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Antarctica's Scenery & Wildlife



Friday 29th November at 7:30pm (AEDT)

Tune in to watch the 2nd episode on The Living Room with Dr. Chris Brown as the travel presenter. This segment will feature Antarctica's icy landscape teaming with wildlife including penguins and seals!

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Seven to drop 7travel?

EXCLUSIVE

SEVEN West Media has confirmed talks over the future of its "7travel" operations, as the company's newly appointed CEO implements a strategy to divest all non-core brands and assets.

James Warburton took over at Seven in Aug following the resignation of Tim Worner, and has wasted no time in making changes, including the sale of Pacific Magazines to Bauer Media.

Speculation about the future of 7travel has been swirling this week, with a Seven West spokesperson yesterday confirming the company and its fulfilment partner, Flight Centre offshoot Ignite Travel Group, were "currently in discussion about the future of the 7travel brand and its

ongoing operations".

7travel launched with fanfare exactly two years ago (**TD** 27 Nov 2017), cementing a partnership with Ignite Travel Group earlier this year (**TD** 08 Mar).

Ignite MD Randall Deer said the 7travel deal had expanded the reach of his business across TV, print and digital.

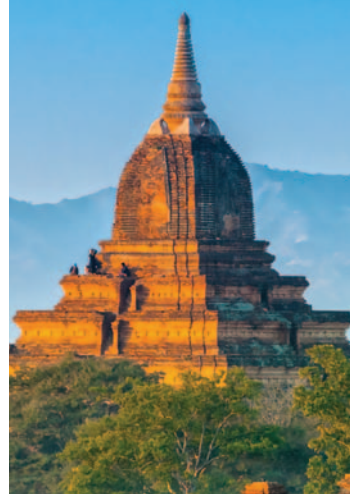
He told **Travel Daily** while the talks were ongoing, Ignite was continuing to service all existing clients, and negotiating to buy media and the large 7travel database to continue the concept as a 100% owned Ignite Travel Group brand.

Aurora Living Room

AURORA Expeditions will once again be featured on Channel 10's *The Living Room* tomorrow night, with the second episode showcasing the brand new *Greg Mortimer* in Antarctica, presented by celebrity vet Dr Chris Brown.

To be broadcast at 7.30pm AEDT tomorrow night 29 Nov, the segment teeming with penguins and seals is certain to inspire clients - see the **cover page**.

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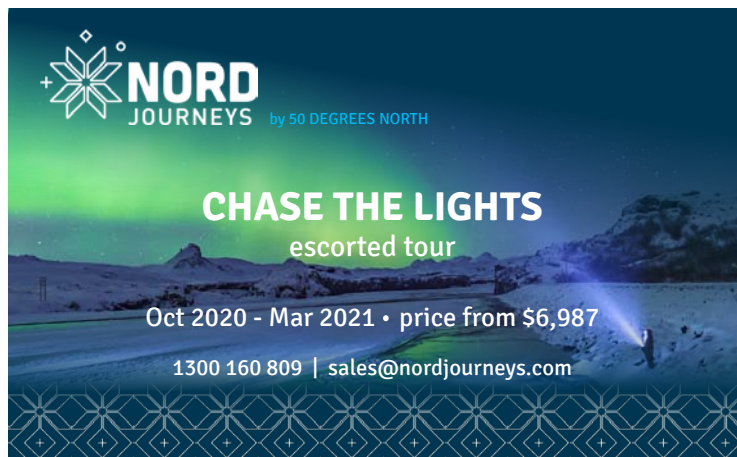
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DELTA

El Al plots MEL

THE first ever direct flights between Australia and Israel are set to debut next year, with the country's flag carrier El Al overnight confirming plans to trial non-stop services between Melbourne and Tel Aviv.

The ultra long-haul flights will be operated using Boeing 787 aircraft, with a flight time of just under 18 hours from Melbourne, and 16 hours 45 minutes on the return sector.

El Al has a fleet of 12 787-9s and also has four 787-8s on order.

The new route will debut in Apr 2020, according to a statement from Australia's Ambassador to Israel, Chris Cannan, who told the *Jerusalem Post* "this is a great opportunity for more Australians and Israelis to explore each other's beautiful countries".

El Al's 787-9s are configured with 32 flatbed Business class seats, 28 in Premium Economy and 222 standard Economy seats.

Hurtigruten to the rescue

EXCLUSIVE

THE cancellation of a fourth voyage by One Ocean Expeditions yesterday has seen Hurtigruten Cruises step up to assist agents and clients impacted by the ongoing issues at the operator which is undergoing a "difficult period of restructuring".

Hurtigruten MD APAC Damian Perry said the industry was now seeing an influx of clients trying to get to Antarctica from across Canada, USA and Australia.

"It is a difficult time as flights are full, hotels full, yet these

clients have no clear solution," Perry said.

The newly cancelled voyage, an 11-day Falkland Islands itinerary, was set to depart this weekend, and once again One Ocean CEO Andrew Prossin is offering a "future cruise credit" rather than a refund to impacted travellers.

Hurtigruten, which has already worked steadfast to assist agents impacted by the recent collapse of Tempo Holidays/Bentours, will offer a heavily reduced "compassionate fare" for those impacted by cancelled One Ocean cruises, or future potential cancellations this season.

"We will offer the most suitable date at a reduced net fare," Perry told *Travel Daily*, in line with Hurtigruten's core values of caring for travellers.

More details on the rescue offer in today's issue of *Cruise Weekly* - sign up at cruiseweekly.com.au.

QF+Luxury Escapes?

LUXURY Escapes has downplayed speculation in the *Australian Financial Review* about a possible Qantas acquisition of the company.

The report said QF was working with Citibank in relation to due diligence and financing considerations, and was "working towards putting an offer to Luxury Escapes' owners".

Luxury Escapes CEO, Cameron Holland, told *TD*: "As a rapidly growing business, we recognise that we are subject to interest and speculation in the market."

"There are no current active opportunities being considered by Lux Group, however we regularly assess the market and regularly consider strategic options which will enable Luxury Escapes to continue to grow its market leadership position and deliver value realisation opportunities to shareholders," Holland added.

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Accor plots loyalty revamp

ACCOR Hotels has revealed details of a major makeover of its Le Club AccorHotels loyalty scheme, which is being relaunched as "ALL - Accor Live Limitless".

Applicable for stays across the full Accor 30-strong brand portfolio, members will also be able to earn points on F&B purchases at any participating property, and the program will feature a range of associated "Elite Experiences".

In early 2020, two new tiers will be added: Diamond status, accessible upon reaching 26,000 status points, as well as another "invitation only" status level.

New benefits will be offered to Platinum status members including up to 12 "Suite Night" upgrades annually depending on points earned, along with executive lounge access and high-speed wi-fi where available.

Program partners, including

sports, live music, fine dining and more will also offer a variety of other ways to earn points under the program, Accor confirmed.

A new app and website will shortly debut, with Accor saying the changes will "bring Augmented Hospitality to life".

Luxury cruise role

VIRGIN Voyages VP of Sales & Business Development Stacy Shaw has been appointed as VP of the newly created Luxury Division of Starboard Cruise Services - a division of LVMH Moët Hennessy Louis Vuitton.

Shaw, who was also previously with Royal Caribbean, will work with key LVMH cruise and resort partners including Silversea Cruises and Crystal Cruises to create "the ultimate luxury travel experiences".

More appointments on **page 6**.



BOURBON TO BLUES

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New Vietnam route

VIETNAMESE carrier Bamboo Airways has confirmed plans to launch a new direct route between Melbourne and Hanoi.

Earlier this week the airline signed a Memorandum of Understanding with Melbourne Airport, with plans to debut the 787-9 services after it receives a new aircraft next month.

Bamboo Airways was only established in Jul this year, and already operates 27 routes including flights to South Korea, Japan, Macao and Taiwan, with plans to expand its long-haul reach into Europe & the Americas.

Under the agreement, MEL will support Bamboo with "legitimate incentives" such as fees for ground handling services, navigation, an airport representative office and co-branded marketing activities.

The Bamboo 787s have four first class suites, 24 lie-flat Business class seats and 274 in Economy.



Window Seat

INDONESIA'S Health Minister, Dr Terawan Agus Putranto, has urged his colleagues in tourism to begin promotion of traditional remedies such as penis enlargement massages to help attract foreign tourists.

Putranto declared that the procedure, known locally as Mak Erot, was a "national asset".

"We must popularise the idea of traditional medicine for tourism...we have an incredible herbal medicine industry that no one knows about," he said.

Other options include Purwaceng, said to be a "viagra-like substance," as well as the practice of kerok which involves rubbing a coin on a patient's back, with Putranto saying "If we package it correctly, foreigners will be interested".

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* Offer correct as at 25 November 2019 and subject to change or withdrawal. Offer ends 13 December 2019 unless extended. For full terms and conditions click here.

Hidden Galapagos

LATITUDE 33 has announced its Hidden Wonders of Life and Galapagos tour is set to depart on 26 Mar 2021.

The itinerary will see guests spend two nights in Santiago, Chile, before venturing into the Ecuadorian Choco rainforest, where they will get the chance to spot rare flora and fauna, while relaxing at the Mashpi Lodge for three nights.

The group of up to 20 guests will then go to Quito, Ecuador for two nights before flying to San Cristobal to board Silversea's *Silver Origin* to cruise the Galapagos for seven nights.

GC Airport security

GOLD Coast Airport is upping its cabin baggage screening systems with the introduction of advanced computed tomography (CT) machines.

The airport announced Smiths Detection will install four HI-SCAN 6040 CTiX screening machines at the current security check-point in Apr, with eight more to be installed in line with the opening of the southern terminal expansion and the refurbishment of the existing terminal.

The new machines will eliminate the need for passengers to remove items during screening.

HA embraces ohana



HAWAIIAN Airlines is seeing positive market response from the change in time of its Brisbane-Honolulu departure (**TD 17 Sep**), the carrier's Regional Director Australia & New Zealand Andrew Stanbury confirmed.

Speaking to **Travel Daily** at an exclusive Thanksgiving event held by the airline last night in Sydney, Stanbury elaborated on some of the fruit borne by the departure time alteration.

"We are seeing a little bit of uptake in terms of understanding

the capability to use Hawaiian to get to 13 destinations inside mainland USA, so that's starting to grow," he said.

"As a means to get to Boston with one stop in Hawaii, that's a really nice destination...the other thing we've noticed picking up is, for families doing things like visiting Disneyland.

"The ability to go from Honolulu to Long Beach is a really smart way to get closer to where you need to be, avoiding LAX for a start, but even your commute to Disneyland is a lot shorter."

The event came ahead of the airline kicking off its Black Fri/Cyber Mon sale, beginning today and ending 06 Dec, with fares from Sydney or Brisbane to Honolulu leading in at \$799 return.

Included are complimentary entertainment, meals, and two 32-kilogram checked bags, with connections to neighbouring islands able to be added on at just \$100 return.

Pictured saying cheers to the Australian market are Melvyn Almeida, Consolidated Travel; Andrew Stanbury; Jacqui Walshe, The Walshe Group and Kaylene Shuttlewood, Travel Counsellors.

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Travel Daily CRUISE WEEKLY travelBulletin Travel & Cruise Weekly Pharmacy Daily business events news

CMV discounts more

CRUISE and Maritime Voyages (CMV) is offering discounts of up to 45% on already discounted fares for departures in 2019 and 2020, across its fleet as part of a flash sale.

The bonus discounts will be available on Australian cruises immediately, with the sale extending to international voyages from Fri until 02 Dec, from as little as \$75 per person per night.

Agents can find out more or secure the discounts by booking online or calling CMV on 1300 307 934.

2020/21 CRUISE SALE



HURTIGRUTEN

On Coastal Voyages, Norway Expeditions and Antarctica sailings.

Agents get creative for KLM



THE entries from *Travel Daily's* talented readers celebrating the 100th year of operation for KLM Royal Dutch Airlines have already started to roll in - and we are very impressed by the standard!

The airline and **TD** are currently running a competition to mark the milestone, with the reader who sends in the most creative video or photo scoring two return Economy tickets to Amsterdam.

Kerry Andrews from Discovery Travel Centre has taken us back to the airline's roots with her entry (pictured top), providing an early snap of KLM in 1919 along with some interesting facts and figures from the eventful year.

Dena Holt from Otway Travel & Cruise opted to go in a slightly sweeter direction to pass on

her congratulations (pictured bottom), while Asia Escape Holiday's Benn Tudor-Roberts melted some hearts in the office, with his furry friend pleading for a trip to Amsterdam (inset below) in the cutest possible way.

Answer **TD's** weekly question on **page nine** of today's edition and send in your photos to klm@traveldaily.com.au.



ATO backpacker challenge

THE Australian Taxation Office (ATO) has formally appealed against a Federal Court ruling that Australia's controversial backpacker tax was discriminatory and violated a number of international tax treaties (**TD** 31 Oct).

The tax was first implemented in 2016 and resulted in backpackers no longer being eligible for the tax-free threshold on their earnings while in Australia, with foreigners on 417 or 462 visas paying 15% tax on incomes less than \$18,200.

However, the ATO has remained resolute in the face of the decision, advising employers that they should continue to administer the 15% tax until the appeals process is exhausted, stating that their "obligations have not changed".

"Employers should apply the PAYG withholding tax rate in accordance with their employees' Tax File Number declaration," the government agency said.

"Working holiday makers who may potentially be entitled to a refund are encouraged

to wait until the appeal has been decided before seeking a refund, amending their return or objecting," the ATO added.

The ruling, and any decision relating to the appeal, would only affect backpackers from major source market nations Chile, Finland, Germany, Japan, Norway, Turkey and the United Kingdom, with Australia receiving close to 40% of workers on holiday-maker visas from these countries.

The ATO has previously stated it expects approximately 5% of working holidaymakers to be entitled to have their "return amended" if its appeal in the Federal Court was to be unsuccessful, encouraging backpackers to monitor the ATO website for updates.

The case was originally brought forward by British backpacker Catherine Addy (**TD** 05 Dec 2017), who received a tax bill from the Australian Taxation Office upon her return to the UK, with the ATO claiming she was a "resident" for tax purposes during her stay because she had lived in a share house in Sydney.

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Travel Daily



Sustainability SUMMIT

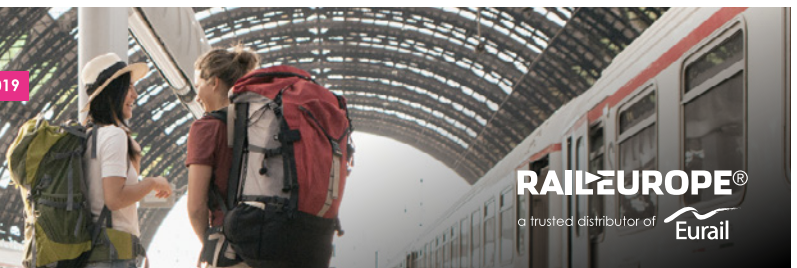
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Travel Counsellors marks 25



TRAVEL Counsellors celebrated its Silver Anniversary at its annual global conference under the theme "25 years of Moments that Matter" on 15-17 Nov.

The event held in Manchester, UK saw 20 Australian Travel Counsellors and Managing Director Kaylene Shuttlewood come together, along with 2,000 Travel Counsellors, business leaders and supplier partners from across the globe.

Highlights included speakers from across the business, high-profile guests like celebrity

survivalist Bear Grylls, and a range of live music acts including Paloma Faith.

Pictured from Travel Counsellors Australia are Marnie Pugsley, Lucinda Winton, Glenda Carter, Vivienne Smith, Kerry Murphy, Tracy Dodsworth, Laurie Heaton, Rebecca May, Steph Harberger, Katie Heaton, Shane Earnshaw, Kerrie Croft, Cheryl Andrews, Nadine Kutz, Susan Burns, Clare Hardie, Graeme Burns, Bronwyn Weir, Liz Wait, Dean Hickford, Caitlin O'Farrell and Megan Larsen-Smith.

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.

Hertz Global Holdings has announced the appointment of **Angela Brav** to the role of President of the Hertz International division. She arrives with more than 25 years of industry experience and was most recently the CEO of IHG's European division.

Stacy Shaw has stepped into a new role with **Starboard Cruise Services** as its newly formed Vice President, Luxury Division & Retail Experience Development. She was previously Vice President of Sales & Business Development at Virgin Voyages where she led the sales organisation and business development efforts of the Group.

Tourism Council Western Australia has appointed **Andrew Hill** as its new Board Chair. Hill will be working closely with the WA Government to help grow and promote the state's tourism sector, while also serving on the board for the Committee for Perth.

Phil Hancox has joined the team at **Emporium Hotel South Bank** as its Director of Marketing & Communications. Hancox brings a strong background in marketing to the role, including at Ardent Leisure's Theme Park Division, Flight Centre Travel Group and DDB Advertising.

Want to generate enquiries?

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Travel & Cruise
Weekly

Emirates sales spike

EMIRATES has seen a 23% increase in sales since launching its shopping channel EmiratesRED TV on 01 Oct.

The channel offers passengers a selection of over 150 duty- and tax-free products, ranging from Apple's latest tech to high-end perfumes, as well as products from the Emirates official store and exclusive deals to Dubai Parks & Resorts.

In the lead up to Christmas, passengers can get 20% off when they spend over US\$200 on EmiratesRED purchases from 19-23 Dec.

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

World Exp discounts

WORLD Expeditions is offering savings of up to \$1,000pp on select tours as part of its Black Friday sale, which kicks off tomorrow and concludes midnight Sun 01 Dec.

Destinations included in the sale are Japan, Bhutan, Nepal and Mongolia.

[CLICK HERE](#) for the T&Cs.

Pan Pacific offer

PAN Pacific Hotels Group is giving customers the opportunity to save up to 20% on its Best Available Rates when booked in advance.

Guests who book their stay at Pan Pacific Melbourne 14 days in advance can enjoy a 15% saving, while those who book 30 days in advance can get up to 20% off.

PARKROYAL Melbourne Airport guests can also save up to 15% when booking 30 days in advance, and will also receive complimentary wi-fi and discounted parking at Melbourne Airport's short-term car park.

Additionally, guests who opt to stay at **PARKROYAL** Darling Harbour can get up to 15% off when making their booking 30 days in advance, and will also receive complimentary wi-fi during their stay.

[CLICK HERE](#) for more info.



SUSTAINABILITY MATTERS

Today's Sustainability Matters is brought to you by Air New Zealand



Last November Air New Zealand and six other key tourism organisations joined forces to launch the Tiaki

Promise, an initiative that actively encourages all visitors to experience New Zealand in a way that keeps them safe, protects the natural environment, respects all cultures and preserves the country for future generations.

Tiaki means 'to care for and protect' in New Zealand's native language, Te Reo Māori, and the Tiaki Promise is an invitation to visitors to care for New Zealand alongside Kiwis. The Tiaki Promise has a meaningful foundation in indigenous Māori culture and tradition. Māori believe all things are interconnected; people and land are one.

One year on, the industry has launched a renewed campaign ahead of peak season that uses the voice of young New Zealanders to invite all travellers to adopt the principles of Tiaki and act as guardians of New Zealand's special places.

Assets are available free of charge for the trade to use in communications to your customers at www.tiakinewzealand.co.nz.

Kathryn Robertson
Regional General Manager
Australia

AIR NEW ZEALAND

Tour de Force by Atout France at Sofitel Darling Harbour

WITH five million viewers on SBS, the Tour de France will depart from the city of Nice in 2020, marking the perfect occasion for Atout France and Nice Tourism to organise a celebratory dinner, which was hosted at Sofitel Darling Harbour in partnership with British Airways, Dior, GH Mumm and Christian Louboutin.

Guests were welcomed to the function by Denis Zanon, Nice's Director of Tourism.

"I am staggered by the humongous impact of Le Tour in Australia, which reflects the interest of Aussies for sports and travelling to France," said SBS Presenter Michael Tomalaris on behalf of Christian Prudhomme, Director of the Tour de France.



JUSTINE Schofield, TV Presenter and Patrick Benhamou, Atout France.



MATHIEU Sampson, Dior and Myriam Conrié, Sofitel Darling Harbour.



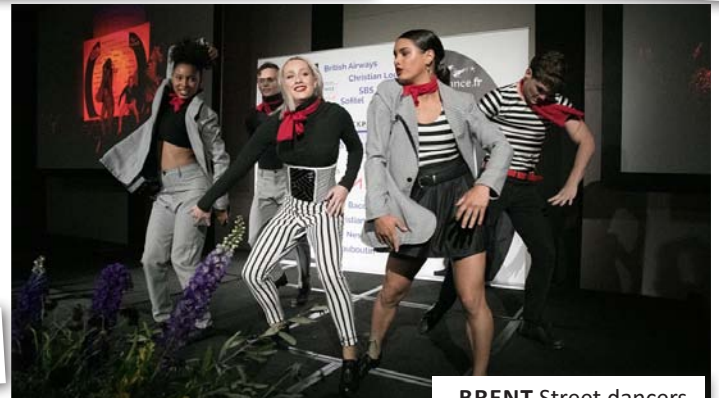
DENIS Zanon, Nice Tourism Office; Richard Wolstenholme, Google and Nicole Backo, British Airways.



FUTURE winner of the Tour De France, Isaac.



MICHAEL Tomalaris, SBS and Stuart O'Grady, champion cyclist.



BRENT Street dancers.



LOU Ana Saint Jalme, Lisa Colet and Sophie Almin, Atout France.



French Chic and English Panache

THE gastronomic menu at the celebratory dinner was produced by the Michelin-starred chef of the mythical Negresco hotel, Virginie Basselot, elected Best Chef of France.

The room was filled with the rhythm of a lively jazz band, who played some Sidney Bechet, in honour of the artist who has performed at the Nice Jazz Festival.

To wrap up the dinner with agility and style, bicycle wheels and saddles were juggled by a dynamic dance crew using splendid choreography.

In 2018, Australians clocked up a total of 55,000 bednights to the city of Nice, France.

For more information about the city of Nice and the popular Tour de France, [CLICK HERE](#).

CAROLINE

Brunel and Brad McDonnell, Entire Travel Connection.



CHRIS

Cheyne, Goldman Travel; Steve Thompson, Anywhere Travel and Spencer Bladon, British Airways.



200 guests gathered for a gourmet dinner.



JEFF Hakim, Travel Partners; Belinda Farrelly, APP International Travel; Eva Austin, British Airways and Marc Pilcer, France Tourism.



DELICIOUS Michelin Star dish.



CHRIS Hamill, Driveaway and Christian Blondeau, France at Leisure.



CHEF Virginie Basselot, Meilleur Ouvrier de France.



Vivienne Zaarour, Northshore Travel and Linda Whitaker, Globus.

Thursday 28th November 2019

Uniworld ad push

UNIWORLD Boutique River Cruise Collection has released its first Australian TVC, showcasing its luxury onboard experiences.

To celebrate the ad launch and parent company TTC's 100th Anniversary Celebration Event, Uniworld is currently offering savings of up to 30% on select 2020 cruises.

CLICK HERE to see the ad.

Glamping retreat

GOOD Vibes Events is bringing its 2020 Wellness Glamping Retreat to Sydney, which will be held at the Heaven venue on the Northern Beaches, with dates yet to be released.

The retreat includes meditation and yoga sessions, mindfulness talks & a two-night glamping package including meals, starting from \$399pp - **CLICK HERE**.

Sylvania celebrates Xmas



SYLVANIA Travel & Cruise held its annual client Christmas party on 20 Nov, which was attended by over 150 guests at Elouera Surf Club in Sydney's beachside suburb of Cronulla.

The team of 12, supported by eight industry specialists and representatives from Helloworld who were also present at the event, treated their guests to drinks and finger food.

Following another Christmas tradition where the Sylvania team donates Christmas gifts to an organisation of their choice, they delivered 100 pamper packages (**pictured** inset) to the "Ladies of the Land", a NSW organisation that supports women in rural communities around Australia.

Pictured: Vivien Davies, Owner; Sally Burton, Client Relations Manager; and Sonia Antilla, Owner.



Events ambassadors

BESYDNEY, the specialist bidding services organisation responsible for attracting global meetings to Sydney, has welcomed four new members to its Global Ambassador Program.

Co-Founder and Co-CEO Atlassian Scott Farquhar; Co-Founder and Co-CEO Atlassian, Mike Cannon-Brookes; CEO Salesforce ANZ Pip Marlow; and Principal Elizabeth Broderick and Co, Elizabeth Broderick were inducted at the 10th Anniversary Ambassador Dinner by the program's patron, NSW Premier Gladys Berejiklian, who underscored the \$1.9 billion the company has generated for the NSW economy in direct expenditure over the last decade.

More information in the next issue of **Business Events News**.

Vegas resort on track

GENTING Group's Resorts World Las Vegas is on track to be the "most costly resort-casino undertaking ever", with the company revealing updated plans for the US\$4.3b project.

The updated blueprint includes a number of new entertainment venues and guest room enhancements, such as a 5,000-capacity avant-garde theatre, and several "top-tier" facilities and amenities, including a 2,508m² spa.

The resort will open in 2021.



Celebrate
KLM's 100th
anniversary

KLM is celebrating its 100th year anniversary and this month has teamed up with Travel Daily to offer readers the chance to win two return economy tickets to Amsterdam.

Founded in 1919, KLM Royal Dutch Airlines is the first airline in the world still operating under its original name. The first KLM flight to Australia was in 1934 during the MacRobertson Air Race (from London to Melbourne) which took place 85 years ago. This year, KLM has launched the 'Fly Responsibly' campaign to mark its centennial anniversary. It is KLM's commitment to taking a leading role in creating a more sustainable future for aviation.

To win, readers need to answer each weekly question correctly and send in a creative photo or video wishing KLM a happy 100th birthday. Send your answers and entry to klm@traveldaily.com.au



Q4. Which Australian cities does KLM fly on the Qantas codeshare service?

- a) SYD, MEL BNE, and PER
- b) SYD and MEL
- c) SYD, MEL, and BNE

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EDITORIAL

Editor in Chief and Publisher – Bruce Piper
Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Nicholas O'Donoghue, Myles Stedman, Janie Medbury, 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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GENERAL MANAGER -TMC
MELBOURNE- GENEROUS SALARY PLUS BONUS

This is an extremely rare opportunity for someone to lead this growing Travel Management Company that is seeing huge success in Australia and globally. You'll be leading a senior management team of approx. 7 & reporting directly into the overseas based CEO. You will need to have run a successful business, had a number of years in the corporate travel space and an entrepreneurial spirit to be considered. A generous base and strong bonus structure will be on offer.

***NEW * FIRST CLASS HUNTER WANTED**
CORPORATE TRAVEL BUSINESS DEVELOPMENT MANAGER
BRISBANE- UP TO \$90K PKG

If you're a motivated and successful business development manager looking for a new challenge in 2020 this is it. Joining this international TMC you will utilise your strong networking and lead generation skills to identify, build relationships and have new corporate clients sign on the dotted line. A strong salary package + commission is on offer along with superb career progression and training opportunities.

***NEW * AN EXPERT IN JAPAN**

PRODUCT MANAGER
SYDNEY OR BRISBANE - UP TO \$100K PKG

Are you an experienced Product Manager who is an expert in Japan and able to speak fluent Japanese? Then this brand new role is for you! Focusing on Japan land products you will be responsible for the negotiation of rates, contract management & preferred product. Be involved in developing & implementing product strategies, enhancing supplier relationships & agreements whilst maximising return. Top salary package & benefits on offer.

ON THE ROAD AGAIN

TRAVEL INDUSTRY BDM
SYDNEY - BASE SALARY \$75K + BONUS

We are searching for a Sales Executive who is passionate 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 market 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

WINNING STRATEGIC BDM ROLE

SALES MANAGER
VICTORIA - STRONG SALARY + BONUSES

Throw yourself into an exciting career with a leading global travel company. If you are skilled in travel technology, project management, procurement and have outstanding hunting skills you will love the outcomes this role will deliver. It is essential that you have strong sales skills, professional business communication and be capable of managing multiple stakeholder relationships, both internal and external. A fascinating role for a motivated person!

REPRESENT A SUPERB PRODUCT

BUSINESS DEVELOPMENT MANAGER
BRISBANE- UP TO \$85K PKG

Start 2020 with a brand new sales role. This leading travel company provide a first class product and experience and are looking for a new QLD BDM to join their team. As an experienced sales executive you will be able to gain new clients, build existing accounts and look for unique ways to increase business. A strong salary package along with car allowance and all tools of the trade will be provided. Call today to be in the running - interviewing now.

FANCY YOURSELF A MICE EXPERT

BUSINESS DEVELOPMENT MANAGER - MICE FOCUS
BRISBANE- UP TO \$87K PKG

If you're an expert in MICE sales and a superstar BDM then we have the role for you. This funky and highly respected hotel group is looking for their next sales guru. Winning new accounts and building existing clients you'll be responsible for growing the group's MICE sales in Brisbane. A strong salary package is on offer along with sensational benefits and career progression. This role is interviewing now so get in quick to find out more.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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