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IMAGE CREDIT: VISITBRITAIN - SIMONWINNALL

CTM in talks with Capita

CORPORATE Travel Management (CTM) has responded to speculation and confirmed it had preliminary discussions regarding a potential acquisition of British outsourcing firm Capita's travel business.

Capita provides IT-led services for the public and private sector and owns UK travel management firm Capita Travel and Events.

The London-based company announced it had received an unsolicited offer from CTM several weeks ago.

"Given the stage of discussions, which are ongoing, there is no certainty that the disposal will complete or of the transaction

consideration," Capita said in a statement.

CTM said the approach was consistent with its stated strategy, noting that it continued to evaluate a number of potential acquisition targets.

The company said talks consisted of "early stage discussions and there was no certainty as to whether a transaction will be agreed nor as to the terms or timing".

"In this regard CTM, has not contemplated undertaking any acquisition this financial year," CTM said.

Both stated that further announcements would be made if appropriate.

NCL Free at Sea

NORWEGIAN Cruise Line is running a Free at Sea promotion offering up to US\$2,000 in added value for travellers.

The deal allows clients to choose up to five free offers, including a free beverage package and wi-fi, plus US\$100 onboard credit for pax booked in an Oceanview room and above.

More on the **cover page**.

Today's issue of TD

Travel Daily today has 10 pages of news and photos, a front cover page for **Norwegian Cruise Line**, a special feature for **Wendy Wu** plus full pages from:

- Albatross Tours
- Travel Trade Recruitment
- NTIA People's Choice
- Consolidated/MU promo



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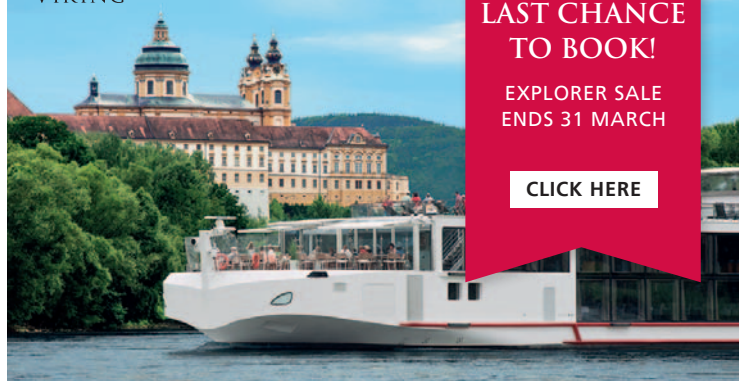
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AFTA on the prowl

THE Australian Federation of Travel Agents (AFTA) is on the hunt to find the country's favourite travel agency.

The "People's Choice: Travel Agency of the Year" category for the National Travel Industry Awards will be bestowed on the agency which receives the most consumer votes by 31 May.

AFTA has produced promotional material for agents to encourage clients to vote - see **page 13**.

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Prince Hotels targets Syd

JAPANESE hotelier Prince Hotels has set its sights firmly on global expansion, and is "looking hard" for a suitable property in Sydney as part of a plan to triple in size over the next decade.

Prince currently has 74 hotels in its portfolio, with Australian-based StayWell Holdings, acquired about 18 months ago (**TD** 04 Jul 2017), seen as a key part of its international growth aspirations.

The company's Executive Managing Officer, Ryuichiro Nishiyama yesterday hosted an event in Sydney to outline the plan, as well as showcase the existing Prince and StayWell properties both in Japan and internationally (see **page four**).

StayWell President, Simon

Wan, said by 2030 there would be "lots of Prince Hotels outside of Japan," complementing current properties in Guangzhou and the recently acquired The Arch London, which is set to be rebranded and refurbished under the five-star Prince Akatoki brand.

Prince Hotels and Resorts is one of Japan's largest hospitality operators, and is a subsidiary of Seibu Holdings Inc, which operates more than 80 businesses across the globe.

As well as hotels, the portfolio includes 31 golf courses and nine ski resorts, along with hot springs resorts and other recreational facilities throughout Japan.

Nishiyama said last year over 23,000 Australians had stayed in Prince hotels when visiting Japan.

Albatross addition

ALBATROSS Tours has introduced a nine-day Northern Lights, Ice Hotels & Huskies itinerary for 2020.

Priced from \$7,898 per person twin share, the journey takes travellers through the wilderness in search of the northern lights and features a stay in an ice hotel.

For more details on the addition and information on Albatross Tours' trade marketing tools, head to **page 11**.

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Find out what exactly is the new Qantas Channel and what it means for you in the March issue of *travelBulletin*.

CLICK to read
travelBulletin



MU incentive

CONSOLIDATED Travel and China Eastern Airlines are offering agents the opportunity to win one of three \$2,000 travel vouchers, as well as cash rewards for tickets issued 07-31 Mar 2019.

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

AGENT EXCLUSIVE

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AAA praises Labor stance

THE Accommodation Association of Australia (AAA) has labelled the Australian Labor Party's pledge to ban price parity clauses between online travel agencies and hotels "a breakthrough for our industry".

The industry body released a statement this week saying they "have been lobbying for this outcome for years," and that the current clauses which prohibit accommodation operators from selling a lower rate online was "an outrage".

"Effectively this means that our industry, should the Labor Party win office, will be able to finally offer the best rate directly to our customers without fear of being darkened or threatened by these big Multinational OTAs," said AAA's Chief Executive Officer, Richard Munro.

"The winners will be the operators of small business and the public who can finally get a

better deal by going direct online once this legislation is passed," he added.

"Up to this point, the only way to offer our customers a better rate was via telephone, walking in or via a hotel loyalty program, but customers are booking online and not getting the best deal at all."

The two dominant online travel agencies are Expedia, which operates the Expedia, Wotif, Hotels.com and Trivago brands, and the Priceline Group, which operates the Booking.com brand - comprising 85% of online accommodation bookings.

No aircraft ban: FAA

THE Federal Aviation Administration (FAA) of the United States has confirmed it will not force the grounding of Boeing's 737 MAX 8 aircraft despite two deadly crashes involving the jets over the past six months.

The decision follows the grounding of the model around the world including Europe, China and Australia (**TD** breaking news), who have ordered the change pending an investigation from the most recent accident involving Ethiopian Airlines.

"The aggregate safety performance from operators and pilots of the Boeing 737 MAX... shows no systemic performance issues and provides no basis to order grounding the aircraft," the FFA said in a statement.

IATA gets fresh

THE International Air Transport Association has launched a new industry certification to improve the handling and transport by air of perishable products.

The new Center for Excellence for Perishable Logistics (CEIV Fresh) program is being launched with HKG debut partners including Cathay Pacific and the Airport Authority Hong Kong, which piloted the scheme via a unique "community approach".

Window Seat



A VIRTUAL reality game that inspires people to conserve the Great Barrier Reef (GBR) has been developed for passengers to play on reef boats and has been successfully tested by GBR operator Passions of Paradise.

Designed by Eco Games, players don a headset to build their own three-dimensional underwater seascape.

Of the 35 passengers who played, 72% chose to make a contribution to the Cairns Turtle Rehabilitation Centre after playing the game.



Sustainability deal

ATTENDEES of *Travel Daily's* Sustainability Summit who are arriving from out of town are eligible for a 10% discount on their accommodation.

To take advantage of the offer, book a room at the Vibe Sydney and enter the promo code "TRAVELDAILY".

The summit takes place in Sydney on 30 Apr.

There is a 24-hour cancellation policy for the hotel with details provided upon booking.

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TUI expanding into Asia

BRITISH travel giant TUI has been granted a licence to operate an outbound travel business from Malaysia, with the Kuala Lumpur-based office to be called TUI International Holidays Malaysia.

The publicly listed company said it was focusing on “increasing numbers of South-East Asian guests, who are travelling more frequently and differently”.

Key destinations will include both Europe and Asian countries, with TUI already operating its own properties in Sri Lanka, Thailand and the Maldives.

TUI Chief Development Officer for New Markets, Frank Rosenberger, said the move was part of the “TUI 2022” strategy which aims to boost the company’s customer base by one million clients in new markets over the next three years.

The marketing of TUI Hotels & Resorts for the region will be

controlled from Bangkok, and unlike the classic TUI markets in Europe, the business will “operate via the Group’s digital platforms and together with strong partners,” he said.

The South East Asian expansion plan will see the company grow to a total of up to 25 hotels in the region over the next few years.

TUI is also closely focusing on Asia in its cruise strategy, with TUI Cruises and Marella Cruises each stationing a ship in Singapore and Langkawi respectively during the northern winter.

EK doubles STN

EMIRATES has announced the addition of a second daily non-stop service between Dubai and London Stansted Airport.

Set to debut on 01 Jul the three class 777 flight boosts EK’s overall London frequencies to 11 daily.

Prince popular with Aussies



PRINCE Hotels & Resorts is set to significantly boost its profile in the local market, yesterday hosting an event in Sydney as a reflection of the huge increase in Australians visiting Japan (see p2).

The company has 43 properties across Japan, both in major cities and key leisure destinations, along with nine ski resorts.

StayWell Holdings, acquired by Prince in 2017, is spearheading the group’s international expansion with a portfolio in Australia, Europe, the Middle East, India and South East Asia.

Last year the group’s Japanese offerings saw a whopping 23.5% uplift in Australian patronage, with spokesman Ryuichiro Nishiyama saying he was

“thrilled to see more Australians recognising the quality product and service offering Prince Hotels and Resorts brings to the market”.

The company is aiming to transform from a Japanese chain into a global hospitality brand, with a target of 250 properties across the world - 150 in Japan and 100 elsewhere - by 2030.

Pictured above from left are: Prince Hotels and Resorts Director Executive Managing Officer, Ryuichiro Nishiyama; StayWell Global Director Revenue Generation, Fiona Godfrey; Prince Hotels & Resorts Supervisor Public Relations Department, Yuka Hagiwara; and StayWell Holdings Pty Limited President & Director, Simon Wan.

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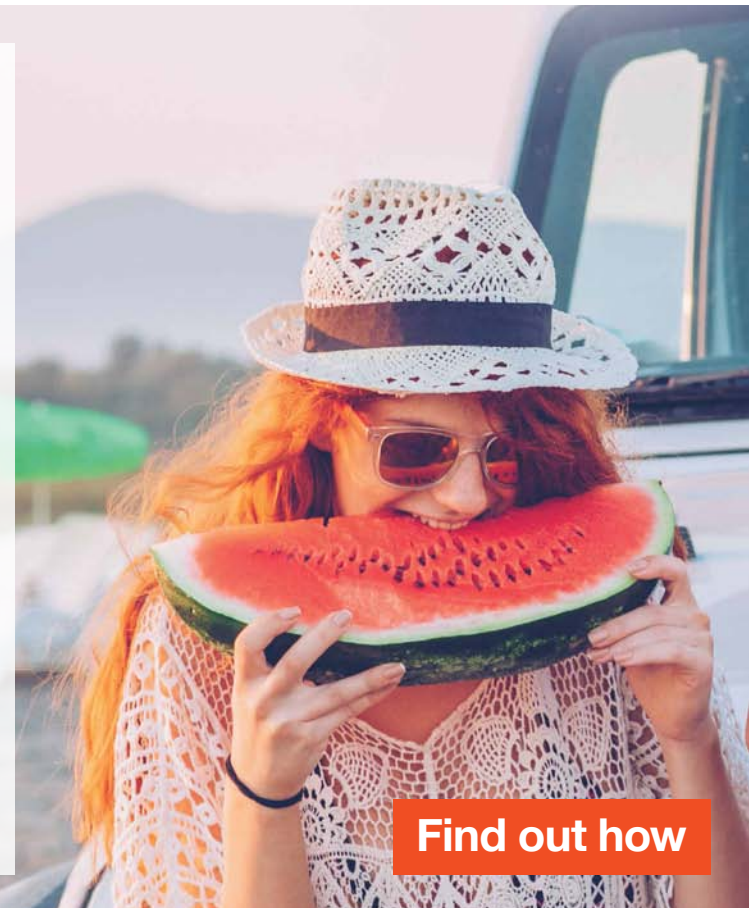
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Wednesday 13th March 2019

APT Small Ships '20

APT has launched its 2020 Small Ships brochure with a fresh new look which it said aimed to communicate the brand as an "all-encompassing experience".

To celebrate the release, APT is offering special deals for bookings made before 30 Nov including discounted Business class flights from \$2,995 per person on select Japan trips in 2020.

Applicable trips include new additions to the program such as the 13-day Tides of the Indian Ocean sailing which explores the Seychelles, Madagascar and Mauritius.

The trip starts from \$14,995ppts, representing savings of \$1,200 per couple.

A companion fly free offer is available on the new 10-day British Isles Quest visiting remote shores such the Isles of Scilly and Scotland's the Isle of Staffa.

To enquire about the brochure and its deals call 1300 196 420.

Bench Help launch

AFRICAN travel specialist Bench Africa has boosted its feedback collateral by launching a new enquiry platform called www.benchhelp.com.

The operator has developed a list of qualifying questions so that agents can get the best answers for their clients.

"It's taking the stress out of an African enquiry and it's nice to know that giving your clients the trip that best suits is as simple as asking Bench for help," said Trade Relations Manager Cameron Neill.

Agents can also specify which consultant they wish to deal with.

Qantas FF tie-up

QANTAS and Mileslife have signed a strategic partnership that enables Qantas Frequent Flyer members to earn points on Mileslife's network of over 30,000 dining, retail and everyday merchants and products.

TMS celebrates 25 years



THE global team from TMS Talent's collective offices came together in Thailand's capital Bangkok last weekend to mark the company's 25th birthday.

Staff from offices located in Auckland, Bangkok, Brisbane, London, Melbourne and Sydney converged on the city, sharing in some unique Thai experiences such as tuk-tuk riding, a visit to the iconic Temple of the Reclining Buddha and Wat Saket - The Temple of the Golden Mount.

The group also enjoyed a foodie exploration of the Thai streets before dining at the rooftop of the Siam@Siam Design Hotel.

"In our 25th anniversary year,

we wanted to bring the entire team together face-to-face to thank and reward them for their loyalty and passion," said TMS Talent Group MD John Terry.

"I have a firm belief that business success is a direct result of having a team of highly motivated, ambitious and resilient employees who are dedicated to their clients and candidates," he added.

The company has experienced solid growth over the last five years, driven by a product suite that includes tailored recruitment solutions for the travel and hospitality sectors.

Pictured: 25th b'day group shot.

Travel Daily
presents


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Chief Purpose
Officer, Intrepid
Group



Daniel Skjeldam

CEO,
Hurtigruten

Giles Hawke

Global Lead -
Sustainability, CEO
UK, Cosmos Tours &
Avalon Waterways



More speakers to be announced soon

Scenic winners

SCENIC has revealed the winners of its competition which launched its new global e-learning platform, Scenic Academy.

Scenic offered \$1,000 Scenic Rewards points to the first consultant in each Australian state to complete the four launch courses by 28 Feb.

The winners included Chantelle Swift, Helloworld Lake Haven, NSW; Julie Berzins, Helloworld Canberra Centre, ACT; Jessica Driessen, Helloworld Travel Gladstone, Qld; Kelsey Hicks, Travel & Cruise Yarrowonga, Vic; Lorien Everett, Phil Hoffmann Travel Glenelg Cruise, SA/NT; Ngahua Parata, Travel Key Leederville, WA; and Louella Horne, RACT Travel Kingston, TAS.

The next 50 to register and complete the courses received \$100 Scenic Rewards points.

Access Scenic Academy and view the list of winners [HERE](#).

Tix prices to fall

GLOBAL average ticket prices (ATP) for air bookings are forecast to drop to around US\$673 by Apr, down just over 4% from Feb, according to recent CWT Solutions Group figures.

The global ATP rose approx 6% month-on-month in Jan, & then a further 3% in Feb, to US\$702.

The growth was due to airlines applying new commercial policies & revenue management models, which "pushed up airfares".

The report also predicts that travellers' advance purchase behaviour will worsen over the next two months as a result of "relaxed travel restrictions".

Christophe Renard, VP CWT Solutions Group said "travel managers are advised to stress the importance of booking in advance, either as a message displayed on the [Online Booking Tools] or through targeted communications to travellers".

Lido goes dry for TIME



THE Lido Group has exceeded its goal of raising \$3,000 for the Travel Industry Mentor Experience (TIME) community by going dry for 90 days.

The Lido Group CEO, Steve Mackenzie and Chairman, Martin Cowley decided to embark on the "Go Dry for TIME" initiative after a particularly "silly season".

The pair handed over a cheque for \$3,700 at TIME's recent graduation event in Sydney, a figure that would fully fund a participant through TIME's mentoring program.

Pictured are Steve Mackenzie and Martin Cowley presenting TIME Director Sue Graham with a cheque for their raised "Go Dry for TIME" funds.

SIGN UP FOR 2019 NRL FOOTY TIPPING

NRL footy tipping is back for 2019 with the grand prize of flights from Emirates to Europe, plus weekly prizes from Expedia.

CLICK ON THE NRL LOGO BELOW TO SIGN IN OR JOIN FOR 2019

SIGN UP BY THURSDAY 14 MAR FOR NRL



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Hurtigruten incentive

BENTOURS and Hurtigruten have extended the chance for one agent to win a cabin on the 17-day Andean Coast cruise onboard Hurtigruten's *MS Roald Amundsen*.

Agents can go in the draw by booking and depositing any Hurtigruten coastal full voyage or any Hurtigruten expedition cruise with Bentours by 31 Mar.

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What is a Host Agency?



Wednesday 13th March 2019

40 years of Adventure World



ADVENTURE World MD Neil Rodgers with Gloria Chiu of Chung Pak Travel and Deb Long of Weston Cruise & Travel.

LAST night Adventure World hosted key industry partners at an exclusive event in Sydney to celebrate the company's 40th anniversary.

Also on hand were a number of the wholesaler's international supplier partners, including representatives from Explore

Worldwide, Lindblad Expeditions, Rocky Mountaineer, Star Clippers and Natural Habitat Adventures.

Travel Daily was on the spot and took these pics, with lots more at facebook.com/traveldaily.



NATURAL Habitat's Don Martinson, who came all the way from Colorado, with Caroline Ferguson of Luxury Bound.



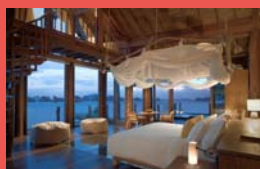
EXPLORE Worldwide's Ben Ittensohn came home to Australia for the event, pictured with Melita Zaknic and Tina Stamell of Travel Partners.

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.



Emporium Hotel South Bank in Brisbane has revealed its brand-new Piano Bar featuring a grand piano, which will be played daily from 4pm; a curved bar, wrapped in a back-lit smoky gun metal onyx; a custom-made chandelier; and frangipani-themed, laser cut steel bi-fold doors. Live jazz will also be played every Fri and Sat night. Piano Bar will serve barrel-aged spirits, cocktails, and a wine collection of local and international wineries.



Six Senses Yao Noi, Thailand has reintroduced The View, a newly revamped one-bedroom villa featuring an infinity-edge pool, a pool shack, private cinema, sunken dining area, plus a mezzanine floor and a fitness studio. The View offers a 360-degree view of the surroundings including a panoramic view of the limestone karats of Phang Nga Bay.



The Boathouse Group has unveiled its seven new guest house rooms at **Barrenjoey House** in Palm Beach. Rooms are located on the upper level of the 1923-built heritage-listed hotel and feature an ensuite and views of either the property's courtyard or the Pittwater. A larger loft suite on the top level also includes a dining room and lounge room.

Aquaman exhibition

WARNER Bros. Studio Tour Hollywood has revealed a new *Aquaman* exhibit at DC Universe: The Exhibit.

The interactive exhibit showcases props and costumes worn by Jason Momoa, Amber Heard, Nicole Kidman, Patrick Wilson and more.

The exhibit also features recreated sets from the film, including the Sunken Galleon, where attendees can get up close to the costumes worn by the characters.

"*Aquaman's* roots run deep in the DC universe," said Gary Soloff, Director of Marketing, Warner Bros. Studio Tour Hollywood.

CLICK HERE to see more.

Relaxing airports

COLOGNE Bonn Airport in Germany has taken the number one spot for the world's most relaxing airport, according to research conducted by voucher, coupon and discount deals website, MyVoucherCodes.

The company rated 81 of the "world's busiest airports" on queue time, lounge costs, and on-time performance.

It also considered passenger numbers and lounge facilities.

Kansai International Airport in Japan came second; Germany's Stuttgart Airport was third; and Athens International Airport in Greece took out the fourth spot.

MEL was placed 49th and SYD rated 65th - **CLICK HERE**.



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JAPAN AIRLINES



Qatar's all female flight



QATAR Airways celebrated womanhood last week by operating a service from Brussels to Doha with an all female crew.

All 15 crew members on board the A350 service, including flight attendants and pilots, were women, with QR CEO Akbar Al Baker saying the carrier was committed to promoting gender diversity across the board.

"Our flight from Brussels to Doha is a testament to our wider goal of ensuring that women are equally represented at Qatar Airways, and recognises that the most advanced societies include women in the highest ranks of leadership," he said.

QR also recently announced a 10-year partnership with IATA in support of the launch of the "IATA Diversity & Inclusion Awards," with the first winners to be announced at the IATA AGM in Seoul, Korea in Jun this year.

Maui car rental

HAWAII'S Kahului Airport on the island of Maui is set to open a major new centralised car rental facility on 15 May this year.

The CONRAC (consolidated rental car) building has four levels and is linked to the airport terminal via a new train system.

As well as car rental offices and service counters the facility will have vehicle washing stations, 72 fuel pumps and about 4,500 parking spaces.

It's been funded by a state-imposed car rental tax.

El Al's new menu

EL AL Israel Airlines has launched a new Business class menu, in partnership with its recently appointed celebrity chef Shahaf Shabtay, whose flagship eatery is Tel Aviv's upmarket Nithan Thai.

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To Apply please send your CV to careers@helloworld.com.au

Wilpena Pound app

VISITORS to South Australia's Flinders Ranges region can now navigate the Wilpena Pound Resort via a new smartphone app, which is being touted as a "first for an Australian Indigenous accommodation business".

Fully developed in-house, the new app is available at no cost on Google Play and the Apple App Store, and features a welcome to Indigenous Adnyamathanha Country along with a guide to the Ikara-Flinders Ranges National Park, Ikara Safari Camp and Wilpena Pound Resort and Campground.

QF files AY c'share

QANTAS and Finnair have filed changes to their codeshare partnership to New Zealand, as well as Jetstar Airways services between Australia and Japan.

The expanded codeshare was given the green light by the IASC last month (**TD** 07 Mar) and the planned new routes will begin operating 31 Mar.

A Finnair operated by Jetstar service will fly on the Cairns-Osaka Kansai route.

Under the deal, Finnair operated by Qantas services will include flights from Brisbane, Melbourne and Sydney to New Zealand destinations including Auckland, Christchurch, Queenstown and Wellington.

Contours special

LATIN America specialist Contours Travel is offering savings of more than \$6,000 per couple on a last-minute Galapagos Islands package, for travel in the next two months.

The deal represents a saving of more than 25% and includes free return flights to the Galapagos from mainland Ecuador and entrance to the Galapagos National Park, with a seven night cruise aboard the 32-guest *M/V Evolution* expedition yacht featuring close-up encounters with local wildlife - 1300 135 391.

MU additions

CHINA Eastern Airlines is expanding services to Bangkok and Singapore, with the addition of flights from Chansha to both cities as well as a new Shenzhen-Bangkok route, with all flights to utilise A320/321 aircraft.

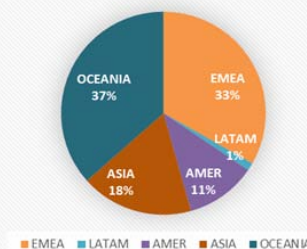
HOT DESTINATIONS

THE TAAP TOP TEN

Brought to you by Expedia

"**New**" release, additional unpublished Package Rates, lock the price, pay later, ask us how.

Expedia TAAP Destinations FEB 19



New records are falling as Expedia TAAP reports a record trading month for February. AU TAAP agents booked 1,163 different destinations, across 142 Countries. EMEA continues to show the most growth Year on Year and good to see some additional growth for the US in Feb.

The top ten destinations booked last month were Sydney, Melbourne, Singapore, London, Brisbane, Bali, Hong Kong, Rome, Perth and Adelaide. Gold Coast, Paris, Tokyo, LA and NYC are all very close, just outside the top 10.

We saw a terrific run on UK bookings and funny enough, Ireland had a terrific growth month, just in time for St Patrick's Day. Great to see Turkey also showing fantastic growth last month.

Regionally, EMEA up to 33%, OCEANIA down 1 to 37%, Asia down 1 to 19% and North America steady at 11% of the transaction mix.

Some of the out of the way destinations included Saskatoon CAN, Wadi Rum Jordan, Abruzzo Italy and Visakhapatnam India.

Expedia TAAP, keep your customers coming Back.



Content produced
in collaboration with
Wendy Wu Tours

ON THE 02 Jul 2019 on a small strip of land in northern Chile travel agents' clients can bear witness to a rare and incredible phenomenon, a total solar eclipse, thanks to Wendy Wu Tours.

Just before sunset, the moon will pass between the sun and the earth, blocking the sun completely for two minutes in a breathtaking display.

Travellers can capture this once-in-a-lifetime event with Wendy Wu Tours on one of three specially curated tours departing this Jun.

All tours include an exclusive total eclipse viewing experience with guests transported via private charter plane into the



Image: Moon Valley, Atacama, Chile

heart of La Serena in Chile to a reserved viewing area for optimal star-gazing.

Here they will sip on premium wine as they are guided through this unforgettable celestial show by eclipse expert, Dr Stuart

Clark, a renowned astronomer, BBC presenter and author of several published books.

The tours are part of Wendy Wu Tours' exciting new 2019 South America product offering. Chile Eclipse packages start

at eight days from \$6,980pp, twin share, which includes international and charter flights, accommodation and sightseeing.

Refer to www.wendywutours.com.au/chile for more information.

Taste South America

AS HOME to some of the finest wines and famous delicacies, a tour of South America is a foodie's paradise and these experiences take centre stage in Wendy Wu Tours' new 2019/2020 South America brochure.

Chile, Argentina and Uruguay produce some of the world's most delicious grape varietals and a vineyard tasting in these wine regions is a must.

Colombia's lush environment is renowned globally for its coffee beans and guests can look forward to a coffee plantation tour finished off with a freshly brewed cup of java.

A trip to the region would not be complete without a visit to a local cocoa plantation in Costa Rica to learn the process of chocolate production from planting to harvest to finish.

Travellers will end their tour with the special bonus of sampling some of the chocolate.

The brochure also includes a range of unforgettable sights in the region, along with the culinary experiences.

For more information or to book **CLICK HERE** or speak to your local BDM.



Wendy Wu Tours.

DON'T MISS the Chile Eclipse

3 UNMISSABLE TOURS

- ✓ Witness the solar eclipse
- ✓ Private charter plane
- ✓ Reserved viewing area
- ✓ Sip on premium wine
- ✓ Learn astronomy from Dr Stuart Clark

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ONCE IN A
LIFETIME
EXPERIENCE!

Antarctica with WWT & One Ocean

FORMERLY considered inaccessible to the humble holiday-maker, Antarctica has quickly become a bucket list destination.

Wendy Wu Tours is making Antarctica even easier to get to for their customers, announcing a preferred Australian partnership with One Ocean Expeditions – experts in comfortable expedition cruising to the region.

When booking any South American package, agents can choose from a series of Antarctica expeditions departing from either Chile or Argentina to extend a client's trip.

To organise pre- or post-arrangements call WWT's Tailor Made specialists, on 1300 727 998 or refer to your local BDM.

Wu South America

IN RESPONSE to the increasing appeal of South and Central America's food, salsa and vibrant colours, Wendy Wu Tours has launched its 2019/2020 brochure.

The program covers over 14 countries including Brazil, Costa Rica, Chile, Peru, Colombia and Guatemala, across 18 awe-inspiring journeys.



Volleyroos win gold



HELLOWORLD Travel agents from around NSW attended VolleyFest at Manly Beach on Sun to cheer on the Helloworld Travel Volleyroos in the World Beach Tour event.

The 10-day competition saw the Helloworld Travel Volleyroos take home gold in both the men's and women's Australian Beach Volleyball Championships.

Pictured are Helloworld Travel reps and guests inc Cathy and Patrick Natoli, Laze Away Travel; Chelsea Stephens, Bathurst Travel Centre; Karen Dalmati, Helloworld Travel Blacktown; Julie Primmer, Head of Branded Networks at Helloworld Travel;

and Nathaly Naughton, National Sales Manager Helloworld Travel Branded Network.

SC ropes course

THE Tree Tops Challenge High Ropes Adventure Park on the Sunshine Coast will open 23 Mar.

Queensland Tourism Industry Development Minister Kate Jones said the course was the highest high ropes course in Australia and the fifth attraction owned and operated by Tree Tops.

The attraction combines more than 100 high ropes challenges and 12 ziplines spanning up to 130 metres.



JINGLE YOUR WAY TO LA

Delta Air Lines has partnered with *Travel Daily* to give agents the chance to win flights from Sydney to LAX in Delta's Premium Select cabin.

Delta launches the refurbished B777 in April on the daily Sydney–Los Angeles route. Help them sell the new Delta One and Delta Premium Select cabins – and you could win return tickets to LA!

To enter, come up with a jingle (max 200 words) about the new cabins and the Delta experience. You must include the following words; 'suite', 'daily', 'bed' and 'WiFi'.

Get creative for your chance to experience the Delta Premium Select cabin. **CLICK HERE** for some more information about Delta's new cabins. Send entries to delta@traveldaily.com.au

PassWallet relaunch

TRAVEL tech start-up QUICKET.io has relaunched mobile app PassWallet, following its recent acquisition.

The virtual wallet opens a new channel of distribution for ancillary air travel services, with airlines able to update tickets and boarding passes plus offer upgrades, meals and other services to their pax directly from within the app.

Auckland Magnifica

MSC Cruises' *MSC Magnifica* has reached Auckland today, as part of her 118-night World Cruise from Genoa, Italy.

In celebration of her maiden call, MSC Cruises organised events to welcome guests.

After an overnight in Auckland, she will make her maiden call in Syd on 18 Mar, followed by Melbourne on 21 Mar and Fremantle on 26 Mar.

Choose to be rewarded

Sell Etihad to win

Fancy some fun in Paris? Simply sell Etihad between 11 to 31 March 2019 for a chance to win a pair of return Business or Economy tickets. There's also 10 L'Occitane vouchers up for grabs so you can truly treat yourself. Don't miss out!

ENTER NOW

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FOR
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**9 Days | Only \$7,989 pp twin share
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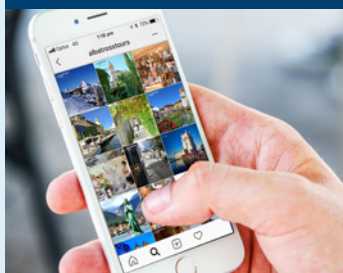
- Small group size of 30 travellers
- Travel through the wilderness in search of the Northern Lights
- Sit back and enjoy a husky ride
- Stay in the once in a lifetime ICEHOTEL
- Over \$2,000 value of extras included!
- Travel on an Ice Breaker
- Float in the Baltic Sea
- Take a sunset snowmobile ride

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Working in partnership with the Australian Travel Industry

Corporate travel Consultant | OBT Specialist

Sydney, Up to \$65k + Super, Ref: 3947PE1

My client, A boutique travel management company are looking for a Domestic Online Implementations Travel Consultant to join their team. You need to be driven, demonstrate attention to detail, want to grow & develop with the team. You will be responsible to implement & maintain the online system, Serko along with managing corporate clients online & offline domestic bookings. Must have experience in Amadeus, Tramada & Serko. If this sounds like you please apply to join a successful, fun family team.

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

Domestic Corporate Travel Consultant

Perth, Up to \$55k + Super, Ref: 4444JB1

Our client is seeking a Domestic Corporate Travel Consultant for their office near 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 Amadeus and be able to work autonomously. Experience using Tramada is also desirable. The role is Monday to Friday and the successful candidate will enjoy a competitive salary.

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

Travel Consulting | High End Agency

Brisbane, \$45-55k + Super + Bonus, Ref: 1784AW2

Exhausted in your current role? Want to get your work/life balance back? Fed up with micro management? Want to work autonomously with pride & passion? Ready to work within a supportive team environment? Want to provide outstanding customer service to valued customers? Want to sell HIGH END/LUXURY product & destinations? Ready for a new challenge? Want to earn BIG \$\$? IF you answered yes to 4 or more of these questions, then this travel consulting role is for you! APPLY NOW!

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

Travel Adventure Consultant - Japan

Sth Est Melbourne, \$58k + Super, Ref: 3904HC12

Sell hiking adventure trips to Japan in a sales office based environment - A product you will love! This respected travel company are looking for someone to join their growing team. Enjoy great benefits such as Monday to Friday only + One RDO a month! Great team environment where you will feel valued every single day. They're looking for someone who has a true passion and personal experience for hiking and trekking holidays - sales experience and travel to Japan is a must.

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

MICE Account Manager

Sydney, \$Competitive, Ref: 3929SJ1

I am seeking a MICE experienced candidate who has solid experience in group logistics and ideally experienced with Events Air but someone who is also comfortable on the ground in events and escorting group tours. This is a diverse role where no two days are the same. Must love groups and managing group travel movement with some event / MICE experience also. This is a niche company with lots of opportunity to progress and diversify your career. Please call me today for a confidential chat!

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

Wholesale Japan Travel Specialist

Brisbane, Base + Comms on Deposit, Ref: 34885Z2

Global tour operator running exclusive, luxury, small group journeys & private FIT touring to Japan is on the lookout for an experienced travel / res consultant to look after all things Japan! Specialising in an area will only assist with your product knowledge & stability in a job especially when the company has big plans for growth & will reach the pinnacle by 2020. Our clients promote from within & you will have the opportunity to step into management or any other departments of interest.

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

Cruise Travel Consultant

South BNE, up to \$45k, Ref: 1385CGA1

Seeking a dynamic, enthusiastic, sales focused travel consultant with at 12 months experience within a sales role. Come and join a leading name in travel within their growing department. This company really looks after their staff so expect excellent working environment and amazing perks! This role is for someone with a proven background in achieving targets and displays the highest level of customer service. Don't wait, apply now if you're ready to take your next step in your career.

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

Luxury Travel Consultant - Part Time

Bayside (VIC), \$65k + Bonus, Ref: 3914HC1

If you want to work part-time hours, be a part of a Travel & Cruise Agency and earn an excellent salary - APPLY NOW! This is a fantastic opportunity for an experienced tailor made travel consultant to join the expanding team in this leading, luxury clientele based agency. You will be creating bespoke holidays and booking luxury travel packages. The ultimate purpose of this role is to create and convert the sale of high quality tailor-made itineraries to exceed clients expectations.

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



Find your ideal travel job at www.TravelTradeJobs.com.au
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Who will be crowned People's Choice: Travel Agency of the Year 2019?



AFTA is on the hunt to find Australia's Favourite Travel Agency.

The People's Choice campaign, now in its fourth year is set to turbocharge consumer engagement and rally as many consumer votes as possible.

To achieve this, AFTA has expanded its media partnerships to include Australian Traveller Media and new partners The Sydney Morning Herald and The Age.

HOW DOES IT WORK?

Have your clients vote for your ATAS Travel Agency to win. The Travel Agency with the most consumer votes by 31 May will be crowned the NTIA People's Choice: Retail Travel Agency of the Year and awarded at the NTIA Gala Dinner on Saturday 20 July 2019.

WHY SHOULD MY CLIENTS VOTE?

To encourage Australians to vote, APT are offering your clients the chance to win an 11 Day APT Kimberley Coast Cruise for two people valued at \$23,500.

HOW CAN I GET MY CLIENTS TO VOTE?

AFTA has produced a suite of promotional material that you can use to encourage your clients to vote for you. Simply visit afta.com.au to download the assets.

For more information or to vote visit atas.com.au/votenow





WIN your next holiday with China Eastern Airlines

Consolidated Travel and China Eastern Airlines are offering 3 China Eastern Travel Vouchers valued at \$2000 each to the highest selling agents beyond China per state. Plus, agents can earn Cash Rewards on return tickets ex. MEL/SYD/BNE issued between 07MAR-31MAR19

WIN 1 of 3 \$2000 Travel Vouchers

VOUCHER REWARDS FOR RETURN TICKETS EX. SYD/BNE

TRAVEL PERIOD: 07MAR19-31DEC19

	Economy Class	Premium Economy	Business Class
China	\$10	\$30	\$30
Beyond China	\$30	\$30	\$50*

*Extra reward of \$50 per eligible return business class ticket departing before 30APR19

VOUCHER REWARDS FOR RETURN TICKETS EX. MEL

TRAVEL PERIOD: 07MAR19-31DEC19, 15JUL19-20AUG19, 02SEP19-13SEP19 & 26SEP19-15NOV19

	Economy Class	Premium Economy	Business Class
China & Beyond China	\$10*	\$30	\$50

*No reward for economy class tickets for travel between 07MAR-21APR19

Terms and Conditions: Valid for tickets issued by Consolidated Travel or via Quicket between 07MAR-31MAR19 on MU International itineraries ex BNE/MEL/SYD plated on MU (781) ticket stock on the Consolidated Travel IATA issued from VIC/TAS, NSW/ACT and QLD. Minimum of \$10,000 in net international ticket sales is required to qualify plus 20% growth compared to the same period in the previous year. All sales will be tracked by Consolidated Travel at the completion of the promotion. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not considered. The prizes are open to VIC/TAS, NSW/ACT and QLD full time international selling agents only. Vouchers are capped and all claims must be emailed to promotions@consolidatedtravel.com.au by COB 05APR19 Consolidated Travel and China Eastern Airlines reserve the right to alter or cancel the promotion at any time. It is a condition of accepting the prize that the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 7th March 2019.