



Travel Daily

First with the news

Monday 5th December 2016



Sabre non-air role

SABRE Travel Network has appointed Traci Mercer as its new senior vice president of hotel, car, cruise and rail.

Mercer will be based in the USA with global responsibility for non-air content, leading commercial efforts and supplier relationships for the technology firm's growing portfolio of land and sea clients.

She joins Sabre with more than 15 years of industry experience including a decade at Expedia.

CAPA/ACTE Accor jv

THE Association of Corporate Travel Executives (ACTE) has inked a deal with AccorHotels as the venue partner for the group's 2017 Australasia conference and educational forums.

In Australia, the CBD locations include Pullman Brisbane King Street, Novotel Canberra, Novotel Melbourne on Collins, Mercure Perth, Sofitel Sydney Wentworth and Mercure Auckland.

Aus-China expand air ties

A GLUT of fresh air capacity between China and Australia is likely under a new agreement struck between the Australian and Chinese Governments.

The new deal with China, which will permit uncapped passenger volumes on an unlimited number of flights to major cities in either country, was revealed yesterday by Federal Minister for Trade and Tourism, Steven Ciobo.

The enhanced bilateral pact removes restrictions on air services from China to Australia's major gateways of Sydney, Melbourne, Brisbane and Perth.

Qantas, which will reintroduce flights from Sydney to Beijing in the new year (revealed first by

TD), applauded the decision.

"These expanded arrangements lay the foundations for long-term growth in the Australia-China aviation network, at a time when the Qantas Group has its biggest ever presence in the market," a Qantas spokesperson remarked.

"We're looking forward to exploring more opportunities to unlock Chinese tourism & trade."

ETG forums for 2017

THE Express Travel Group has confirmed it will once again host three conferences for its members during 2017.

The events include the Select Travel Group Conference in Taipei, Taiwan from 12-14 May; the Connect Consultant Conference in Melbourne from 28-30 Jul and the Independent Travel Group Forum which will take place in Kuala Lumpur, Malaysia from 24-26 Nov 2017.

ACCC scam warning

HOLIDAY bookers have today been warned by the competition watchdog to be wary of scams on popular accommodation booking websites, "such as Airbnb".

The Australian Competition & Consumer Commission today said its Scamwatch has received over 150 reports of scams this year, with \$80,000 reported lost, while complaints have tripled.

Deputy chair Delia Rickard said the scammers typically direct people away from the website and seek money orders and wire transfers for payments, such as Western Union and MoneyGram.

"Most legitimate websites and peer-to-peer platforms such as Airbnb set up secure payment systems where the operator acts as an intermediary between the traveller and property owner.

"Any request for payment to be made via a method other than through the approved payment methods stated on the actual site, should be ignored," Rickard said.

Today's issue of TD

Travel Daily today has nine pages of news, 2 photo pages for **ATEC** plus a full page: (click)

- AA Appointments jobs



RoomsXML partners with Best Western

BEST Western Hotels & Resorts has announced a new global distribution partnership with RoomsXML, encompassing all 4,100 Best Western properties.

RoomsXML md Pacific, Mark Luckey, said the deal was a great opportunity for both companies. "Companies like Best Western want a reliable, solid and transparent partner capable of high volumes of trade," he said.

TTC nabs Globus executive

EXCLUSIVE

THE Travel Corporation has appointed Andy Barker as vice president contracting, *Travel Daily* can exclusively reveal.

Barker joins the Travel Corporation after 20 years with the Globus Family, most recently as executive director of Globus Travel Services in Switzerland.

TTC ceo Brett Tollmann said "we are very pleased to welcome Andy to the TTC family.

"He joins a team with a strong legacy and enviable reputation of outstanding contracting throughout Europe...we all look forward to collaborating with Andy to further build that legacy together as we continue on our path of successful growth."

Barker's new role includes being ceo of Tracoin, a Travel Corporation subsidiary which provides services to other businesses within the group including Trafalgar, Insight Vacations, Grand European Tours, Contiki, Brendan Vacations and Travel Corporation Asia.

As well as his two decades with Globus, Barker has held senior

positions with ATO South Africa and Kuoni in Hong Kong.

He takes up his new role on 01 Feb 2017, splitting his time between London and Geneva and reporting to Fenella Bishop, president of Travcorp Contracting Services, as part of the TTC executive team.

LATAM MEL flights

LATAM Airlines Group this morning confirmed new non-stop services between Melbourne and Santiago, Chile, with the route set to debut on 05 Oct 2017.

Thrice weekly Boeing 787-9 flights are planned, equating to an additional 75,000 passengers annually between Australia and South America.

It's the first time the cities have been directly connected, with the 14 hour flight linking with LATAM's network providing onward connections across South America.

The announcement coincides with a new partnership agreement signed by LATAM, Tourism Australia and the Vic government.

Visit Anchorage reps

VISIT Anchorage has appointed Canuckiwi as its int'l rep firm in Australia & NZ, effective 01 Jan.

Canuckiwi director Corey Marshall will look after travel trade product development & training, Visit USA Australia show, press visits, incentives & PR.

"It was a pretty easy decision as far as knowing somebody who you'd like to work with and know can do the job," Marsha Barton, Visit Anchorage tourism sales manager told *Travel Daily* on Fri.

TRAFALGAR

**FUN SELLING
FOR YOU
FUN HOLIDAY
FOR YOUR
CLIENTS**

**FLY FOR
\$799***
RETURN
INCL. TAXES
**ON ALL 109
EUROPE TRIPS**

FINAL DAYS!
ENDS 15 DEC 16



WINNER BEST TOUR
OPERATOR INTERNATIONAL
NTIA AWARDS



**DAILY A380 FROM SYD-ICN
(31 OCT 16 ~ 26 MAR 17)**



Excellence in Flight
KOREAN AIR

• Sydney (02) 9262 6000 • Brisbane (07) 3226 6000



**Do you have CLIENTS
that are SOLO TRAVELLERS?**

Are your clients sick of...
Paying single supplements
Sharing with strangers or
Being the third wheel?

Solo Connections is the answer!



Book your client on any
Solo Connections 2017/2018 Tours
before 31 January 2017 and we'll
send you a **\$25 pre-paid visa card**
for each booking.

Any consultant that personally
makes 4 bookings within the
incentive period will receive a
\$50 pre-paid visa card from their
5th booking onwards.



**All international tours include
flights from Australia paying
10% commission on everything
less tax and fees.**

**NO single supplements
Private rooms
Escorted from Australia**

**We do not take direct bookings so
you can be reassured your clients
are your own!**



For more info or brochures,
call 1300 044 444 or go to
www.soloconnections.com.au
*Conditions Apply.



Are you ready?

Our new ReadyRooms site is now live with even more product than ever before!

- + Easy payment options including eNett integration
- + 'NYOP' name your own price to maximise commission levels

*Earn Trip Dollars on all departed bookings from 01 January 2017. All ReadyRooms bookings now count for payment.





Travel Daily

First with the news

Monday 5th December 2016



FOR THE HOTTEST EXECUTIVE ROLES
CONTACT OUR DEDICATED
EXECUTIVES DIVISION ON
02 9231 2825
OR VISIT US AT
www.aaappointments.com.au

Virgin Samoa review

VIRGIN Australia is reportedly passing on a \$3 million divided payment to the government of Samoa under its joint partnership to operate Virgin Samoa.

The payment comes as Samoa continues to review the alliance with VA, originally inked in 2005, *Sunday Samoan* yesterday said.

Under the joint venture, Virgin Australia operate the Boeing 737-800 on regular services between Apia and both Auckland & Sydney.

It's understood the Samoan Govt is intent on establishing its own international airline.

Marvel 2018 Gems

TRAVELMARVEL has opened bookings for select European Gems sailings in 2018 before the release of its Preview Brochure.

Wanda Vista Stage 2 proposal



KENGO Kuma and Associates & Crone have been chosen for the design of a new landmark hotel in Sydney's CBD to be built by Chinese conglomerate, Wanda.

The company was picked ahead of five other contenders by Dalian Wanda following an int'l Competitive Design Alternatives Process which included three foreign competitors.

Wanda Vista at 1 Alfred Street, Circular Quay (**TD** 21 Aug 15) will feature 182 hotel rooms, suites and premier suites, along with three club levels the top of the 27-storey, 112.5m high structure.

Stage 2 development proposal paperwork lodged with the NSW govt for the Goldfields House, Fairfax House and The Rugby Club site shows the hotel will feature a horizon edge pool - similar to Crown Metropool Melbourne - on Level 1 overlooking Herald Square.

A 241-guest ballroom will be located on level three (see last week's **Business Events News** for more), adding yet another event

space with harbour views.

Over 90% off the hotel keys spread over 17 levels overlook the Harbour and Opera House.

Architecture of the \$226 million dollar project has a unique "pixel" design that "allows the building to respond generously both to the requirements of the hotel and to the life of the Sydney waterfront," Kengo group said.

Lower levels of the "world class hotel" are proposed to feature 'green' walls and roofs cascading down the podium levels as the structure climbs upward.

Interestingly, the project's Environmental Impact Statement states the neighbouring Four Seasons hotel is anticipated to be "the most impacted" business surrounding the site.

A public exhibition of the site will run until 31 Jan.

Window Seat



THE Association of Professional Flight Attendants has asked American

Airlines to recall its newest uniforms after 1,600 staffers reported reactions such as headaches, rashes, hives, eye irritation and respiratory problems after coming into contact with the clothing item.

An American Airlines spokesperson told *USAToday* it believed the health issues were isolated and may be due to an allergy to wool.

The new threads were only unveiled in Sep, with many of those affected reportedly "quite pleased with the new look".

Paris agency hostages

AN ARMED robber stormed a travel agency on Massena Blvd in Paris over the weekend, taking people hostage for several hours before fleeing the scene.

Police initially believed the man, armed with a handgun, had taken seven people hostage, but when they entered the agency in Paris' 13th arrondissement, they found no trace of the suspect.

Investigations into the incident are continuing.



solo connections

Do you have CLIENTS that are SOLO TRAVELLERS?

Are your clients sick of...
Paying single supplements
Sharing with strangers or
Being the third wheel?

Solo Connections is the answer!



- TOUR OF THE WEEK -

Experience India

15 days departing 04 March 2017
Classic tour from \$6,504*pp

Partake in the Holi Festival of Colours, enjoy dinner with a local family, go game driving looking for Bengal Tigers, monkeys and sloth bears, Sunrise at the Taj Mahal and cruising Lake Pichola are a few of the many highlights included.

All international tours include flights from Australia paying 10% commission on everything less tax and fees.

**NO single supplements
Private rooms
Escorted from Australia**

We do not take direct bookings so you can be reassured your clients are your own!

For more info or brochures,
call 1300 044 444 or go to
www.soloconnections.com.au

*Conditions Apply.

Fares & Ticketing Consultant

Join a team of travel industry professionals in a dynamic and progressive organisation



Travel Managers
As individual
as you are

TravelManagers are looking for a motivated Fares & Ticketing expert to join the Sydney based head office team.

Support our ever growing network of personal travel managers. Bring your fares & ticketing knowledge and experience to Australia's most successful home based travel agency group.

For more information email Graciela.craig@travelmanagers.com.au or for a confidential discussion call Graciela on 02 8062 6421

Monday 5th December 2016

Full house at TravelManagers



VICTORIA-BASED personal travel managers from the home-based TravelManagers network came out in force to celebrate the group's state bi-annual meetings held earlier this month.

The Vic event (pictured) was the fourth in the national series.

A change in format for the events saw greater attention on intimate networking and thought provoking discussion workshops.

"The breakout sessions at each venue allowed for greater

interaction and increased opportunity for more personalised feedback and the creation of future action points," TM exec gm Michael Gazal said.

RBA \$994 to London

ROYAL Brunei Airlines is offering rock bottom airfares between Melbourne and London priced from just \$994 including taxes.

The fare is valid for travel in low season from 16 Jan-23 Mar, 12 Apr-09 Jun and 07 Aug-15 Nov.

Discover the isle of spice – Sri Lanka in the December issue of *travelBulletin*.

CLICK HERE to read
travelBulletin

Travel careers symposium

AFTA Education and Training will once again facilitate a major symposium on travel industry careers at NSW Parliament House in Mar next year.

The two-day event will be sponsored by a range of partners including Qantas, Avis, Travelport and Tourism Training Australia, devised under the 'Connectivity Creates Opportunities' theme.

More than 30 top speakers will share their knowledge, deepening connections between the industry and leading educators, many of whom are now AFTA Accredited Training Providers.

"Connectivity is the key to opening doors, sharing knowledge, creating opportunities, bringing people together and promoting friendship," said AFTA Education & Training director, Rick Myatt.

He said attendees would have the opportunity to learn about a range of initiatives aimed at

supporting the development of travel industry staff, such as the Avis Travel Agent Scholarship of Excellence, the TIME mentoring program and the new Qantas Learning Hub (**TD** Fri).

The bi-annual event attracted more than 180 delegates in 2015 - for more information contact Robyn Willis by email on robynwillis@afta.edu.au.

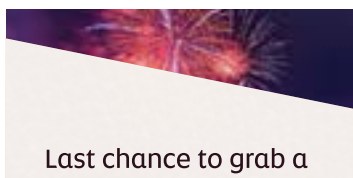
Collette Cares

THE philanthropic arm of global tour operator Collette, Collette Cares Foundation, has announced a partnership with international relief organisation Stop Hunger Now, with the company to donate one meal for every 'Like', 'Comment' and 'Share' it receives on a video on the Collette Facebook page.

Up to 100,000 meals will be shared under the initiative - see facebook.com/GoCollette.



Win your pass to unforgettable experiences with SuperSeller.



Last chance to grab a once-in-a-lifetime experience.

We have been providing our SuperSellers with The Unforgettables; prizes that money can't buy. There are just 3 outstanding grand prizes to some of the most exclusive events in the world remaining. You could mingle with fashion's darlings at Milan Fashion Week, watch Manchester City go head-to-head with Manchester United, live at the Etihad Stadium or watch Manchester City take on Liverpool in March.

The more you sell Etihad, the better your chances are. It's that simple. To join our SuperSeller programme or find out more about our amazing rewards, visit agents.etihad.com

superSeller

agents.etihad.com |



Terms and conditions apply. This promotion is valid for all SuperSeller agents across the Etihad Airways global network for tickets issued from 1 March 2016. Images are for illustrative purposes only. For more details on SuperSeller visit agents.etihad.com

Monday 5th Dec 2016

Albatross saving

ALBATROSS Tours is offering savings of \$600 per couple on its 18-day 'The Italian Grande' tour for bookings deposited prior to 15 Jan 2017.

The itinerary takes in the Italian Lakes District, the Dolomites, Tuscany, Umbria and the Amalfi Coast with a range of leisurely two-, four- and five-night stays. More info 1300 135 015.

QR708 pax shook up

QATAR Airways flight QR708 from Washington bound for Doha yesterday was diverted to Azores, an archipelago in Portugal due to passengers being injured during turbulence.

The airline said on Twitter it has dispatched an aircraft to bring pax to Doha, is securing hotels and visas and will rebook everyone to their final destination.

An *Al Jazeera* journalist on board tweeted that pax arranged their own visas and arrived at a hotel 7-8 hours after landing.

Hilton Bali opening

THE 389-room Hilton Bali Resort (**TD** 24 May) has opened atop a 40m cliff in Nusa Dua.

Set within a 28-acre property, the hotel is located 1.3km of the 18-hole Bali National Golf Course and various watersports centers, and 3.7km from the Bali Nusa Dua Convention Center.

The hotel features four swimming pools, a sand lagoon, a 30m waterslide, a Jungle Kid's Club, a 360-degree observation deck and 8,470m² of event space.

Thailand DFAT

SMARTTRAVELLER is reminding Australians in Thailand that although the country has a new king, the mourning period for the previous monarch continues.

Aussies are advised to refrain from any behaviour that may be interpreted as festive, disrespectful or disorderly.

A&K free passage

AGENTS who book a group of five+ double cabins on select A&K 2017/18 Luxury Expedition Cruises to Antarctica will receive a free cabin on that sailing.

The offer applies to the 27 Dec 2017 Classic Antarctica & 12 Dec 2017 Antarctica, South Georgia & the Falkland Islands departures.

Alaska flies in for Aussie trade



VISIT Anchorage and Alaskan partners were down under last week to meet with the trade.

Joining the mission was Alaska Railroad, Major Marine Cruises, Harbour 360 Hotel and for the first time, Alaskan Dream Cruises.

The team trained 140 agents across Melbourne, Brisbane and Sydney, and has this week headed to New Zealand to meet with Auckland agents.

"Alaska seems to be a place that resonates with this market," Marsha Barton, Visit Anchorage tourism sales manager told **TD**.

"Anchorage is worth the stop overnight," she said.

"Spend a night in Anchorage

and see what we have to offer, go and see our museums, restaurants and cultural centres because it's worth it."

Anchorage has new beer tours, culinary trips and heliskiing to offer its visitors, along with a lot of chances to experience local culture, Barton said.

In terms of int'l visitor numbers for Alaska, Australia and Germany consistently compete for the number one and two spots, with over a million passengers arriving on cruise ships during the summer season.

Team Anchorage and the Alaska partners are **pictured** in Brisbane at the Flight Centre office.



NETWORK-WIDE SALE UNTIL 31ST JANUARY 2017

| FROM MELBOURNE TO: | ECONOMY INCL TAX RETURN FROM |
|--------------------|---------------------------------|
| LONDON | \$994* |
| AMSTERDAM | \$1,275* |
| HO CHI MINH CITY | \$606* |
| MANILA | \$607* |

* Based on O class low season.

Low season: 16 Jan 2017 - 23 Mar 2017 / 12 Apr 2017 - 08 Jun 2017 / 07 Aug 2017 - 15 Nov 2017.

Prices and taxes are correct at time of print & subject to change without notice. Fares are subject to availability at time of booking. For travel from 16 Jan 2017 to 15 Nov 2017. Date restrictions & conditions apply. Flights beyond London operated by British Airways.

ROYAL BRUNEI
AIRLINES

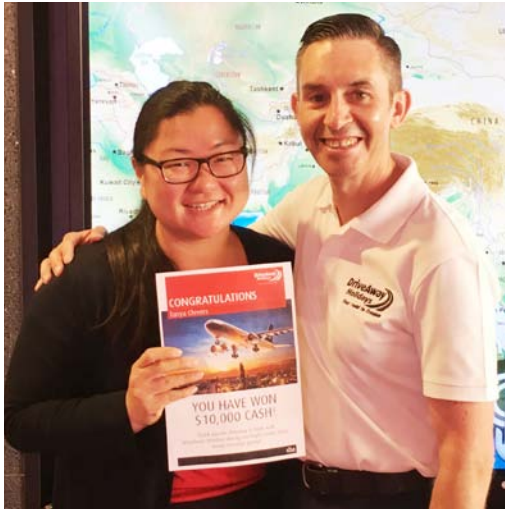
Includes
30kg
baggage

Driveaway's \$10k winner!

CHRISTMAS has come early for a lucky Tanya Chivers from Flight Centre Business Travel.

She has won a whopping \$10,000 from DriveAway Holidays in a major incentive the car rental specialist ran in partnership with Flight Centre.

She's pictured celebrating with Blake Wiggins, bdm with DriveAway.



Qantas Asia savings

RETURN Economy class fares between Sydney and Bangkok are on sale with Qantas for \$755.

The deal is available from now until 08 Dec - more info [HERE](#).

Norwegian DOT nod

THE US Dept of Transportation (DOT) has granted Norwegian Air a foreign air carrier permit enabling the LCC to conduct foreign scheduled and charter air services between the EU and USA.

Dubai Street View

ICONIC sites in Dubai can now be viewed via Google Maps' Street View function.

New areas to be explored digitally include the Dubai Aquarium & Underwater Zoo.



FARES AND TICKETING CONSULTANT

We are currently seeking an experience and committed fares and ticketing consultant to join our highly motivated and successful Virgin Australia Holiday's team based at our Corporate headquarters based at Bowen Hills.

As one of our outstanding fares and ticketing consultants you will be able to combine your love of ticketing and sales with a strong focus on providing exceptional customer care that Virgin Australia is renowned for.

The aviation industry is dynamic and innovative so to be successful you will:

- Have a minimum of 3+years' experience in a challenging fares and ticketing environment using Galileo
- Have previously worked in a busy, ever changing environment and have proven that you are flexible and adapt easily to change
- Have the skills and knowledge to assist colleagues with complex fare itineraries, reissues and refunds
- Be able to problem solve 'on the fly'
- Be able to work flexible hours, working weekdays, weekends and even some public holidays (as needed) to ensure high quality customer service

What we offer is a role where you can quickly become a valued member of our team by contributing to our enthusiastic, supportive and dedicated customer service focussed team.

The role is also the opportunity you have been waiting for to join a market leader in the airline industry and to take your customer service and ticketing skills to the next level, so don't hesitate to apply now.

If this sounds like you and you want to be part of the Virgin Australia Holiday's team, please apply online at: www.virginaustralia.com/careers

Applications close 12 December 2016. No agencies please. Only successful applicants will be contacted.



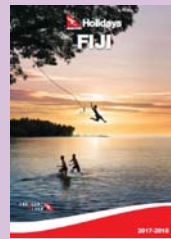
Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Qantas Holidays - Hawaii 2017-18

Qantas Holidays' Hawaii brochure showcases a selection of accommodation and touring options across the island state. Included within the program is a seven-night sailing with Norwegian Cruise Lines and accommodation packages with Surfjack & Swim Club. A range of outdoor adventures is also available and includes learn-to-surf sessions with Surf Bus North Shore Activities.



Qantas Holidays - Fiji 2017-18

Receive a warm bula, lei and cool towel when booking Qantas Holidays' Airport Meet & Greet service - a fresh feature within the new Fiji 2017-18 program. A myriad of exclusive Fiji deals are found within the latest program, such as zip-lining escapades, thermal mudpool & waterfall tours and volunteer experiences at local Fijian schools.



Spain & Portugal Travel Connection - Spain & Portugal 2017 collection

A wider range of tours and packages and an extended array of cruising experiences await in Spain & Portugal Travel Connection's 2017 collection. New destinations include the Canary Islands and Girona - a *Game of Thrones* filming location. A series of walking and cycling tours has also been added to the portfolio, covering national parks such as Zahara de la Sierra-El

Gastor, Picos de Europa, El Torcal de Antequera, Monfrague, Redes, Sierra Nevada and more - **CLICK HERE** to view the program.



Infinity Holidays - Northern Territory & Western Australia 2017

Australia's rugged outback has been combined with the waterfalls of the Top End and South Australia's wine regions in Infinity Holidays' latest program.

The new brochure is jam-packed with travel tips, small ship cruising expeditions, extended tours and more. Highlights include the Wine Country & Coast tour which explores Port Augusta, Clare Valley, Port Lincoln, Barossa Valley and McLaren Vale. **CLICK HERE** to view online.

Galactic flight success

VIRGIN Galactic's VSS *Unity* carried out a successful first glide flight in the Mojave desert over the weekend.

The flight was the first in a series of test glides which are designed to check the spacecraft's aerodynamic performance, with the project to move on to powered flights once phase one is complete.

VSS *Unity* can carry a total of six passengers at a time, with a ticket to ride estimated to cost about \$250k a ride.

The Telegraph reported a total of 700 people had already signed up for the trip.

New Qld theme park?

DEVELOPMENT consent is being sought by Songcheng Group chairman Huang Qiaoliang to erect a new \$600m theme park at Nerang in Queensland.

Dubbed Australian Legends World, plans for the attraction include a replica of Uluru and an indoor land of snow and ice.

Part of the proposal is a ferry service on the Nerang River from the park to Metricon Stadium and Surfers Paradise.

Huang told the *Gold Coast Bulletin* he was already in talks with Queensland Arts Minister Mitch Fifield and PM Malcolm Turnbull to gain their support.

ATEC delegates take on Canberra

MORE than 400 export tourism leaders descended on Canberra earlier this month for the Australian Tourism Export Council's (ATEC) flagship industry event. The two-day event started with a buyer's breakfast at Pialligo Estate where inbound tour operators enjoyed a scenic hot balloon flight. Later that day 30 graduates of ATEC's ELITE program conducted presentations aimed at providing a solution to real industry issues. Buyer Seller workshops were then conducted at Canberra's QT where some 85 buyers met with around 170 product sellers from across the country.

Delegates also visited Parliament House for an address by Minister for Immigration and Border Protection, Peter Dutton before attending a welcome function where they hear from Minister for Trade, Tourism and Investment, Steve Ciobo.

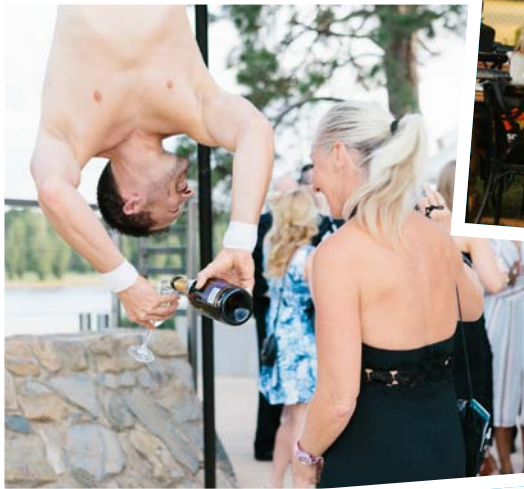
The second day of the conference was held at QT Canberra culminating in a gala dinner at the National Museum showcasing the region's fabulous food and wine.



THE ATEC team with Minister Steven Ciobo.



BUYERS Breakfast at Pialligo Estate.



FRESHLY shucked oysters before dinner.



THE gala dinner.



DELEGATES take to the sky in a hot air balloon.



GARY Paterson of AOT Inbound with Tourism Australia's Robin Mack and Leigh Sorensen



SPEAKER Chris Riddell with Tourism Australia md John O'Sullivan.



MINISTER for trade and tourism Steven Ciobo at the welcome event.

THE Australian Tourism Export Council (ATEC) conference in Canberra provided a chance for delegates to have a little fun while honouring the achievements of industry figures.

The event included ATEC's 2016 Tourism Industry Awards held during the Meeting Place Gala Dinner at the National Museum.

Among the achievers celebrated were SeaLink ceo and md Jeff Ellison who won the Captain Trevor Haworth Award for Outstanding Contribution to the Industry by an Individual.

Others included GTA's Chelsea Sheppard who won the Len Taylor Young ATEC Award for Leadership, and long-serving former SA branch chair Paul Brown who won the Outstanding Contribution by an Individual Award.



THE stage is set for ATEC's gala dinner.

With plenty of outdoor entertainment on the shores of Lake Burley Griffin, the event was also a chance for delegates to enjoy some superb food and wine as they mingled with colleagues.

Other highlights included a CEO Forum attended by ministers, government officials and tourism industry leaders.

ADDING a little indigenous spirit to the night's proceedings.



THE conference gets down to business.



CONNECTING at the conference workshops.

MINISTER Peter Dutton (left) and ATEC Chairman Denis Pierce at the CEO Forum.



SOME of the outdoor entertainment



THE great tourism debate.



ENJOYING the conference lunch.



A TASTING at the gala dinner.

VN 787 lands in MEL

VIETNAM Airlines' inaugural 787 service to Australia arrived at Melbourne Airport this morning. The carrier is the eighth airline to fly the 787 on a MEL route.



Tis the season to be creative

Win tickets to New York with Air Canada

This month Travel Daily and Air Canada are giving readers the chance to win two Economy Class return tickets from BNE/SYD to New York (EWR) and two CityPASSes for NY attractions from NYC & Company.



To win, submit a photo, meme or similar which combines Air Canada with a Canadian and New York theme, showcasing "Air Canada's Canadian connection to NYC via Vancouver". Send your entries to aircanada@traveldaily.com.au

AIR CANADA

A STAR ALLIANCE MEMBER

TERMS AND CONDITIONS APPLY

HKG trade discount

A **TRAVEL** industry discount of 35% off the best available rate is on offer at the Hong Kong Harbour Plaza Group's Kowloon Hotel Hong Kong.

The deal is available to travel agents, airline, cruise and tour operator staff.

A total of 736 suites and rooms are at the four-star property which overlooks Victoria Harbour.

United Cuba launch

THE first United Airlines flight from Houston George Bush Intercontinental Airport to Havana took to the air on Sat.

United will operate Sat nonstop flights from Houston in addition to its daily nonstop service from New York, operating out of Newark International Airport.

Both services will be operated with Boeing 737 aircraft.

AITTC serves India on a platter



INDIA Tourism Sydney and Australia India Travel & Tourism Council (AITTC) teamed up with Wendy Wu Tours last month to present some samples of India's culinary diversity to a select group of industry reps.

Over 75 guests comprising of travel agents, airlines, hoteliers and industry personalities enjoyed the taste of India at Sydney's Indian restaurant Manjit.

AITTC chairman Sandip Hor said the event was designed to

pass on knowledge about Indian cuisine and motivate Aussies to visit India.

Pictured are: Sandip Hor, chairman AITTC; Kanchan Kukreja, assistant director India Tourism Sydney; Danielle Jaworski, Kirsty Small & Laura Cuthbert, Wendy Wu; Thushara Liyanarachchi, regional director Taj Hotels and Phillip Boniface, co-chairman & Treasurer AITTC.

Carnival kids sail free

THIRD and fourth guests in a room on select Carnival sailings from Sydney in 2017 will cruise for free under the line's family friendly summer sale.

South Pacific cruises are available with an eight-night cruise to New Caledonia on *Carnival Spirit* dep Sydney on 09 May 9, 2017 priced from \$999pp for the first two guests, a total of \$1,998 for a family of four - saving almost \$2,000.

Fares lead in \$549pp for a three-night sampler sailing on 24 Feb. Visit www.carnival.com.au.

NSW regional funds

THE new Regional Tourism Fund launched on Fri, injecting \$13 million of funding into the regional NSW tourism industry.

"We've made the \$13 million fund available to 2019, an increased investment of \$2.5 million into the regional visitor economy on a matched dollar-for-dollar basis," said Minister for Trade, Tourism and Major Events Stuart Ayres.

Two different programs are available for operators for marketing and product development and it replaces the previous Contestable Regional Visitor Economy Fund.

100% PURE NEW ZEALAND

WIN YOUR OWN NORTH OR SOUTH ADVENTURE

★ ENTRIES CLOSE 11 DECEMBER ★

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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

Publisher/Editor in Chief: Bruce Piper **Managing Editor:** Jon Murrie **Editor:** Guy Dundas
Contributors: Jasmine O'Donoghue, Bonnie Tai, Nathalie Craig, Jenny Piper - info@traveldaily.com.au
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of Business Publishing Group.

Travel Daily **CRUISE** **travelBulletin** business events news **Pharmacy DAILY** **Travel TV**



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

*** NEW * TAKE THE LEAD**

TRAVEL TEAM LEADER

GOLD COAST – UP TO \$65K PKG + COMMISSION

Here's your chance to grab a leadership role on the Gold Coast and rise up the ranks. This innovative travel company is looking for an experienced travel manager to come and lead their sales team. As a hands on manager you'll lead by example whilst motivating and developing your team to achieve solid financial, service and personal results. A strong base salary + generous commission structure is in place along with famils and a strong career path.

LEADING CORPORATE TRAVEL COMPANY

STRATEGIC CORPORATE SALES MANAGER

MELBOURNE – SALARY \$95K + UNCAPPED BONUSES

This leading travel management company is looking for an experienced & driven BDM to join their large market sales team. You will be responsible for acquiring new corporate business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped bonuses. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

WHOLESALE TRAVEL COMPANY

ACCOUNTS MANAGER / ADMINISTRATION SUPPORT

VICTORIA (GEELONG) – TOP SALARY PACKAGE DOE

Our client is a boutique wholesale company focusing on the finer things in life. You will be responsible for accounts payable & receivable, BAS, banking, financial reporting, together with general administrative duties. To be successful you will be required to have solid account / finance experience, knowledge of Xero and be well presented. This position is 3-4 days per week (week days) only. Only experienced applicants will be considered.

SENIOR AIRFARE GURUS

SENIOR AIRFARE CONTRACTING MANAGER

SYDNEY – EXCELLENT SALARY PACKAGE UP TO \$97K +

A rare opportunity has landed at AA for a strong airfares manager to step into a newly created role with this amazing travel organization. You will have worked in an airfares and ticketing role or a supplier contracting role, but you MUST have a strong understanding of Airfares and ticketing to apply. This role is interviewing now, many benefits are included with the bonus of working for one of the best in the business, ring for a confidential chat 02 9231 2825.

LOVE THE THRILL OF THE HUNT?

CORPORATE SALES MANAGER

BRISBANE – UP TO \$95K PKG + COMMISSION

Due to expansion this globally recognised and highly respected travel management company requires a talented sales manager to grow their corporate client base including large and SME accounts. You'll be experienced in working within the corporate market, pipeline development and winning new business through to account management and retention of clients. A generous salary package + lucrative commission structure is on offer.

YOUR NEXT CAREER MOVE

AREA SALES MANAGER - HOTELS

MELBOURNE – UP TO \$65K - \$70K PKG

Take your career to the next level & join this industry leader in Melbourne. You will manage a portfolio of clients promoting the company, maintain a regular sales call cycle developing relationships, source for new opportunities, manage leads & negotiate contracts. A great salary + benefits on offer. You will need travel or hospitality experience in a similar role, great presentation & communication skills & a proven sales ability. 12mth Contract

IN SEARCH OF A CREATIVE GENIUS

HEAD OF MARKETING – TRAVEL COMPANY

SYDNEY – \$140K PLUS GENEROUS PACKAGE

Rarely do these roles present themselves so if you have been thinking about moving in the New Year now is the time to update your CV. This Travel company are looking for a senior marketing manager to lead develop and implement their new marketing strategy over a 3 year period. Leading a team of 3 across traditional and digital functions. You must have Travel Marketing experience at a management level to apply. Ring for a confidential chat today 9231 2825.

HUNTERS ONLY NEED APPLY

DIRECTOR OF SALES AUS - TMC

SYDNEY – SALARY PACKAGE \$155K + BONUS

The search is on for Australia's most talented, inspiring Corporate Sales Manager who enjoys leading from the front. This is your opportunity to join this award winning global TMC in a role that will allow you to mentor and develop others, whilst still managing your own client portfolio. If you love the thrill of the chase and can motivate others, this is the dream role you have been waiting for. Apply today or ring for a confidential chat on 02 9231 2825.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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

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