.

JNTO & PER prepare to launch



JAPAN National Tourism Organization (JNTO) Sydney and Perth Airport recently co-hosted a travel agent seminar for the WA travel trade at The Westin, Perth.

More than 130 agents attended to learn about and celebrate the new All Nippon Airways (ANA) flights launching between Tokyo Narita and Perth on 01 Sep (**TD** 02 Jan 2019).

One lucky travel agent walked away with two return Economy tickets on the inaugural flight.

The route goes on sale today.

Pictured top: Takuya Sakamoto, JNTO; James Gorton & Brigitte Chong, Perth Airport; Brett Walsh & Ryo Sadayuki & Yuji Akuzawa,



ANA; and Thomas Hiraoka, JNTO, **inset** information sessions in full colourful swing.

MEANWHILE The Japan National Tourism Organization has launched a new website and video series dedicated to the Tohoku region, the "hidden gem" of north Japan.

The move follows a video series focused on the region launched in Oct last year (**TD** 04 Oct 2018).

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Moxy plots Aussie debut



MARRIOTT International's Moxy Hotels brand is set to land in Australia with the signing of

Moxy Melbourne South Yarra.

The 180-room, newbuild hotel is slated to open in Jul 2021 and will target the young and "young at heart".

Moxy Hotels operates 30 hotels across Europe, North America and Asia and has more than 80 properties in development.

The brand features "bold design and contemporary style" and offers social spaces including "a high-energy lounge, 24/7 self-service grab-and-go food and drinks, ample plug-ins for personal devices and free wi-fi".

"The Moxy brand will be a game-changer for the Melbourne and Australian hotel market where demand for bespoke lifestyle hotels is growing, fuelled predominantly by the growing number of Millennial and Gen Z travellers," said Marriott International Senior Director of Hotel Development, Australia, NZ and Pacific Richard Crawford.

Moxy Melbourne South Yarra will be located a short walk from shopping and entertainment strip, Chapel Street, and South Yarra station.

The hotel will offer various live/work/play spaces, including a bar, co-working space and meeting studio, as well as a rooftop bar with access to a large veranda.

There will also be a fully equipped gym.

A render of the hotel is **above**.

WIN SCENT OF FEAR BY TONY PARK

This week Travel Daily and Swagman Tours is giving five lucky readers the chance to win *Scent of Fear* by Tony Park.

Afghanistan veteran Sean Bourke's world explodes when an IED detonates in South Africa's Sabi Sand Game Reserve.

Sean is determined to hunt down the elusive bomb maker who has introduced this destructive weapon to the war on poaching. But Sean is his own worst enemy. As bombs target Sean's unit, can he get himself back on track and win the fight for Africa's wildlife - and Christine, his ex-wife - before it's too late?

To win, simply be the first person to send through the correct answer to the question below to: tonypark@traveldaily.com.au

What is the tagline for Tony's latest book?



APPOINTMENTS



WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which is brought to you by Travel Trade Recruitment.

If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.



The Sheraton Grand Danang Resort in Vietnam has appointed Sherrilyn Charles as its new Director of Sales and Marketing. She brings more than 20 years' experience to the position.

Mohit Bhargava has stepped into the role of General Manager Sales and Marketing at **BIG4 Holiday Parks of Australia**. He joins the company from Village Roadshow where he served as the General Manager - Marketing & Sales for Village Entertainment.

African luxury accommodation company Singita has appointed Lea Seguer to head up its sales representation for Australia & NZ. She will work to develop the market and foster trade relationships in the region.

American Express Global Business Travel has welcomed Patricia Huska as its Chief People Officer. In her new role, Huska will report to CEO Doug Anderson and work on a people-focused strategy designed to attract and retain talent for the business.

Accor Hotels has appointed a raft of new General Managers across its portfolio. Lorraine Mercuri has stepped into the GM role at Swissotel Sydney, while Belinda Paterson joins the team at Pullman Magenta Shores Resort. Zayne Boon is the new GM at Mercure Sydney International Airport, Jessica James has joined at ibis Styles Mt Isa Verona Hotel, while Adriette Meyer has been welcomed at ibis Mackay. Other new GMs include Benjamin Brown at Cooinda Lodge Kakadu, Ross Buchanan at Mercure Sydney Parramatta and Rens Bruer at the Sofitel Gold Coast Broadbeach.

Ave of Stars open

HONG Kong's Avenue of Stars attraction has reopened following three years of redevelopment.

The 457m-long promenade now features 117 handprints of famous actors & visitors can scan QR codes to access biographies and clips from their films.

There is also a kiosk and carts featuring local brands, and lamp posts with wi-fi and mobile signals, speakers and power supplies.

Blue Lagoon brox

BLUE Lagoon Cruises has released its 2019/20 brochure showcasing the three itineraries offered by Fijian cruise ship the *M.V. Fiji Princess*.

New for 2019 is an optional excursion to Malama Beach Club for guests on the three- and seven-night cruises.

To download the online version of the brochure, **CLICK HERE**.

Treasure mates rate

TREASURE Island is offering an agent self-famil special of a three-night stay for FJ\$499 (AU\$327).

Using booking code TIRASF, the offer is open for sale until 28 Feb for stays through to 31 May.

Additional nights are \$198.

For more information, contact reservations@treasure.com.fj.

Hawaiian beverages

HAWAIIAN Airlines has this month launched an enhanced beverage menu.

The new options include Lion coffee, which is roasted on Oahu, a seasonal beer brewed on Maui, and a refreshed lineup of island-inspired cocktails.

Thursday 7th February 2019

Coral Coast guide

AUSTRALIA'S Coral Coast has launched its 2019 holiday planning guide, which can be accessed in both physical and digital form.

To request a copy or to download, [CLICK HERE](#).

SIGN UP FOR 2019 FOOTY TIPPING

Footy tipping is back for 2019 with the grand prize of flights from Emirates for each code, plus weekly prizes from Expedia.

CLICK ON THE CODE BELOW TO SIGN IN OR JOIN FOR 2019.

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AFL

Swiss Indo opening

SWISS-BELHOTEL International has celebrated the grand opening of a new beachfront resort in Belitung, Indonesia.

The four-star Swiss-Belresort Tanjung Binga is located 150m from Tanjung Binga Beach.

It offers 77 rooms, many of which have their own balcony with beach views.

Options include five spacious suites and seven inter-connecting rooms and amenities include 40-inch LED TVs, minibars, laptop-sized safes and wi-fi.

There is also a pool, gym, spa and jogging track.

Granite Is rebuild

SOUTH Australia's Victor Harbor Council has expressed concerns about the safety of the 150-year-old Granite Island Causeway, urging the government to build a new jetty within two years to replace the ageing structure.

The area's iconic horse-drawn tram service, which travels the jetty daily, has been suspended for the past two weeks following concern about the jetty's safety.

The investigation is ongoing.

eRevMax ICE deal

HOTELS using LiveOS by eRevMax will now be able to integrate their visuals into the ICE Portal cloud-based content management system after the two providers joined forces to combine their services.

The tie-up aims to help hotels optimise and distribute their property images effectively while also driving better visibility.

WIN A CRUISE

AND EXPERIENCE THE VIKING DIFFERENCE

This month Viking Cruises is giving *Travel Daily* readers the chance to win a deluxe veranda stateroom on New York, Bermuda & the West Indies departing on 10 October 2019 on *Viking Sun*.

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haven't already, register at www.rewardsbyviking.com.

The most creative entry will win! Send your entries to viking@traveldaily.com.au



Saudi ecotourism

SAUDI Arabia has identified five caves 200km north of Riyadh that will be used as part of a new ecotourism initiative by the Saudi Geological Survey.

The project would be launched under Saudi's Vision 2030 project, which incorporates sustainable tourism options.

It's estimated the caves could have up to 1,000 daily visitors.

Crusoe's makeover

CRUSOE'S Retreat in Fiji is set to reveal a series of physical and digital renovations which aim to "propel the resort into the future while paying homage to its unique roots".

"Crusoe's is known for its down-to-earth demeanour - and we're conscious not to lose that - but we felt it was time to revitalise our physical space and branding to ensure the guest experience is easy and relaxing," said Crusoe's Resort BDM Karen Hind.

Top End Wedding

A FILM which recently debuted at the Sundance Film Festival has put the spotlight on tourism in the Top End, with a number of destinations featuring in *Top End Wedding* "likely to appeal to both Australian and int'l audiences", Kakadu Tourism said.

The township of Jabiru and its Crocodile Hotel are showcased, along with the infinity pool Gunlom and Nourlangie, the home of indigenous rock art.

Samoa fares on sale

SAMOA Airways has released its Feb Sale Fares offer, available to purchase until 20 Feb.

Specials include flights from Brisbane to Apia from \$309 one-way, Sydney to Apia from \$299 one-way, with flights returning from Apia to each city from \$331 and \$293 respectively.

Travel must be between 06 Mar and 30 Jun ex-BRIS, and 02 Mar and 29 Jun ex-SYD.

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EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, Jenny Piper, Christian Schweitzer

info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi and Lisa Martin

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper

accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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business events news

Pharmacy Daily

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BEYOND ORDINARY Savings Event

Book by 18 Mar '19

Experience travel that's 180 degrees from Ordinary with great value and the best availability during our Beyond Ordinary Savings Event. From jumping off the Watersports Platform on the back of the ship to a farmhouse cooking challenge in Malta, travel brings a new perspective of the world, and it's best seen by small ships carrying fewer than 310 passengers.

PICK YOUR PERK

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Up to US\$1,000 Shipboard Credit

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- Amount varies based on cruise length

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***NEW * PASSIONATE ABOUT PRODUCT**

PRODUCT MANAGER

GOLD COAST – up to \$80K PKG + BONUSES

Looking for a new product role? This leading travel company has a Product Manager role based in their Gold Coast office available now. Managing amazing destinations you will be responsible for the contracting and design of itineraries to the destination as well as working with Marketing, Distribution, Yield and Revenue Management teams. Recent experience in a similar role is a must. Interviewing now – call to find out more.

***NEW * FARMERS NEEDED**

CORPORATE ACCOUNT MANAGER

ADELAIDE – \$80K ++

Are you well connected within the SA corporate market and looking to be part of a forward thinking company? As part of the Account Management team you will be responsible for day to day management of corporate client activity including data analysis, relationship management and resolving any service related issues. A strong salary package along with career opportunities are on offer. Call today to find out more

RARE FINANCE ROLE

FINANCE MANAGER

SYDNEY - STRONG PACKAGE \$95K BASE PLUS

This established travel company based in the CBD are looking for a new leader of their accounts team. This company is seeing huge growth this year and needs a superstar in finance to take the lead. You will ideally have a background in travel accounting including payroll, strong management skills also required. You will enjoy a salary of \$95k plus super plus a comfortable supportive team and company structure.

LEAD FROM THE FRONT

CORPORATE TEAM LEADER – PREMIUM BRAND

SYDNEY - \$90K PACKAGE

Be very quick for this rare gem. Working for a premium global brand, you will be leading a team of the very best consultants servicing corporate clientele. Strong leadership skills and strong Travel Industry knowledge required. Working in the CBD you will enjoy a strong base salary. Career progression is another huge reason for applying. Interviews commencing in the next two weeks.

MANAGE MULTIPLE STATES

REGIONAL SALES MANAGER

MELBOURNE- STRONG PACKAGE \$85K BASE PLUS PLUS

Are you looking for a step up this year? We have a rare opportunity based in Melbourne for an experienced sales manager that is looking to manage across multiple states.

You will have three BDM's reporting into you across Australia. This is a reputable brand that you will love to represent. A strong base salary up to \$85K plus a very strong bonus scheme, fully maintained vehicle and all tools of trade are included.

MOVE TO A GLOBAL ROLE

SENIOR ACCOUNT MANAGER

MELBOURNE- \$100K PLUS PLUS

This award winning TMC are on the hunt for a senior strategic account manager to join their very successful team based in Melbourne. This is a company that has seen huge success and growth over the last few years and truly values their employees. With a supportive manager and strong brand you won't be disappointed. Paying up to \$100K as a base plus bonuses and super on top.

SHOWCASE YOUR STRATEGIC SKILLS

CORPORATE BDM

MELBOURNE - STRONG PACKAGE

These roles rarely come up so if you are a true sales professional from preferably a corporate background we want to hear from you. Positioned in Melbourne you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$100k plus an amazing comms scheme, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

TAKE CHARGE

RETAIL TRAVEL TEAM LEADER

BRISBANE – \$85K PKG + BONUSES

Come and lead this small retail travel team. As a hands on manager you'll know the secrets of closing a sale and be able to motivate and inspire your team to achieve strong results. Working for a reputable and highly respected travel brand you'll enjoy a strong base salary + commission, ongoing career development opportunities, access to five star famils and more. Previous travel management experience is a must.

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