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# Travel Daily

First with the news

Friday 7th April 2017

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## Gallipoli concerns

**THE** Australian Government yesterday issued a travel advisory warning of potential terrorist attacks targeting ANZAC Day commemorations on the Gallipoli Peninsula later this month.

"Turkish authorities are aware of this information & traditionally provide a high level of protective security" at the site, the Dept of Foreign Affairs & Trade said.

Despite the threat, the govt's level of advice for Gallipoli region remains unchanged.

Mat McLachlan, founder of Mat McLachlan Battlefield Tours, told **TD** its tours would still go ahead as planned, "although we will monitor the situation closely and take further action if required".

McLachlan said passenger safety was "our paramount concern".

He said the firm avoids hot spots such as Istanbul, which remained on the govt's 'Reconsider your need to travel' status, adding the official ANZAC Day Dawn Service was still proceeding as planned.

## Helloworld plots relaunch

**EXCLUSIVE**

**HELLOWORLD** is set for a significant "brand refresh," following a formal vote on Mon to rename the overall company as Helloworld Travel (**TD** 01 Mar).

CEO Andrew Burnes confirmed the move, telling **TD** despite the strong network of members on both sides of the Tasman, "it is not entirely obvious to the general public that Helloworld is a travel company".

He said internal company research over the past few months had showed Helloworld, which replaced the former retail brands of Harvey World Travel, Jetset, Travelworld and Travelscene, still had some way to go in reaching a satisfactory level of brand recognition, while some of the previous brands were still strong in the public mind.

Consumers had "just not built the bridge between the old brands and the new brand...we

found a lot of consumers just did not know where the legacy brands had gone," Burnes added.

"What the new brand at the corporate level will enable us to do is consider some tweaks we might make to the existing Helloworld brand...we have been doing quite a bit of work on that over the last few months and the new Helloworld Travel Limited brand will of course involve new collateral," he said.

Burnes said a changed logo would feature on new brochures as they were produced, while the full brand refresh was expected to roll out nationally by 30 Jun 2018.

Finer details of what this will mean are expected to be unveiled next week after the company's extraordinary general meeting.

Burnes said the company would be talking to members about the associated costs of implementing the new brand in their stores, with full details of marketing plans for Helloworld Travel to be revealed in the coming days.

He added that a significant sum would be spent promoting the new brand to consumers, "and we are confident...that this will have very good cut through with the travelling public".

## Albatross collateral

**ALBATROSS** Tours is offering travel agents marketing a gamut of assistance to enable them to cash in on the lucrative European Christmas markets.

Options include EDMs, client events, marketing collateral and training - more info on **page 7**.

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**Today's issue of TD**

**Travel Daily** today has six pages of news and photos, plus full pages from: (**click**)

- Albatross Tours
- Travel Trade Recruitment

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# Travel Daily

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APT  
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2017

CLICK TO VIEW DEALS

## HLO ups guidance

**HELLOWORLD** has elevated its FY17 pre-tax earning guidance by up to \$7m, citing “very strong trading” in the Mar quarter.

HLO said it is now tipping an earning guidance in the scope of \$52m - \$55m, up from \$47m - \$51m, building on an TTV of approx \$5.8b (**TD** breaking news).

CEO Andrew Burnes reiterated the benefits of the merger with AOT Holidays would take two years, saying “we have achieved a lot over the last 14 months”.

“This is a credit to our team in Australia, New Zealand, Fiji, the USA, Vietnam, India and other parts of the world,” Burnes said.

He also confirmed Helloworld would continue to invest in “world class technologies to create a “clicks & mortar” trans-Tasman retail network and give our customers the best of both worlds and our agents the ability to provide a 24/7 whole of travel solution for our customers”.

## Qantas free wi-fi takes off

**QANTAS** has today activated its new in-flight wi-fi service for pax on domestic flights, operating its first “internet-capable” Boeing 737-800 fitted with the tech.

The launch follows several months of testing on QF’s aircraft VH-XZB, with trials expected to be complete by mid-year ahead of a wider roll-out on other Boeing 737s and Airbus A330s, expected to be complete by late 2018.

Aboard this morning’s preview flights over NSW, Qantas ceo Alan Joyce said in-flight wi-fi had been on the Australian carrier’s wish list “for quite some time, but the

sheer size of Australia meant it was hard to offer a service that was fast and reliable”.

Joyce said the technology QF used was a generation ahead of most airlines around the world. “On flights between Melbourne, Sydney and Brisbane, where we have a lot of business travellers, we expect the system to get a real work out with email & browsing.

“We also know customers want down time, which is why we’ve partnered with streaming services like Foxtel and Stan so there’s no shortage of things to help people tune out,” Joyce said.

The QF boss also took a swipe at rival carrier Virgin Australia which last week said it would offer its own user-paid wi-fi service soon.

“No other domestic airline is offering its passengers next-gen wi-fi with a commitment that it’ll continue to be included in the price of the fare,” he remarked.

## Baroness renaming

**UNIWORLD** Boutique River Cruise Collection’s *River Baroness* will be renamed *The B* and join the U by Uniworld brand when it debuts next year, not the cruise line’s *River Beatrice*, as reported in *Travel Daily* yesterday.

## Kings of Vegas tickets

**TODAY** is the last chance to enter this week’s mini-comp to win tickets to see Harrison Craig live in concert as part of his tour down under later this year.

Entry is simple: just send us a photo of yourself and/or your team which best represents Las Vegas as the ‘Entertainment Capital of the World’.

Sinead Allison from helloworld Canberra Centre submitted this great image of herself and a tour group while on a Trek America trip through the USA after riding the party bus through ‘Sin City’.

For comp details, see **page four**.




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## Strata hurdle for Airbnb

**AIRBNB** is facing a backlash from strata residents as the NSW Government prepares to announce its position on short-term accommodation rentals.

Strata industry expert Paul Morton today warned a "war between Airbnb and apartment owners" would only escalate unless NSW took decisive action to regulate short-term rentals.

"On one side is an aggressive, revenue-dominated multinational with the resources to lobby government and on the other, apartment owners who don't want their homes turned into hotels and party houses," said Morton, managing director of Lannock Strata Finance.

"Both sides of this debate are going to have to give a little

but that won't happen unless government gets the balance right with a fair use, fair pay policy for strata short-term lets."

Morton has recommended regulations to appease residents, including allowing individual body corporates to determine whether units can be let short-term.

Organisations including the Australian Retailers Association and the Restaurant and Catering Association have backed Airbnb as an economic contributor and a boost to tourism (**TD** yesterday).

But others, including the Accommodation Association of Australia and Tourism Accommodation Australia, have been vocal opponents and have called for strict regulation.

The NSW Government is expected to announce its position on Airbnb and other short-term rental websites next week.

## Betsy Beer on AU flts

**CATHAY** Pacific is about to give Aussie Business class passengers a taste of its high altitude brew Betsy Beer (**TD** 23 Feb).

The bottled beer has been "scientifically brewed" for consumption at 35,000 feet and will be available on services departing from the five major capitals and Cairns from 07 Apr until the end of the month.

The beverage has been crafted to overcome the dulled sense of taste at high altitude.

## Busabout bargain

**BUSABOUT** is offering free passes to Australian travel agents, allowing them to travel among 46 different European destinations.

The offer is available to any agent who has worked in the industry at least six months and provides a free Hop-on-Hop-off pass valid for 2017.

Agents receive 50% off passes for up to three friends.

For details contact Busabout sales managers.

## Seniors' age lowered

**ESCAPE** Travel has dropped the age of eligibility for seniors' discounts from 65 to 60.

The group's general manager, Darren Lloyd, said 60-plus guests would be able to access exclusive discounts from suppliers as well as Escape Travel's own additional discount of \$100 per person for bookings over \$2,500.

"Customers just need to have a valid state seniors card to access the great deals and discounts across every holiday category," Lloyd said.

Seniors' deals include savings of up to \$822 on Europe guided holidays and up to \$300 off all-inclusive Escorted Escapes.

## Debbie blows into NZ

**AREAS** of New Zealand's North Island have been hit by 'once in 500 year' floods as the remnants of Cyclone Debbie swept across the Tasman this week.

Popular tourist regions including the Bay of Plenty and Rotorua have been affected by flooding and road closures, with areas around the town of Edgecumbe the worst affected.

A state of emergency has been declared in several regions.



## Window Seat

**NOW** this is customer service.

Delta Air Lines took matters into its own hands this week after hundreds of flights were cancelled or delayed due to severe thunderstorms in the South of the US.

As passengers fumed, the carrier sought to ease tensions with bulk orders for more than 700 boxes of pizza.

Photos posted on Twitter show flight attendants handing out slices by the plane load.

**WE'RE** not sure whether it will fit in the overhead lockers, but My Travel Group this week ordered a spectacular cake to mark its first birthday celebrations (**pictured** below).



## What's your Sydney Fantasea?

Fantasea have perfected the quintessential Sydney experience with BBQ burger and beer on Sydney harbour. With three daily departures. Prices start from just \$35.

Contact the team at Fantasea Cruising for rate sheets & info:

02 9556 9217

[info@fantasea.com.au](mailto:info@fantasea.com.au)



[www.fantasea.com.au](http://www.fantasea.com.au)

# HRG

## Head of Client Management – Melbourne or Sydney

HRG is an award winning international digital services company. We specialise in travel, expense and data management underpinned by proprietary technology. We are the reason many of the world's leading companies are taking their travel management in the right direction.

We are looking for an experienced travel industry leader to join our team in Melbourne or Sydney. Your role will be to manage the HRG Client Management team, who in turn manage our relationships with our clients. A key focus is on strategic client relationships, as well as promoting the HRG product suite. The new sales team will also report to this role with a 'dotted line'.

Reporting to the General Manager, you will develop strong relationships with all stakeholders, work collaboratively with our operational teams, manage contract and tender negotiations and will likely have management of a key strategic client.

If you are solutions oriented, show strong initiative, have strong negotiation skills and a passion for the travel industry, then send through your interest today to [recruitment.au@hrgworldwide.com](mailto:recruitment.au@hrgworldwide.com) or contact David Lorimer on 02 9220 0525.

## Gunners Jet in to Sydney



**ARSENAL** soccer legend Sol Campbell paid a flying visit to Sydney this week to promote the Gunners' forthcoming squad tour in Jul.

His visit, courtesy of major club sponsor Emirates, saw Campbell meet with the NSW Minister for Tourism and Major Events Adam Marshall.

"The NSW Govt is proud of its continued success in attracting major events to the State and securing the visit of global football power Arsenal to Sydney will continue to showcase our major events capabilities to the world and help us drive economic growth," Marshall remarked.

Over 126,000 tickets have already been sold for the two matches on 13 Jul and 15 Jul at Sydney's ANZ Stadium.

Campbell is **pictured** (red shirt) with Emirates' NSW/ACT manager Tim Harrowell, at a breakfast yesterday morning with fellow travel industry associates held at the Park Hyatt Sydney.

The group also consisted of Daniel Heathwood, Flight Centre; David Lanning, Wynyard Travel; David Lorimer, HRG Australia; Peter Smith, Beyond Travel; Andrew Reed, FCM Travel; Mark Hayes, VisitBritain; Michael Gunn, Carlson Wagonlit and Nick Theodorakopoulos, Majestic Travel.

WINTER ESCAPE SALE

## Manila

RETURN BUSINESS CLASS FROM **\$1896\***

ROYAL BRUNEL AIRLINES

\*Inclusive of taxes. Travel periods & conditions apply.

## More Mint options

**JETBLUE** has announced it's expanding its Mint product to three new US transcontinental routes from Boston & New York.

The Mint cabin is now available for sale on New York JFK to Las Vegas and San Diego routes and from Boston to San Diego.

In addition to the new Mint routes, JetBlue will expand the service between Boston and LAX.

B6 will also grow its Caribbean Mint routes with a new seasonal services from BOS to St Maarten.

By Dec, one in 14 JetBlue flights will offer Mint.

## SYD-CBR HSR project

**HIGH** speed rail is on the cards for Australia again, with Spanish firm Talgo pushing for a rail service between Sydney and Canberra.

With a journey time of two hours, it would cut the time in half, and promises little to no modification needed to existing railway infrastructure.

Talgo comm director Guillermo Martinez said the proposal would cost less than \$100m, and it was seeking contributions from both the NSW and ACT governments.

If given the green light, high speed trains would be zipping between the two cities in less than a year, he suggests.

Martinez said the company would loan a train to Australia to prove the trains are worth the investment, *Fairfax* reported.

## Another Jo&Joe

**ACCORHOTELS** has announced its second Jo&Joe property will open in Paris, joining the debut location in Hossegor, France that will welcome guests from 29 May.

Pitched at the economy and 'millennial minded' traveller, the 569-bed Jo&Joe Paris will be located in the suburb of Gentilly.

## HOP! two-day strike

**AIR France's** regional carrier HOP! are set to hold a two-day strike this weekend.

The airline said 15% of its flights would be cancelled on Fri, the first day of the industrial action.

In an Air France statement, the airline said flights made with regional type aircraft are likely to be disrupted over the period.

## Montreal new wheel

**MONTREAL** is set to receive the tallest Observation wheel in Canada, when it opens in Jun.

The new vantage point in Montreal's Old Port will be 60m high and offer views of the St Lawrence River, downtown and Mont Royal.

Trips on La Grande Roue de Montreal last for 15 minutes and will operate year round.

Montreal will open a new cruise terminal in the Old Port in May with a 90m observation deck.



## Experience the Kings of Vegas

Travel Daily and Las Vegas Convention and Visitors Authority is giving readers the chance to win one of five double passes to see Harrison Craig's *Kings of Vegas Lounge Sessions* tour in 2017.

Harrison Craig's two-hour concert will showcase songs from his Kings of Vegas album performing the hits from the likes of

Mel Torme, Nat King Cole, Bobby Darin, Frankie Valli, Elvis Presley and many more.

To enter, simply send a photo of yourself or your team that best represents the 'Entertainment Capital of the World' to [lasvegas@traveldaily.com.au](mailto:lasvegas@traveldaily.com.au). The most creative submission each day will win the double pass to the winner's nearest event venue.



Lufthansa Group | Austrian | Lufthansa | SWISS

## Pricing & Distribution Manager

The Walshe Group, GSA for the Lufthansa Group, is looking to appoint a Pricing & Distribution Manager based in Sydney.

### Key Responsibilities:

- Develop and implement pricing & distribution strategies for all three airlines in the Lufthansa Group in Australia.
- Leadership of a small pricing/analysis team.
- Detailed revenue analysis and forecasting.
- Liaison with interline partners and internal & external stakeholders.

### Key Requirements:

- A minimum of 5 years in pricing & distribution in the aviation sector.
- A thorough understanding of distribution practices in the Australian travel industry.
- Exceptional time management and flexibility to meet the multiple requirements of the role.
- Advanced numeracy skills, sound business acumen and proven analytical aptitude.
- Strong communication skills.

Email applications including a CV and covering letter to [applications@walshegroup.com](mailto:applications@walshegroup.com) by Friday 21 April 2017.

**The WALSHE GROUP**

## MEL to city train link

**THE** long-awaited train link to Melbourne Airport from the CBD is expected to be allocated funding to kickstart the project in next month's Federal Budget, the *Herald Sun* is reporting.

A \$1 billion Victorian infrastructure package anticipated in the Budget would reportedly also finance upgrades to the Bairnsdale, Wodonga and Warrnambool railway lines.

## SQ/ET codeshare

**SINGAPORE** Airlines and Ethiopian Airlines will expand their codeshare agreement as of 01 Jun.

The pact will open up multiple destinations across Singapore Airlines' network (incl Australia) to Ethiopian Airlines customers.

In turn, Singapore Airlines' customers will have access to Ethiopian Airlines' intra-African network.

Step back in time in Israel and Jordan in the April issue of *travelBulletin*.

**CLICK HERE** to read **travelBulletin**



## Fiji Airways, Tourism Fiji pact



**FIJI** Airways and Tourism Fiji have formalised their partnership through a Memorandum of Understanding (MoU) which aims to drive further collaboration and higher visitor arrivals to Fiji.

The MoU is focussed on capitalising on the new Fiji Airways routes to Adelaide, Singapore and San Francisco through strategic marketing.

Both organisations will undertake joint marketing and promotional exercises in key markets and share relevant data for better forward planning.

Tourism Fiji ceo Matthew Stoeckel said the agreement provided framework for their "respective global teams to deliver campaigns together".

"The partnership will provide Fiji with an edge over other

destinations as we will be able to plan, execute and optimise our marketing activities in key markets more efficiently and effectively," he said.

Stoeckel is **pictured** left shaking on the arrangement with Andrew Stanbury, Fiji Airways exec gm sales and marketing.

## Sales Executive AU Full Time - Sydney



Combining a deep understanding of our customers around the globe with exceptional crew and cutting edge technology, **Tourism Holdings Limited** delivers world-leading customer experiences.

We do this through our iconic brands, **Maui, Britz, Mighty, Road Bear** and **Just Go**; delivering motor home holidays in NZ, Australia, USA, UK and Africa, and **Kiwi Experience, Waitomo Glowworm Caves** and **Black Water Rafting**, our NZ tourism brands.

We're seeking a **Sales Executive - AU**, reporting to the Sales Manager Australasia, North America. Your objective is to meet all sales revenue targets in the AU market by developing strong relationships in the youth sector and training travel agents on all **thl** products.

Key criteria for our winning candidate:

- experience in the tourism industry
- specifically **Sales, Reservations or Frontline Customer Service**
- effective communicator
- self-reliant, proactive and multi-tasker

Your responsibilities will include:

- Develop strong relationships in the AU market with new and existing agents
- Provide training to AU agents on **thl** products
- Organise monthly Trade Partner Call plan
- Represent all **thl** brands at market consumer shows and promotional events

Our people come from varied backgrounds, countries and cultures. Some are shy, others are loud (some are even ninja's!) We accept people as they are. That's what makes our **thl** family special! We want crew who are willing to go the extra mile, help their work mates and share team success. It's all part of our challenger spirit!

So if you love being part of a team, looking for a challenge or a company that pushes personal and professional development and growth, then we want to hear from you!

Send your application to [Jackie.costello@thlonline.com](mailto:Jackie.costello@thlonline.com)

## Hilton Sri Lanka move

**HILTON** has inked six agreements with Melwa Hotels & Resorts Private Limited to manage three Hilton Hotels & Resorts and three DoubleTree by Hilton properties in Sri Lanka.

The deal covers six newbuilds and will see the DoubleTree by Hilton brand debut in Sri Lanka.

Three of the properties are scheduled to open between 2020 and 2021.

They are located in tourist destinations such as Kandy, Yala, Kosgoda, Nuwara-Eliya and more.

## BIG4 back to business

**ALL** but two BIG4 Holiday Parks are open or have reopened since the recent cyclone and storms.

The Whitsunday Resort is closed until 18 Apr and the Airlie Cove Resort and Caravan Park is closed until further notice.

Several parks in Qld and NSW were impacted & BIG4 is advising travellers check the status updates on their website before heading to parks in affected areas and be aware of possible road closures - **CLICK HERE**.

## Wicked ban enforced

**LEGISLATION** to ban offensive campervans, such as those operated by Wicked Campers, has passed both houses of Parliament in Tasmania.

The State Government tabled legislation last month that would allow vehicles to be deregistered if they were found to not meet advertising standards, and where the owner has not rectified the cause (**TD** 10 Mar).

Friday 7th April 2017

## Best of Qantas, EK and Dubai



**QANTAS** played host to 150 agents across Australia at its 'Best of Qantas, Emirates & Dubai' experience in Sydney recently.

The day kicked off with a tour of a Qantas A380 and an 'Emirates on the ground' presentation in celebration of the four year anniversary of the Qantas and Emirates partnership.

Agents got into an Arabian spirit, complete with two camels - Baldie and Ginger - at the Qantas Centre of Service Excellence enjoyed traditional coffee & dates supplied by the UAE embassy.

There were presentations on QF's Boeing 787 *Dreamliner* and the Emirates on board product,

### WA visitor centre fund

**THE** WA Regional Visitor Centre Sustainability Grant Program is offering accredited visitor centres and local government authorities grants between \$40,000-\$100,000 and non-accredited funding between \$5000-\$40,000.

The program is worth \$4.2 million over four years.

Visitor centres inject \$117m into the WA economy annually and provide over 900 jobs.

Apply by 5pm on Fri 16 Jun.

as well as the 'Dubai Expert Program' from Dubai Tourism.

The day ended with sunset drinks courtesy of Dubai Tourism.

**Pictured** from left are Tim Shepherd, Emirates national accounts manager; Adele Sheers, QF mgr agency development; Will Owens, Emirates commercial manager and Rob Harrison, QF head of agency partnerships.

### WH Oriental addition

**WORLDWIDE** hotels has launched its newly rebranded Hongqiao Jin Jiang Hotel in Shanghai, China.

The five-star hotel celebrated its 25th anniversary on 23 Mar and is located between Hongqiao International Airport and downtown Shanghai.

### KI wilderness tours

**SEALINK** has introduced a series of packages involving the new Kangaroo Island Wilderness Trail, a 61km five-day walk across the island's rugged coast.

Walking packages include a six-day option with coach and ferry from Adelaide, from \$663ppts.

Visit [sealink.com.au](http://sealink.com.au) to book.



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**Contiki** is offering youth travellers up to 25% off the 'Munch, Snap and Boutique Local' Europe itineraries. Further, save up to \$400 off flights to Europe when booked by 27 Apr. Visit [contiki.com.au](http://contiki.com.au) for more.

Book return Economy class airfares with prices starting at \$1,399 to Amsterdam and Barcelona with **Emirates'** fare sale. Secure the deal by 26 Apr at [emirates.com/au](http://emirates.com/au).

Stay three nights and save 20% or stay five nights and save 30% at **Sunset Bungalows Resort** in Vanuatu. The offer is valid for travel from now until 30 Jun and again from 01 Oct until 20 Dec. Book before 30 Apr with your preferred wholesaler to take advantage of the promotion.

Save up to \$3,725pp with **Sanctuary Retreats Luxury Safari's** nine-day circuit through Botswana. Travel through to 14 Jun and between 01 Nov and 20 Dec. **CLICK HERE** for more information.

### Nile Air plans NPI/HAS

**EGYPTIAN** Carrier Nile Air will add a new service to its summer 2017 schedule to Saudi Arabia.

An Airbus A320 aircraft will operate three times weekly on the Cairo-Ha'il route, with the first flight currently planned to start 27 Jun.

### Zanzibar Amber Rose

**PENNYROYAL** Gibraltar Limited is developing Zanzibar Amber Resort in Tanzania, featuring an equestrian centre and an underwater restaurant.

The first phase of development has started and is set to be completed within three years.

## Win tickets to Stockholm

To celebrate the 50th Anniversary of Singapore Airlines' flights to/from Australia, Singapore Airlines is offering Travel Agents in Australia the opportunity to win two return Business Class tickets from Australia to Singapore Airlines' newest destination in Europe, Stockholm!

To win, correctly answer each daily question in April. The lucky winner will have the most correct answers as well as the most inspired final entry. Send your answers to [singaporeairlines@traveldaily.com.au](mailto:singaporeairlines@traveldaily.com.au)



Q3. Singapore Airlines maintains a young and modern fleet of aircraft. What new aircraft type entered into the SIA fleet in 2016 offering customers an improved travelling experience with features such as higher ceilings, larger windows, an extra wide body and lighting designed to reduce jetlag?

*Travel Daily* is Australia's leading travel industry publication.

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## WOULD YOU LIKE A BIGGER SHARE OF THE LUCRATIVE EUROPEAN CHRISTMAS MARKET?

How much time do you devote to actively marketing your business?



At Albatross Tours, we have over 20 years' experience marketing our unique product range of Festive touring options, so we'd like to make things easy for you to create, brand, target and implement a campaign to your customer base.

Here are some ideas to get you started:

- Electronic marketing campaign - EDM's, web content, social media, email.
- Client events - there is no better way to sell to your clients than 'face to face'!
- Marketing collateral - Need flyers? Posters? Images for your facebook page? We have them.
- Training - give yourself the best opportunity to convert sales by having your team trained up to become Christmas 'Specialists'!

Call 1300 135 015 to book an appointment with one of our highly experienced Sales Managers to plan your campaign today. Let's work together to grow together.

## WIN A EUROPEAN FESTIVE TOUR!

For travel agents, Albatross Tours are offering an amazing opportunity to WIN a magical Pre-Christmas Market tour for 2, valued at up to \$8,500 with one entry per passenger booked before 31 July 2017.

Full competition details are available at [albatrosstours.com.au/agent-competition](http://albatrosstours.com.au/agent-competition).



Find us on Facebook for tour information and travel tips to share with your clients



Message from 'The Mo'

### I hate hidden extras!

Just like you, I hate doing anything and suddenly discovering there are hidden extras and still more to pay! I think it is only fair and honest that if something should be included, it is.

That is why I insist our tours are always genuinely inclusive and I promise that you will never step onboard one of our coaches and be given a long list of expensive 'optional' extras (so common elsewhere), which can be so upsetting and, play havoc with your budget.

Our Tour Managers are not reliant on kickbacks from special shops or optional extras with grossly inflated prices. When our Tour Managers hold their hands out it is not to take your money but to shake your hand.

Euan Landborough, 'The Mo'  
Managing Director & Tour Designer



2017 Europe Summer Tours are now **100%** Guaranteed to depart!



'Italy, the Deep South & Sicily'

Stay 2 nights in the beautifully renovated Sassi caves in Matera, Italy



*Working in partnership with the Australian Travel Industry*

### **Airline Finance Officer – Maternity Contract**

**Sydney, \$55-60k + Super, Ref: 2794PE1**

My client, a leading Airline with offices located in Sydney CBD are looking for an accounting expert to come on board and join their team. Working with other experienced professionals, this is a varied role requiring a high level of attention to detail for preparing, managing, reconciling payments from suppliers & customers for a leading Airline with an emphasis on delivering outstanding experiences for clients, suppliers and team members. A great opportunity for a seasoned finance professional

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

### **Account Manager**

**Brisbane, \$70-75k, Ref: 2370CN1**

This role is a mix between being out on the road and being in the office, equal split. Make your own appointments to suit your schedule and build strong relationships with clients! You will need to have strong analytical skills to assist with growing business and thinking outside the box when it comes to new ways to attract business. Current experience as an account manager for the travel or hospitality sector, striving towards KPI'S and enjoy negotiation and account requisition.

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

### **Corporate Travel Consultant**

**Melbourne, Attractive Salary Package, Ref: 2797KF1**

Our client, an international TMC, are on the look out for motivated travel consultants who are looking to take their career to the next level. If you are looking for a company where you can enjoy career progression, recognition, rewards and fantastic bonuses, then this is the opportunity you've been searching for. This corporate travel role would suit an experienced, strong sales retail consultant or a corporate travel consultant wanting to earn more and be challenged in their career!

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

### **Travel & Cruise Consultant**

**Adelaide, \$45-45k, Ref: 2785HC1**

Do you have the gift of travel sales? If you have proven retail sales experience and can manage complex itineraries then you must apply now. You will be working towards targets and aiming to earn lucrative quarterly commissions in return for a career within a supportive and friendly environment. You will be highly experienced within the travel industry, have GDS skills and have proven sales results. Long term career progression, a great salary & an amazing team are perks to this role.

For more information please call Hannah on (08) 6365 4313 or click [APPLY](#) now.

### **North America Product Executive**

**Eastern Suburbs, \$50k + Super, Ref: 2796SO3**

This role is a broad support in both the evolution and delivery of unique product to the business, engaging closely with in-house departments and external suppliers. The role focuses on supporting manager, marketing team and reservations with tailored, unique product, assisting with engineering unique value add and tactical offers per destination. You will be ensuring all product, packaging and pricing is updated on the website. This is an amazing travel company to work in.

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

### **Experience Travel Consultant**

**Brisbane, Up to \$52k Pkg + Uncapped Comms, Ref: 2792SZ1**

Multi award winning and independently owned agency with supportive management. My clients are looking for someone that enjoys servicing customers with focus on providing and delivering exceptional service by taking on enquiries & building a client base. A great cultural fit is important as you will be working in a tight knit team an excellent GDS understanding is a must. Working predominately Mon to Fri with a rotational half day Sat, this is your chance to have work & life balance.

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

### **Sales Consultant - Hiking & Cycling**

**Mornington, Up to \$58k Package, Ref: 2738HC12**

In this exciting position you will be working within the dynamic travel industry helping create inspiring journeys and making trip arrangements. The primary focus of the role is to manage the back-end operations for all walking and cycling trips and working closely clients. This travel company is known for its unique products they offer to off the beaten track destinations and there is a great company culture with a fun team. A fantastic opportunity to combine product and sales!

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

### **Travel Consultant**

**Perth, Competitive + Great Bonuses, Ref: 1771SJ1**

Are you a travel industry professional looking for a fresh challenge? I have a dream travel consultant position based in the stunning Perth region. Uncapped earning potential with recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have international and domestic travel industry experience, be a team player and well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
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