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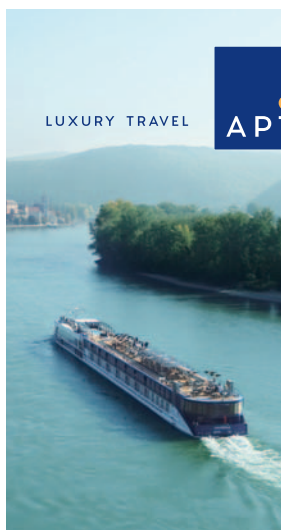
*Offers correct as of 10 September 2019 and are subject to change or withdrawal. Offer ends 20 September 2019 unless extended. For full terms and conditions click here.



Massive NCL sale

NORWEGIAN Cruise Line's 2020 Europe program is now available with an unbeatable 20% earlybird discount along with five free offers, with more than 70 sailings on offer.

Be quick - the deal is only valid to 20 Sep - see the **cover page**.



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Cruise ships boost LNG

CRUISE Lines International Association's (CLIA) latest environmental practices report found that 44% of newbuild ships will use LNG fuel for their primary propulsion, a 60% increase compared to last year.

The third annual *Global Cruise Industry Environmental Technologies and Practices Report* released by the global cruise industry body showed that the cruise industry had made "unprecedented year-over-year progress" across a raft of key sustainability objectives over the

last 12 months.

These included improvements in exhaust gas cleaning implementation, wastewater treatment technology, shore-side power capability, and the phasing out of older ships.

"CLIA cruise lines are passionate about clean oceans and committed to responsible tourism practices and the highest standards of environmental stewardship - often exceeding those required by law," said Adam Goldstein, Chair of CLIA Global.

More details and analysis of the report in tomorrow's edition of *Cruise Weekly*.

Today's issue of TD

Travel Daily today has eight pages of news, a front cover page for **NCL**, a photo page for **Excite Holidays**, plus full pages:

- Tauck
- AA Appointments jobs
- Viking Cruises
- MW Tours product page

Viking union promo

VIKING Cruises is inviting agents to win a share of 100,000 "Rewards by Viking" points by picking the winner of the upcoming global rugby tournament in Japan - **page 11**.

Booking a group?
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MW Africa program

MW TOURS is today highlighting its 2020 offerings in Africa and the subcontinent including Sri Lanka, India and Mauritius, with a special **TD** product profile as part of the operator's new brochure rollout - for details see the **last page**.

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I have more time to put my heart into my customers bookings, which is something I couldn't do in a retail store. I'm there for them when they need it, I don't have to think about targets or the other pressures that come with working 9-5. I've got a travel agency in my laptop now - I take with me wherever I go, with a team of people behind me that take care of the backend stuff. If I look back, I could have done it six years ago.

Travel Daily

Thursday 12th September 2019



September Pays – California

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NZ leads Jul travel stats

NEW Zealand was the top outbound destination for Australian travellers during Jul, with the Australian Bureau of Statistics yesterday reporting almost 120,000 Australian "short-term resident returns" from NZ during the month.

That was just ahead of the 115,000 returns from Indonesia, with the USA in third position with just under 90,000 Aussie travellers.

The monthly figures indicated an overall annual growth of 2.4% in the trend estimate for overseas travel by Australians, with the fastest growth recorded for Japan (up 13.8%), Indonesia (up 8.9%) and India (up 8.2%).

Over the last 12 months there's been a significant decline in departures to Singapore (down 8.9%) and Thailand (down 5.9%), while travel to the USA has also softened by about 3.1%.

Inbound travel during Jul was up 3.3% year-on-year, with China the biggest source of visitors, accounting for 15% of all arrivals with 123,000 trips.

That was fractionally ahead

of New Zealand, with 117,300 Kiwis heading across the Tasman, while the USA was again in third position with 70,100 visitors.

The highest annual increases were recorded for travel to Australia from Singapore (up 12.6%), India (up 11.4%) and the USA (up 10.7%).

Inbound travel declined year-on-year from Malaysia (down 6.9%), South Korea (down 5.2%) and the United Kingdom (down 1.7%).

Australian Tourism Industry Council Executive Director, Simon Westaway, said the figures were further vindication of the *Tourism 2020* national tourism strategy.

However he warned of the "stark fact" that only a handful of regions had benefited from the wave of international tourist arrivals, saying Australia's next long-term strategy should better address regional dispersal.

ATPI appoints

NATASHA Brawn has taken a new role as Senior Key Account Manager with ATPI Australia. More appointments on **page 8**.

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AATKings

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Respect the locals: Tollman

THE key to tackling overtourism lies in ensuring the locals receive a benefit from tourists and that travellers are culturally sensitive, Trafalgar CEO Gavin Tollman told **TD** this week at the brand's 2020 Europe release (**TD** yesterday).

"First and foremost, as an industry we have got to recognise that if the locals are pissed off and do not want you there, you've got a problem," he said.

Tollman explained that it's important to first look at what is driving overtourism and make sure the locals get an economic benefit from the tourists.

"If they start seeing an opportunity to engage and be part of tourism, they will embrace it," he explained.

Travellers must also be culturally sensitive and "actually want to understand & sustain the cultural essence of the places", he said.

Pollution is another consideration, with Tollman highlighting Trafalgar ditched single-use plastic (SUP) water bottles on board its coaches as part of its commitment to being

SUP-free by 2022 (**TD** 23 Apr).

"When you do visit these destinations, you've got to ensure that you tread right and that you're actually thinking aloud about how do you not leave your garbage behind," he said.

Tollman noted the industry should also be conscious of "the opposite side of the equation: the enormity of the opportunity for tourism globally, because most destinations are dying for tourists, and that is undertourism.

"To me, that is the other side of the equation which is also incredibly exciting.

"My only caveat which comes with that is you've got to bring that same degree of consciousness to the new places that you're going."

NT consultancies

THE Northern Territory Govt has issued tenders for the development of new Destination Management Plans (DMPs) for the Barkly, Lasseter & Alice Springs regions of Central Australia.

The projects are being overseen by the Industry Development Unit of Tourism NT, which works to ensure tourism product "continues to evolve and meets or exceeds visitor expectations".

There is currently no DMP for each of the regions, which encompass Tennant Creek, Alice Springs and Kings Canyon.

More info on the projects at tendersonline.nt.gov.au.



Discover the best place to enjoy America's favourite pastime in the September issue of *travelBulletin*.

CLICK to read
travelBulletin

CX drops fifth freedom flights

CATHAY Pacific has confirmed the suspension of its "fifth freedom" route between Vancouver and New York.

The service has been operating for more than 23 years, since Jul 1996 when CX debuted flights to New York JFK.

According to GDS screens reservations for travel on/after 28 Mar 2020 is closed.

Cathay Pacific will continue to operate its Hong Kong-Vancouver flights using 777-300ER aircraft, discontinuing the deployment of its current thrice weekly A350-900XWB services on the route.

The unrest in Hong Kong has seen the carrier experience a 12% decline in passenger carriage last month, with newly appointed Chief Customer Officer, Ronald Lam also confirming a "significant decline in forward bookings for the remainder of the year".

Lam said CX planned to make further "short-term tactical measures such as capacity realignments" to deal with the current situation.

NCLH Alaska buy

NORWEGIAN Cruise Line Holdings has purchased a waterfront precinct in Juneau, Alaska, with the *Juneau Empire* reporting the company outbid its rivals with an offer of US\$20 million for the three-acre parcel.

NCLH hasn't yet detailed its plans for the property.



Window Seat

ANOTHER threat to America's borders has been unveiled this week, with an official warning issued by wildlife officials about the arrival of feral pigs heading south from Canada.

The US Agriculture Department has cited "multiple reports of feral hogs near the border" with Montana, raising significant concerns about the invasive species causing widespread damage.

We're sure President Trump has a plan - but the wily porcines may also be plotting ways to get around, under or through any possible northern border wall.

ON ANOTHER note, a 32-year-old Indian man has been apprehended at New Delhi airport after he was found to be trying to impersonate an octogenarian to board a flight to New York.

India Today has reported on the case of Jayesh Patel, who used a wheelchair along with a dyed white beard, make-up and a turban to fake his identity.

India's Central Industrial Security Force picked up the miscreant by examining his "skin texture and behaviour," becoming suspicious at the 1938 birthdate on the passport after Patel refused a pat-down by pretending he was too frail.

QF BNE-LAX boost

QANTAS will increase frequencies between Brisbane and Los Angeles during the upcoming summer peak travel period, with overall 787-9 frequencies increasing from 10 to 13 per week.

The capacity expansion will be in place from 02 Jan-08 Feb 2020.



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Brisbane unveils 2031 vision

A **BOLD** 12-year vision to encourage visitors to “stay longer and spend more” in the Brisbane region has been unveiled today by Brisbane Marketing, in collaboration with more than 500 industry stakeholders.

The *Visitor Economy 2031 Vision for the Brisbane Region* aims to capitalise on \$12 billion in new developments currently under way, including BNE’s new runway, Queen’s Wharf Brisbane and the new International Cruise Terminal.

Key sectors targeted will include visiting friends and relatives, students, holidaymakers, major events and corporate travellers.

Lord Mayor Adrian Schrinner said the plan aims to build the city’s experiences, encourage brand awareness and global advocacy, as well as setting the foundation for “using Brisbane as a base to explore Australia”.

Brisbane Airport CEO Gert-

Jan De Graaff said “Brisbane is entering an era of extraordinary opportunity, and BNE’s new runway is a catalytic investment that will enable significant growth in international visitors for decades to come”.

The document forecasts that visitors will come from regional markets, interstate capital cities and six key international markets including China, India, North America, Korea, Japan & the UK.

CWT outsourcing

CWT Solutions Group, the consulting arm of global TMC CWT, has expanded its “travel services outsourcing” offering, after a successful launch among 26 clients in a variety of sectors.

The company said it can provide clients with dedicated travel management staff, giving the benefit of flexible part-time or full-time embedded resources.

italktravel talking Japanese



A **DRESS-UP** session at the Japan Airlines Museum was one of the many highlights of a recent Express Travel Group fam to Japan in partnership with JAL and Prince Hotels.

The group enjoyed Tokyo’s frenetic Shibuya Crossing (**below**) before heading north to the Hakodate and Sapporo regions of Hokkaido, where the agents joined in a regional festival to help bring good fortune for fishing for the upcoming year.

A visit to the flower fields of Furano and the enigmatic Blue Lake ensued, while participants

also made the most of the local cuisine with a range of silver service dinners, chef presentations and “seafood tapas so fresh it could walk off the plate,” ETG said.

Pictured above at the Museum are: Kazuyo McDonald, Prince Hotels & Resorts; Dianne Stockley, italktravel & cruise (ITTC) Blue Mountains; Michael O’Leary, ITTC Castle Hill; Rob Kirk, ITTC Hornsby; Zoe Millard, Express Travel Group; Norie Sugisaki, Japan Airlines; Abbey Barnier, ITTC Warners Bay; and Julie Lendrum, ITTC Fountaingate.



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GOING PLACES TOGETHER

* Offer valid until 15 September 2019, unless sold out prior. Fares (AUD) quoted above, including \$1,069 from Melbourne to Dublin are the lowest adult return prices per person including taxes, fees, and airport charges departing from Melbourne when booked with one or more companions. ‘Companion’ refers to a minimum of two (2) and maximum of nine (9) people travelling together on the same booking for the entire journey. Other sale dates may be available. Other sale fares are also available departing from Sydney, Adelaide, Perth, and Canberra. Economy companion fares shown above are for departures from 21 September – 27 November 2019, 20 January – 18 March 2020, and 22 April – 22 May 2020. Inbound blackout dates apply in Economy Class between 15 September – 25 October 2019, 10 December 2019, 1 January – 2 February 2020, and 5 July – 10 August 2020. All travel must be completed by 31 August 2020. Fares may vary due to currency fluctuations. Seasonal surcharges, weekend surcharges, and blackout periods may apply. For all other terms and conditions please review at time of booking.

** Double Qmiles apply to flights booked before 15 September 2019 and travel by 31 August 2020. Registration is required; log in to your account, select ‘My Offers’ on your dashboard menu, and register.

Philippines events

THE Philippines Department of Tourism is inviting agents to become the next "Fun Travel Expert", as it hosts national travel agent events in Sydney and Melbourne next month.

Hosted by television personality James Tobin, the events will focus on making it easier for agents to sell the Philippines, using the angle of fun to entice travellers.

Attendees will become certified Philippines Fun Travel Experts, with information on Boracay, Cebu, Palawan and Siargao to be showcased on the nights.

The events will be held in Melbourne on 02 Oct and Sydney 03 Oct.

Peppers Airlie Beach on the block

THE receivers of Peppers Airlie Beach Resort on the Whitsundays mainland have placed the property on the market, with real estate agency CBRE seeking international expressions of interest in acquiring the hotel.

A marketing campaign is offering the management rights for the entire complex, along with 59 of the 106 strata apartments.

The remainder of the villas and apartments are privately owned, with reports citing price expectations of between \$15m and \$20m.

ACA management

THE Australian Cruise Association (ACA) has announced new Management Committee appointments, voted on last Fri at the annual general meeting held at the ACA Conference in Geelong.

Matthew Carley, Port of Brisbane; and Karlie Cavanagh, Inchcape Shipping Services, have replaced Jay McKenzie, Bob Wood Cruise Group; and Treasurer Thor Elliott, Fremantle Ports on the committee.

Scott Lovett, Tourism NT; and Martin Bidgood, Intercoaches, have been reappointed.

VIVA's Top End adventures



A GROUP of agents were recently hosted by VIVA Holidays on a fun familiarisation program to the Matt Wright Top End Safari Camp in the Northern Territory.

The itinerary kicked off with a Charles Darwin Sunset Cruise, followed by a swim at Berry Springs Taverns before arriving at the Safari Camp which offers glamping in deluxe Lotus Belle Tents, complete with an outdoor shower, private wooden deck and solar power.

Later, the team made its way to Sweet Lagoon via helicopter transfer, where they landed on a pontoon in the middle of crocodile territory.

They arrived back in Darwin the following day and stayed at the recently refurbished Mindil Beach Resort & Casino and experienced many of Darwin's fun activities including the Hop on Hop Off Bus as well as an Airboat adventure on Darwin Harbour.

Pictured above having a top time are: Catherine Segger, Burnie and Smithton Travelcentre; Hayley Brown, Deniliquin Travel; Vince Baker, VIVA Holidays; Julia Di Donato, Check in Travel; Vicki Peak, Helloworld Travel Tea Tree Plaza; Richard Webster, Journey Earth; Rebecca Hausler, Temora Travel; Edana Chilchik, Sabra Travel and Andrew McFarlane, AJM Global Journeys.

Win with Lonely Planet

This week *Travel Daily* is teaming up with Lonely Planet to

give away five copies of its new book, *Travel Goals*.

Travel Goals is a modern bucket-list for responsible, healthy, feel-good travel. From sleeping under the stars and witnessing natural phenomena to helping communities and safeguarding the environment, *Travel Goals* is the essential guide to a life that is well-travelled, and well-lived.

All you need to do is tell us in 25 words or less what is your own personal travel goal. Send your answers to lonelyplanet@traveldaily.com.au. The five most creative responses will win!



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Alaska fines HAL

HOLLAND America Line (HAL) has been fined US\$17,000 by the Alaskan Government for dumping untreated grey water from its *Westerdam* cruise ship on 11 Sep last year.

According to a Notice of Violation issued by the Alaskan Department of Environmental Conservation, the vessel discharged an estimated 85.4m³ of untreated grey water over a period of 25 minutes in waters of the Glacier Bay National Park.

Capitals with Airbnb

THE capital city which offers the most Airbnbs is London (59,378), according to a study by Infkify.

In second place is Paris (34,395), followed by New York City (34,187) and Shanghai (30,250).

GMTC impresses MTA



GREECE and Mediterranean Travel Centre (GMTC) recently participated in the latest round of MTA - Mobile Travel Agents Regional Supplier Updates sessions.

The events were held in Perth, Melbourne, Sydney, Brisbane and the Gold Coast, with attendees served Champagne during the Greece and Mediterranean Travel's presentation.

GMTC reported great attendance and excellent feedback from MTAs during the latest round of workshops.

Pictured: National Sales Director for Greece & Mediterranean Craig Owens (standing), with attendees at the session in Perth.

Sydney on song

SYDNEY will host 9 to 5 *The Musical*, which is expected to attract more than 27,000 visitors to the city, staying more than 73,800 nights and spending close to \$23 million.

NCLH helping hand

NORWEGIAN Cruise Line Holdings (NCLH) has increased its total commitment of relief funding to the Bahamas to US\$2 million following the devastation of Hurricane Dorian.

The cruise line has partnered with charity All Hands and Hearts to help with the emergency efforts in the Caribbean nation.

LATAM/AY c'share

LATAM Airlines and Finnair have announced a new codeshare agreement on flights between LATAM's Sao Paulo/GRU (Brazil) and Santiago/SCL (Chile).

The deal also applies to Finnair's Helsinki hub via London (LHR), Paris (CDG), Madrid (MAD), Barcelona (BCN) & Milan (MXP).



SUSTAINABILITY MATTERS

Today's Sustainability Matters is brought to you by Tourism NT



This week and next we get on the road throughout the NT to deliver the Tourism 2030 plan with industry which

has been the culmination of a huge amount of consultation for nearly twelve months. Sustainability is at the heart of what we do here and is certainly a key theme which is driven across the strategy.

The plan is deliberately supply side intensive. We as an industry need to deliver new product and experiences which will meet the needs of our future consumer. Increasingly our consumers are looking to experience more whilst striving for authenticity with a deeper engagement with the local community. With considered effort from industry and government, we think we can deliver that in spades.

The plan focuses on investment, access, advocacy, strategic marketing, events and Aboriginal product development. Another key theme of the plan is the dispersal of our visitors outside of our traditional hubs. We have some spectacular natural assets which are ready to be explored by our visitors. Developing these areas in a sustainable way will ensure the future prosperity of our region for many years to come.

For more head to tourismnt.com.au

Scott Lovett, Executive General Manager, Tourism NT



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Cooking for a cause with Excite & TAT

ALL things eco were on the menu when 20 agents joined the team at Excite Holidays, Tourism Authority of Thailand (TAT) and OzHarvest for a Thai Cooking Class - "Cooking for a Cause" - at Highgate Perth late last month.

The event celebrated the launch of the latest collaboration between Excite Holidays and TAT, as well as their eight-page guide "Open to the new shades", dedicated to environmental, ethical, and socially-conscious travel experiences.

Attendees donned aprons and got their hands dirty in the kitchen, creating and plating up some delicious Thai favourites including chicken laksa, pad thai, and five-spice flourless chocolate cakes.

More than 120 meals were sent to those in need such as a local women's shelter and a crisis accom centre.

The agents then learned more about work being done by the Thai Government to reduce the carbon footprint of locals and tourists.



A BIT of wok action!

ENJOYING a well-deserved cocktail at Must Wine Bar.



AGENTS busy preparing food.



FRESH produce ready to be cooked.

AGENTS enjoy getting crafty in the kitchen.



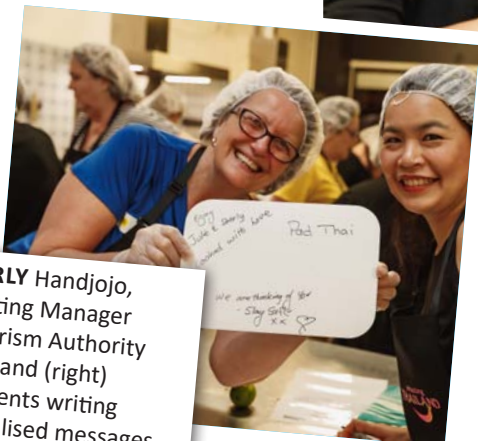
EXCITE Holidays and Tourism Authority of Thailand reps gather with agents to show off their creations.

TOURISM Authority of Thailand's Maevadi Rosenfeldt and Suladda Sarutilavan.

SULADDA Sarutilavan, Director, Tourism Authority of Thailand (left) cooking up a storm with agents.



SHERLY Handjojo, Marketing Manager for Tourism Authority of Thailand (right) with agents writing personalised messages.



AN AGENT and Ozharvest team member share a laugh while cooking.



Thursday 12th September 2019

Nobu's Endeavor

MASTER Chef Nobu Matsuhisa will join Crystal Cruises' *Crystal Endeavor* for its 16-day 2020 Indonesian Immersive & Great Barrier Reef sailing.

Departing 15 Oct, Matsuhisa will prepare three limited-availability chef's choice dinners for guests, while the ship sails the southern islands of Australia, the Barrier Reef and Indonesia's tropics.

Matsuhisa has collaborated with Crystal since 2003, when his Umi Uma & Sushi Bar first opened aboard its ships.

Hilton Smith Family

THE Smith Family (TSF) will be one of the 15 recipients of a Hilton Effect grant (**TD** 28 Mar).

Hilton and The Smith Family (TSF) have partnered for the past four years, with the grant awarded to support disadvantaged Australian students through TSF's Learning for Life program.

Travello rewards

TRAVELLER social networking application Travello has debuted a rewards program to incentivise users to discover and purchase travel experiences on its platform.

The program will reward travellers for the transactions they make, as well as their contributions and interactions on the application.

Every US\$1 equates to 100 points, which are also able to be displayed in AUD, NZD, EU & GBP.

Park Inn Manila

PARK Inn by Radisson North EDSA opened yesterday in the Philippines.

Designed for business and leisure travellers, the hotel is located a short walk from SM City North EDSA and the local IMAX movie theatre.

It is the fourth of the Park Inn by Radisson brand to open in the country.

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.

MSC Cruises has named **Michael Ungerer** as the Chief Executive Officer of the Group's new luxury cruise brand. An industry veteran, Ungerer joins MSC with over 30 years of senior management experience in cruising and luxury hospitality.

Busabout has appointed **Jacinda Alderson** as its new Marketing Manager. She joins Busabout after two years with easyJet, where she was Brand, Content and Social Manager.

Gabi Kurz has taken on a new Cuisine Consultant role with **Movenpick BDMS Wellness Resort**. A decorated chef, Kurz is Patron of the German Obesity Association, and is a member of the German BioSpitzenKoeche.

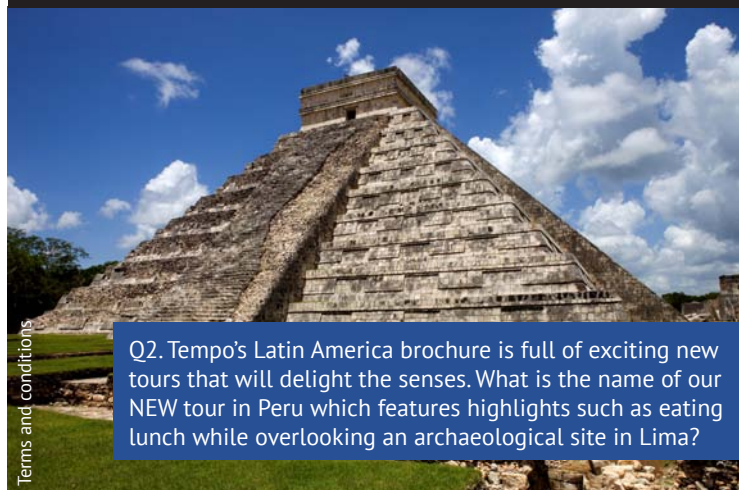
Six Senses has announced the appointment of **Manish Puri** as General Manager of **Six Senses Shaharut**. Puri is currently General Manager of Six Senses Uluwatu, Bali, where he has been for six years. He will move to the new location, which is in Israel and set to open in 2020.

Win a trip to Turkey

This month Tempo Holidays has teamed up with *Travel Daily* to give away a five-night trip for two to Turkey, including airport transfers, daily breakfast, sightseeing with an English-speaking guide and more.



Tempo Holidays has recently released its 2020/21 range of brochures. Make sure you take a look as they will help you find the answers to the weekly questions. The agent that answers the most correctly and has the most creative response to the final question will win. Send your entries to tempo@traveldaily.com.au



Terms and conditions

Q2. Tempo's Latin America brochure is full of exciting new tours that will delight the senses. What is the name of our **NEW** tour in Peru which features highlights such as eating lunch while overlooking an archaeological site in Lima?

CAAC on PKX

THE Civil Aviation Administration of China (CAAC) has urged foreign airlines to consider using Beijing's new airport, Beijing Daxing International, which will begin operations on 30 Sep.

So far, British Airways has announced it will move all its operations from its current base at Beijing Capital International, while China Southern and China Eastern will also operate out of PKX (**TD** 11 Dec 2017).

Starting from the winter and spring seasons, 16 domestic and eight international carriers will operate out of the new airport on the outskirts of the city, which will serve 116 routes and 112 destinations, and is scheduled to handle 72 million passengers by 2025.

Low visibility test flights were completed in Aug (**TD** 29 Aug).

Litchfield works

THE Northern Territory Government is investing \$17.5 million in Litchfield National Park, with Aldebaran Contracting awarded the stage one road access tender to build 18 kilometres of unsealed road suitable for four-wheel drives.

The windfall includes \$11.3 million of Turbocharging Tourism funding, with stage one works to begin this month, due for completion in early 2020.

Rocky videos

ROCKY Mountaineer has released two new videos showcasing the difference between its GoldLeaf and SilverLeaf service offerings.

For a detailed explanation of GoldLeaf, **CLICK HERE**, and for a SilverLeaf explanation, **CLICK HERE**.



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- TAUCK EXCLUSIVE - Special onboard lectures on a variety of topics related to the Baltic region by Tauck's experienced lecturer
- Two nights each in Copenhagen & Stockholm at premier city-centre hotels
- Privately guided visit through The State Hermitage Museum in St. Petersburg
- Special Russian cultural evening in St. Petersburg
- TAUCK EXCLUSIVE - Exclusive private farewell dinner at Stockholm's Vasa Museum



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London, Bordeaux & Iberian Charms

13 days from London to Lisbon (or reverse)
Departing 15 & 23 September; 1 October 2020

Starting from **\$11,990*pp** twin share |
\$16,772*pp solo travellers

Our 13 day Western Europe cruises introduces you to coastal treasures, culinary delights and rich history along the way. This small ship cruise aboard *Le Dumont d'Urville*, charms with Portuguese palaces and port, storytelling tiles and storied sites, Spanish pilgrimages and pintxos, French wines, and English cultural gems.

EXPERIENCE WITH TAUCK

- 8-night cruise aboard *Le Dumont d'Urville* and two-night stays at a choice of premier hotels in Lisbon and London
- Wine tasting in St. Émilion, exploration of Bordeaux and dinner at an acclaimed wine estate
- Exploration of Porto by cable car
- A pilgrimage walk on the Camino de St. James
- Tour of the Guggenheim Museum in Bilbao
- A tour and lunch at Hampton Court Palace



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Norway's Arctic Adventure

10 days from Oslo return
Departing 3 July 2020

Starting from **\$14,250*pp** twin share |
\$19,955*pp solo traveller

Cruise the "Land of the Midnight Sun" and discover a natural wonderland unlike any other. This 10-day trip – including a 7-night expedition cruise north of Norway in the wildlife capital of the Arctic explores a remote archipelago of glaciers, fjords, and ice floes, revered for its silent majesty by nature lovers in the know.

EXPERIENCE WITH TAUCK

- TAUCK EXCLUSIVE – Cruise with a BBC Earth wildlife filmmaker who shares his knowledge and stories.
- Get up close to the elements aboard Zodiacs with your naturalist guides and expedition leaders
- Explore islands of glaciers, fjords, and ice sculptures
- Special, water-repellent hooded parka that you will receive aboard ship; this parka is yours to keep!



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***NEW* HOTEL SENIOR SALES OPPORTUNITIES**

HOTEL DIRECTOR SALES & MARKETING

ADL, SYD, AKL – up to \$140K PKG

We currently have a number of opportunities available for experienced hotel DOSMs in AUST & NZ. Leading the sales & marketing dept. of these premium brands you'll be able to devise and drive sales and marketing strategies to increase revenue and occupancy. You'll have strong experience in key stakeholder management, a proven strategic approach and be able to motivate a team. Top salary packages and benefits on offer when you join these five star brands.

PRODUCT ROLE IN TIME FOR SPRING

PRODUCT MANAGER

SYDNEY – GENEROUS SALARY \$\$

Rarely do roles come up with this Travel Industry player. If you are ready for a change in your product career then this is for you, as well as being a strong negotiator with strong knowledge on multiple destinations, you will also have managed a team understanding how to motivate and get the best out of your staff. Career progression and a strong salary are on offer. Please send your CV with a cover letter

MICE HUNTER WANTED

HOTEL BUSINESS DEVELOPMENT MANAGERS- MICE

SYDNEY – UP TO \$98K PKG

Love the thrill of the chase? An expert in the MICE sector? We are currently looking for sales orientated and driven BDM to join a leading five star property in Sydney. As part of a motivated sales team you will be responsible for generating leads, increasing sales, entertaining top clients and facilitating hotel inspections. A strong salary package along with long term career progression on offer. Call to find out more.

LOVE THE THRILL OF THE CHASE?

CORPORATE TMC SALES MANAGER

SYDNEY/MELBOURNE - SALARY \$80K+ COMMS

If you have the passion for sales and love building new relationships - your talents will be rewarded here. You'll be joining this leading corporate TMC offering long term career advancement and the real opportunity of progression. With a winning brand supporting you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. If you don't have TMC sales experience please still apply full training provided.

CAN YOU BUILD STRONG RELATIONSHIPS?

CONTRACTING/PRODUCT MANAGER

MELBOURNE – GENEROUS SALARY \$\$

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Contracting/Product Manager. You will be well organised and have the ability to source for new and unique products compared to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

THE RAREST OF OPPORTUNITIES

REGIONAL SALES MANAGER

MELBOURNE AND SYDNEY- UP TO \$112K PKG

If you're well connected within the travel market and looking for a first class product to represent – don't miss out on this challenging BDM opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is preferred. Top package on offer.

ON THE ROAD AGAIN

TRAVEL INDUSTRY BDM

MEL WEST - SALARY \$75K BASE PLUS CAR AND 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

RISE TO THE TOP

RETAIL TRAVEL TEAM LEADER

BRISBANE – UP TO \$85K PKG + BONUSES

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

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Rewards by Viking Rugby Promotion

WIN your share of **100,000** Rewards by Viking points by correctly picking which country will take out the top prize in the world's biggest rugby competition.

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Register for Rewards by Viking
at rewardsbyviking.com



ENTRIES OPEN 9 – 19 SEPTEMBER

Rewards by Viking Rugby World Cup promotion is open to all Australia and New Zealand travel agents from 8am AEST Monday 9 September – 11pm AEST Thursday 19 September 2019. Entries must be submitted through <https://www.surveymonkey.com/r/RugbyWorldCupRewards> in order to be eligible for prize pool. Total prize pool is 100,000 bonus Rewards by Viking points, which will be divided between all agents who select the correct winning country. Agents must be registered with a Rewards by Viking account to enter. Agents can register at www.rewardsbyviking.com. Membership to Rewards by Viking is at the discretion of agency management. Winning agents will be notified and have points awarded to their account by Friday 8 November 2019.



Africa & Subcontinent with MW Tours

Covering Southern Africa, East Africa, India, Sri Lanka, and Mauritius, MW Tours has something for every traveller, and is excited to announce its 2020 brochure series is now available.

WHEN in Africa you simply can't miss interacting with wild animals, no matter where you go. Do you know why the call it the BIG 5? It refers to the animals you would prefer not to come across on foot (Lions, Elephants, Rhino, Leopard & Buffalo). Few countries on the globe carve such a deep, lasting impression like India and Sri Lanka

too. Layers of history pave the way for many travellers, stunned by the pure intensity of colours, flavours, and sounds which stay in your heart. So when choosing South Africa, Namibia, Botswana, Zimbabwe, Kenya, Tanzania, Uganda, Madagascar, India, Sri Lanka, Bhutan, Nepal, or Mauritius for your clients, think MW Tours!

Our Africa & Indian Subcontinent collection this year, features some of the best tours available in this popular travel region. These destinations are a once in a lifetime experience, packed with amazing boutique lodges, morning and evening game drives, and animals that you would never imagine getting so close to. The countries in this region leave you with memories that you will not get anywhere else in the world.

Why Choose MW Tours? We pride ourselves on going the extra mile for our clients, from the moment you speak to one of our consultants; to the airport meet and greet; to your professional guides who will show you unique and authentic experiences only a local could know and of course the amazing handpicked hotels we use in each and every town.

AGENT INCENTIVE

Book \$10,000 of product and receive a \$100 gift card (conditions apply) until 31/10/2019

[Click here to view our NEW 2020 brochures](#)