

Atlantis promotion

ONE&ONLY Atlantis The Palm, Dubai, is running a Jan sale and highlighting its new Cantonese dining experience, Hakkasan.

Also new is the family bar, restaurant and entertainment destination Wavehouse and a fresh Imperial Club lounge for Imperial Club and suite guests.

Guests can also access a kids' stay and dine free deal.

For more information on the sale, see **page five**.

Bestjet mystery deepens

EXCLUSIVE

CONTROVERSY continues to swirl around the collapsed Bestjet Travel Pty Ltd (**TD** 18 Dec 2018), with the company's administrators citing "evidence that 50% of the shares were held on trust for Ms Rachel James".

That's despite the widely announced 100% sale of the business less than six weeks before its collapse to McVicker International (**TD** 06 Nov 2018) and claims by James that her family had "relinquished control" following a two-month period of audit and business advice provided by accounting firm BDO prior to the Nov handover.

Minutes of the fiery first meeting of creditors (**TD** 03 Jan) which have now been released by ASIC also state preliminary estimates of more than \$14 million in unsecured creditors, including \$7.28 million owed to 2,300 people by Bestjet Travel Pty Ltd and \$7.06 million owed by subsidiary Wynyard Travel Pty Ltd.

The administrators from Brisbane accounting firm Pilot Partners said debtors claimed by the company's director, Robert McVicker, include \$3.2 million owed by Sabre Asia Pacific Pte Ltd - but these funds are subject to an agreement with a Singapore-based company also named Bestjet Travel Pte Ltd.

This Singapore entity is still in

operation, and Rachel James is a director of the company alongside Singapore citizens Nancy Tan and Unnikrishnan Sugandhi.

Interestingly, all of the shares in Singapore-based Bestjet Travel Pte Ltd are held by yet another Australian company called Bestjet Travel Holdings Pty Ltd.

Rachel James is the sole director and 100% shareholder of this company, which has not been placed into administration.

The Bestjet Travel Pty Ltd administrators said they had terminated any agency agreement existing between Sabre and the Singaporean Bestjet and demanded the rebates be paid directly to them on behalf of the collapsed firm.

They cited several reasons for the collapse, including the non-receipt of the Sabre rebate, the cash-flow impact of consolidator CVFR seeking daily, rather than weekly payments, and the loss of about \$4 million in turnover due to Skyscanner removing Bestjet from its search results for a two day period.

Pilot Partners said their investigations were continuing, particularly noting probes into rebates owing, the company's call centre and "related party transactions".

They noted that the company had a "high volume of transactions with a low profit margin" and said that in the absence of any proposed Deed of Company Arrangement they expect they are likely to recommend the liquidation of the business.

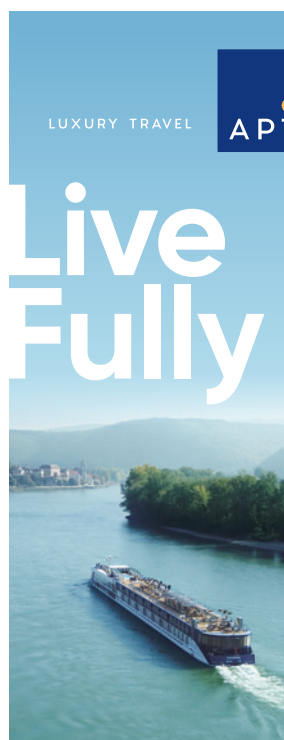
A further report will be issued to creditors later this month.

Virgin contender?

LOGISTICS and travel veteran Paul Scurrah is rumoured to be in the running to replace John Borghetti as the CEO at Virgin Australia, according to a report in the *Sydney Morning Herald*.

Scurrah was most recently the Australian head at global ports operator DP World and has held senior roles at a variety of travel companies such as Flight Centre.

Virgin is expected to name a new CEO as soon as next month.



Magnificent Europe 2019

Fly Free or Fly Business Class for \$3,995*

LEARN MORE

*T/C'S Apply

Canada
Corroboree 2019

4 TRIPS TO CANADA TO BE WON *conditions apply
AIR CANADA

- NEW Theme & format
- Lots of new Canadian Partners
- More agent participation & prizes to be won

BNE 05 Feb
MEL 06 Feb
ADL 11 Feb
SYD 12 Feb

CANADA
KEEP EXPLORING

Register NOW for the roadshow of the year!!

CLICK HERE
registrations close 25 Jan 2019

Today's issue of TD

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

- One&Only Atlantis The Palm
- AA Appointments jobs

travel counsellors



THERE IS A BETTER WAY TO SELL TRAVEL.

Change your life. Call now... 1300 889 123

Visit: recruitment.travelcounsellors.com.au/opportunities

Sydney Airport hotel stoush

UP TO eight hotels close to Sydney Airport could be pulled into legal action after the Sydney Airport Corporation lodged a complaint stating they were falsely using the "Sydney Airport" moniker to attract tourists.

According to *The Australian*, the publicly listed company, which currently owns two properties located close to the domestic terminal, recently sent a legal demand to at least one hotel citing a trademark infringement that denies their use of the words "Sydney Airport".

The company says the phrase is a specific reference to a brand and product, both of which are trademarked, while affected hotels argue the words are required because it helps travellers to locate the property.

Sydney Airport Corporation raised concerns the statement was misleading, suggesting that international visitors would

assume the hotels were close to the airport when in reality were addressed in suburbs such as Wolli Creek or Mascot.

"This is about addressing what is a genuine concern for both domestic and overseas visitors to Sydney, who are led to believe they will be staying closer to the airport, factor this in to their travel plans and are quite surprised to find their accommodation is not located on the airport precinct," an airport spokesman told *The Australian*.

If successful, the legal action could affect up to eight properties located in the surrounding areas, including the Pullman Sydney Airport, the Adina Apartment Hotel Sydney Airport, and the Holiday Inn Sydney Airport.

In 2015, the Sydney Airport Corporation announced plans to develop up to five hotels close to the T1 international terminal, and T2 and T3 domestic terminals.

A new
publication
for travel
and cruise
lovers

Travel & Cruise
Weekly

SUBSCRIBE NOW

Oceania celebrates in Australia



SYDNEY was the perfect place to announce Oceania Cruises' two-ship order (*TD* yesterday) according to the line's CEO Bob Binder, with Australia one of the line's largest and fastest-growing source markets.

Following the revelation of the fleet expansion, Binder took part in an exclusive event on Sydney Harbour, telling *TD* the two 1,200 passenger newbuilds would help meet surging demand.

"Oceania is a really good fit for our Australian guests," he said,

saying local pax particularly value the relaxed onboard atmosphere and Oceania's unrelenting focus on excellence in cuisine.

Pictured above on the Woolloomooloo waterfront are, from left: Oceania Cruises global President Bob Binder; Oceania VP Sales Steve McLaughlin; Norwegian Cruise Line Holdings VP Marketing Asia Pacific Ben Angell; and NCLH MD Asia Pacific Steve Odell.

More in tomorrow's issue of *Cruise Weekly*.

DIRECT YOUR WAY TO L.A.

STARS, SNACKS AND STREAMING ON DEMAND IN EVERY SEAT

FIND OUT MORE

THIS IS HOW WE FLY

Additional charges apply for WiFi.

Virgin
australia

Evolution primed for expansion



THE appointment of former G Adventures sales chief Ingrid Berthelsen (Kocijan) to the Evolution Travel Collective (**TD** 07 Jan) is the first step in ramping up the group's operations as it implements its unique new representation model in the Australian market.

Berthelsen, **pictured** with Evolution founder Pete Rawley at **Travel Daily's** world headquarters in Sydney this week, confirmed the group was currently finalising the recruitment of more team members including BDMS

and a GM of Sales who will be instrumental in promoting the company's clients to the Australian travel trade.

The Evolution portfolio already includes Dragoman Overland, Exodus, TrekAmerica and Grand American Adventures (**TD** 29 Nov) with further announcements expected in the coming weeks.

Currently focusing on touring products, Rawley and Berthelsen hinted at other possible avenues for expansion such as youth and marine-focused "collectives" - see evolutiontc.com.au.



Find out where luxury and romance go hand in hand. Read more in the December issue of *travelBulletin*.

CLICK to read
travelBulletin

Lion baggage fee

LION Air and its subsidiary Wings Air are no longer including baggage in their domestic fares for tickets purchased after 08 Jan.

Passengers are being advised to purchase pre-paid baggage through their travel agent, the Lion Air website or Lion Air Group ticket sale offices no later than six hours before departure.

Baggage is priced at IDR80,000 (AU\$8) per 5kg.

Hyatt hacking prog

HYATT Hotels Corporation is inviting ethical hackers to test its websites and mobile apps for potential vulnerabilities under a public bug bounty program.

The initiative is in partnership with hacker-powered security platform HackerOne and is offering hackers cash bounties of up to \$4,000 for reporting valid security flaws so that they can be safely resolved.

Hyatt Chief Information Security Officer Benjamin Vaughn said the company was "one of the first global hospitality brands to launch this type of program".



Window Seat

BRITISH Airports may soon be equipped with military-style weapons to blast pesky drones out of the sky under new laws being considered by the British Government.

The proposal will see police officers around airports armed with a "counter-drone kit", which government sources suggest will include signal blockers, "hunter drones" and anti-drone missiles.

Pilots have reported several near misses in the last five years and the move follows major airport disruptions this month due to illegal drone activity.

We're guessing the next popular Christmas toy might be new missile defence systems for drones - Mayday, Mayday!





Wendy Wu Tours.

PARTNER FLIES FREE

TO 10 DESTINATIONS AND 40 TOURS



WILL YOU
ACCEPT THIS
FREE FLIGHT?



WENDYWUTOURS.COM.AU/AGENTS



TOTAL HOLIDAY OPTIONS®

"Creating Memories"

Business Development Manager – Travel Wholesale
NSW/SA/WA

TOTAL HOLIDAY OPTIONS is 33 years experiences National Award winning multinational Wholesale and Destination Management Company. Offering vast range of unique and specialist products to the travellers.

We are seeking a Business Development Manager to join our team in various states. This role will suit those who are result oriented and use creative mind to develop business and travel products.

You will be responsible for growth of the business as well as building great relationship with all brands of travel agencies.

To be successful in this role you will need the following:

- 4-5 years' Experience within the airlines and/or travel industry sales
- Full driving license
- Excellent communication skills
- A creative flair, a high attention to detail

If you have passion for travel with understand of what makes a great holiday, then send covering letter with CV to undersigned:

Applications will be assessed upon receipt for immediate joining so apply now!

amaan@totalholidayoptions.com.au

Thursday 10th January 2019

Norwegian free wi-fi

NORWEGIAN Air Shuttle has introduced inflight wi-fi on its long-haul Boeing 787-9 Dreamliner and 737 MAX aircraft, with the rollout starting mid-Jan.

More than 50% of Norwegian's 787-9 Dreamliner fleet is expected to offer inflight connectivity by 2020.

Sun Country grows

SUN Country Airlines has welcomed 19 new nonstop routes and seven new airports.

The network expansion includes eight nonstop routes for the airline's home base of Minneapolis-St. Paul International Airport and eight nonstop routes in markets such as Nashville, Tennessee, Dallas Fort Worth and Portland, Oregon.

The airline will also expand nonstop destinations from Las Vegas, and welcome San Antonio and Providence, Rhode Island to its network.

Sharp gets lifeline

THE Victorian Govt has stepped in to provide regional carrier Sharp Airlines with funding to keep the company afloat for at least the next six months.

Along with cash injections from a host of local governments, Sharp Airlines will be able to keep flights between Essendon, Warrnambool and Portland in the air in the short-term.

The government agencies will also work with the airline to explore new flight options, accommodation & tour packages to Vic tourist attractions.

Broome, Kim sale

BROOME, Kimberley & Beyond has released packages to Broome including airfares \$199 each way from Perth and \$399 each way from Syd, Mel and Brisbane.

Airfares to Kununurra from Perth are also on offer starting at \$599 return - for more information, [CLICK HERE](#).

APPOINTMENTS

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Ingrid Berthelsen (Kocijan) has joined **Evolution Travel Collective** as the General Manager of Brand, Strategy and Partnerships. She joins the team after attaining 15 years' experience in roles across various global businesses including Director of Sales Australia / NZ at G Adventures.

1000 Mile Travel Group has welcomed **Christina Atkins** as its new Head of Sales and Partnerships for Vic, Tas, SA and WA. Atkins was previously the Regional Sales Manager for Vic, Tas, SA and WA at Flight Centre Business Travel.

ACTE Global (Association of Corporate Travel Executives) has announced that its Executive Director, **Greeley Koch**, will step down, effective 22 Mar 2019.

Gate 7 has appointed **Vanessa Fletcher** as Visit California Director for Australia and New Zealand. Fletcher joins the team from Contiki Holidays, where she was Marketing Director and Acting General Manager for Australia.

Cruise Lines International Association Australasia has welcomed **Jon Murrie** as its new Communications Director. Murrie was previously Managing Editor at Business Publishing Group, publisher of *Travel Daily* and *Cruise Weekly*.

Air China ups SYD

AIR China will increase its Beijing-Sydney service from five to seven flights weekly for the winter season, utilising A330-300 aircraft, GDS displays show.

The flights will depart PEK at 0110 local time and arrive in SYD at 1550, before setting out on the return service at 1550.

The changes follow bookings closures for Shanghai Pu Dong-Mel and Shanghai Pu Dong-Syd routes from 31 Mar (**TD** 03 Jan).

IATA results Nov

THE International Air Transport Association (IATA) has released its global passenger traffic results for Nov 2018, with total revenue passenger kilometers rising 6.2% compared to Nov 2017.

Capacity grew by 6.8% over the year, yet load factor dipped 0.4 of a percentage point to 80%.

Domestic travel also rose 5.6% in Nov 2018 compared to 2017.

All markets except Australia showed domestic growth.

Carnival backdown

CARNIVAL Cruise Line has put its plans to "cut back on free room service" on hold, according to a *USA Today* report.

The news follows the cruise line's recent announcement that it would start charging for most items on its room service menu, which has since come under "heavy criticism" from customers.

Under the changes, items that used to be free such as a variety of salads, sandwiches and desserts would come with a charge ranging from US\$2 to \$5.

Bluestem Hotel

THE Bluestem Hotel is the latest property to join the Ascend Hotel Collection by Choice Hotels International in Torrance, California.

The 58-room boutique hotel includes open-air yoga and meditation classes, complimentary breakfast, craft beer offerings, a business centre and meeting rooms.



A-LEAGUE

A-LEAGUE WINNER R12

Congratulations

SANDRA HARVEY

from *Europe Travel Centre*

Sandra is the top tipper for R12 of *Travel Daily's* A-League footy tipping competition. She's won a \$250 travel voucher from Keith Prowse Travel.



A-League tipping competition is sponsored by Etihad Airways and Excite Holidays, with the top tipper for the season winning a trip to Manchester to see Manchester City play.



NSW permit LTPS/18/28921 / ACT permit TP 18/01724

LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

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

Travel Daily

www.traveldaily.com.au

Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

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 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)

Travel Daily operates by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

CRUISE WEEKLY

travelBulletin

business events news

Pharmacy Daily

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

January Sale

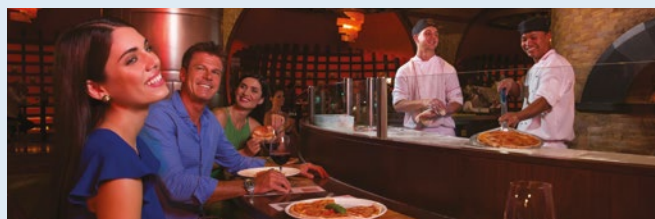
Book by 29 January 2019 for travel between 6 January 2019 – 5 January 2020

YEAR-ROUND KIDS STAY & DINE FREE

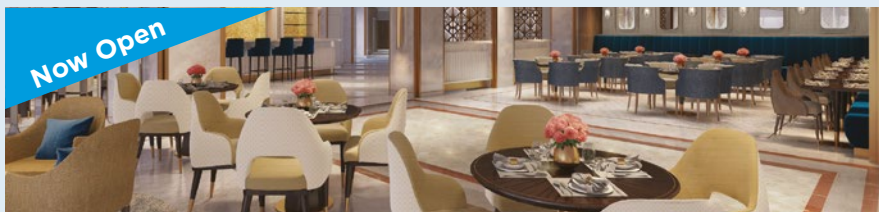


Children up to 12 years stay & eat FREE with a 5-night minimum length of stay in winter. During summer, children up to 15 years stay and dine for FREE without length restrictions*

FREE PLATINUM HALF BOARD



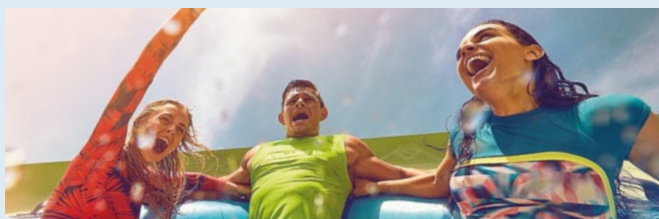
Enjoy unlimited alcoholic house beverages during dinner across nine restaurants, including Bread Street Kitchen and Ronda Locatelli. Adults 21+



IMPERIAL CLUB

Upgrade to an Imperial Club Room and get a newly refurbished room guaranteed

FREE UNLIMITED ACCESS



Aquaventure Waterpark

FREE UNLIMITED ACCESS

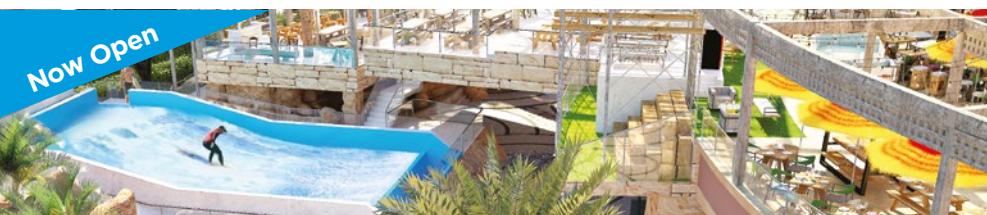


The Lost Chambers Aquarium

Special rates available for travel throughout 2019

NEW DINING EXPERIENCES: HAKKASAN

A modern twist to authentic Cantonese Cuisine



WAVEHOUSE

Prepare to make a splash with this revolutionary family entertainment destination

For more information, contact your preferred travel specialist

*Terms & Conditions apply.

ATLANTIS
THE PALM, DUBAI



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

***NEW* SYSTEMS GURU**

**SYSTEMS SUPPORT CONSULTANT
SYDNEY OR BRISBANE – \$69K PKG**

Are you tech savvy and an expert on a range of travel systems? Then don't miss the chance to join this leading travel company in their systems support team. Working with internal and external industry personnel you'll provide specialist system support including resolving systems queries and issues, new system testing and enhancements. Previous industry experience and Calypso skills are a must. This will be an initial 10 month contract.

MOVE INTO A NEW INDUSTRY

**SENIOR ACCOUNT MANAGER
MELBOURNE – \$110K 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. If you have hospitality sales or an airline background this could be the new career direction you are after. You will be joining an organisation that offers a supportive environment with ongoing training and career opportunities. A strong package and superb benefits on offer.

INTERVIEWS NEXT WEEK

**CORPORATE TEAM LEADER – PREMIUM BRAND
SYDNEY – \$86K PACKAGE**

Be very quick for this rare gem. Don't miss the chance to work for a premium global brand. You will be leading a team of the very best consultants servicing corporate clientele. Strong leadership skills and extensive Travel Industry knowledge required. Working in the CBD you will enjoy a strong base salary with career progression being another huge reason for applying. Interviews are commencing in the next two weeks.

ON THE ROAD AGAIN

**TRAVEL INDUSTRY BDM
SYDNEY- SALARY PACKAGE UP TO \$75K**

We are searching for a Sales Executive who is passionate about travel along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the travel industry, along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

SHOWCASE YOUR STRATEGIC SKILLS

**STRATEGIC SALES MANAGER
SYDNEY – \$100K BASE PLUS COMMS**

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 Sydney you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$100K plus an amazing commission scheme, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

PASSIONATE ABOUT PRODUCT

**PRODUCT MANAGER
MELBOURNE – up to \$80K PKG + BONUSES**

Looking for a new product role? This leading travel company have a Product Manager role based in their Melbourne office. 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.

INSPIRING ROLE

**BUSINESS DEVELOPMENT MANAGER
NSW – STRONG SALARY PACKAGE**

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring in new business. Strong salary + commissions on offer. If you have an interest in sporting, music or culture this could be the role for you, based in the western suburbs.

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.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au