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# Travel Daily

First with the news

Monday 6th February 2017

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## China-Australia Year of Tourism kicks off

**FEDERAL** Minister for Trade, Tourism and Investment Steven Ciobo and chairman of the China National Tourism Administration Dr Li Jinzao officially launched the China-Australia 'Year of Tourism' yesterday in Sydney (**TD** 22 Dec).

The initiative promises to bring both countries closer together and provide further engagement across economic, commercial, social and academic levels.

Ciobo said China is Australia's "most valuable tourism market" and had the potential of being worth over \$13 billion by 2020.

"Last year 1.2 million Chinese visited Australia; we anticipate this will grow during the China-Australia Year of Tourism and will continue to grow afterwards."

Li said the strategy would help promote bilateral exchanges in tourism and other fields, "enhancing the friendship between our two peoples".

Activities planned during the year include a Business Events Showcase, as well as sporting, cultural & educational exchanges, while China is planning a "panda caravan tour in Australia".

## TTC invests in e-learning

**EXCLUSIVE**

**THE** Travel Corporation will unveil its new e-learning program for travel agents in Australia in coming weeks, a move ceo Brett Tollman says emphasises the TTC's commitment to the trade.

Dubbed the TTC Agent Academy, the online platform will initially launch with the Trafalgar, Insight, Contiki and Uniworld brands, which Tollman said were "very travel trade centric".

"Seeing as though there are quite a few moving parts such as pre- and post-accommodation, then we want to make sure we are providing all the training tools we can to our agency partners so they know what's new, how to sell it, how to target customers by demographic, travel trends & so

forth," Tollman explained to **TD**.

"We've invested a lot of money, resources and time into our e-learning programs," he said, taking a shot at rivals in the space who use "smoke and mirrors" to promote their product.

"Our core philosophy is work through our trade partners & be successful that way rather than also spending a huge amount of money on consumer advertising.

"We certainly don't focus on what our competitors do as a general business philosophy but ours is certainly put more into the product, deliver great experiences for the customer and spend your money there. Don't spend it on smoke and mirrors, or consumer advertising."

He said the TTC Agent Academy would be "very usable, short and easy to learn and remember", with consultants who complete the course offered a range of rewards including opportunities to join one of the brand's tours.

A Busabout module is planned.

### Today's issue of TD

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

- Air Tickets incentive
- AA Appointments jobs
- Abercrombie & Kent
- Consolidated incentive
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## Delta/Virgin incentive

**CONSOLIDATED** Travel is giving away three Samsung Galaxy S7 Edge devices to the agents with the highest Virgin Australia/Delta Air Lines ticket sales to the USA in Feb - see **page 11**.

## QFF points on A&K

**ABERCROMBIE & Kent** is offering Qantas Frequent Flyer members one point per dollar spent on any Hosted Small Group Journey of seven nights or more before 31 Aug - for more details see **page 10**.

## QR launch AKL direct

**QATAR** Airways has begun operating the world's longest commercial service, with flights between Doha and Auckland.

Operated by Boeing 777-200LR aircraft, flights QR920 travels the distance of 14,535kms in 17hrs & 45mins, crossing ten time zones.

Air India's Delhi-San Francisco service is longer in terms of distance, but is flown in 15 hours.

Emirates' non-stop flight to AKL is slightly shorter than QR's.

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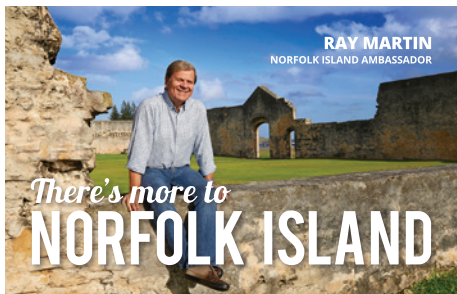
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## HRG new Aus gm

**FRAEDOM** & HRG manager of online and supplier strategy, David Lorimer has been promoted to the position of general manager for HRG Australia.

Lorimer has more than 25 years' experience in corporate travel and will provide sales, marketing and client management expertise, and financial oversight, focused on "growth, efficiency, client retention and building on HRG's strategic approach".

## Crown faces class action

**LAW** firm Maurice Blackburn has begun rallying shareholders for a planned class action against Crown Resorts, stemming from the slide in its share price after the arrest of staff in China.

Crown shares fell almost 14% in Oct last year (**TD** 17 Oct) after several employees were detained on suspicion of illegal efforts to court high-end gamblers.

In response, Maurice Blackburn has opened online registrations for shareholders interested in recovering lost money in a class action, including from institutional investors.

"There is a compelling set of events suggesting that the company knew or should have known of the risks the Chinese environment posed to the company's revenue streams, and therefore shareholders should have been apprised of those risks which should have been factored in to the share price," the law firm said late last week

"Given the market reaction to the news once it became public was severe with Crown shares falling almost 14%... that

information clearly was material to the share price and should have been disclosed earlier."

The class action has renewed speculation over the viability of Crown's \$1.2 billion Sydney development at Barangaroo and comes after a restructure in which James Packer was returned to the company's board.

## Oceania new vp sales

**OCEANIA** Cruises has named Steve McLaughlin as its first vice president sales for Australasia.

Stepping into the role from 13 Mar, McLaughlin brings to the table almost 30 years' experience in the luxury cruise sector and was most recently director of sales Australasia for Ponant.

He has also worked previously for Lindblad, Orion Expedition Cruises, Cruiseco and Cunard.

His appointment is under an expansion of the Norwegian Cruise Line Holdings Australian office, which saw the Regent Seven Seas Cruises and Oceania Cruises' sales brands split into separate teams (**TD** 12 Jan).

## Serko online benefits

**BUSINESS** users of Serko Online will now have access to more benefits and savings when they join Qantas Business Rewards.

Serko Online customers can become a member of the program free from now until the end of Feb, saving businesses approximately \$89.50.

Members will receive points from the first booking and can access them to use on things like fuel, energy and insurance.

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## Tas tourism deregulation plan

**THE** Tasmanian Government has thrown its support behind Airbnb and other accommodation platforms with plans to reduce regulation in the tourism and hospitality sectors.

New law reforms will allow home-owners to rent out up to four rooms of their houses "without being burdened by red tape", the state's Premier Will Hodgman said, while shack owners will be able to rent their properties to holidaymakers.

"Tasmania is experiencing unprecedented levels of demand for accommodation," he said.

"That's why we are embracing the sharing economy, because it will help us meet demand and grow the tourism and hospitality sectors, which will create jobs."

From 01 Jul, shack or investment property owners

will be able to rent out their properties for short stays as long as they meet minimum safety standards, such as smoke alarms and functioning toilets.

"This policy is part of our plan to grow our economy and create more jobs by backing our competitive strengths... and to cut the red tape which holds business back," Hodgman said.

"We have worked with all stakeholders, listened to their concerns and developed a clear way forward."

### Regent Biz class pkg

**BUSINESS** class air packages are now on offer for all Regent Seven Seas Cruises departing from Apr.

The bundle includes return Business class flights from all major Australian gateways with Emirates, Qantas or Singapore Airlines, a one-night pre-cruise hotel stay and transfers.

Steve Odell, svp and md Asia Pacific of Norwegian Cruise Line Holdings (NCLH) told *Travel Daily* on Fri the combination offered agents a one-stop shop.

The combo can be added to the 27-night London (Southampton) to Copenhagen departure on 25 Jul for an additional \$6,590pp.

Regent is paying 5% commission on the air package.

NCLH plans to roll out air packages for its Oceania Cruises and Norwegian Cruise Line brands in the future.

## Kimberley fly free

**SILVERSEA** Cruises is offering free flights in conjunction with its 2017 expedition cruises to the Kimberley in WA.

There are still limited suites available on selected voyages in Apr and May this year, with complimentary return Economy class flights or Business class upgrades for \$1,995 per person from several Australian gateways.

All-inclusive fares lead in at \$12,550ppts - call 1300 306 872.

## Accor buys Travel Keys

**ACCORHOTELS** will make a further push into private holiday rentals with plans to buy the Travel Keys broker service.

The purchase is expected to be completed in the second quarter this year and will give AccorHotels representation across 5,000 villas in more than 100 destinations in the Caribbean, Mexico, Hawaii, the mainland US, Europe, Asia and Africa.

Atlanta-based Travel Keys will join AccorHotel's existing subsidiaries onefinestay and Squarebreak to provide a combined 8,500 rental addresses.

AccorHotels chairman and ceo Sebastien Bazin said Travel Keys had built "a very robust business" that provided an impressive portfolio of premium properties.



## Window Seat

**A HOUSTON** travel company has set its sights on the mega-rich market with a round-the-world holiday package priced at a cool US\$14 million.

Departing in Aug, the package lets one lucky squillionaire (and an entourage of 50) travel on a private Boeing 767 to 20 cities in 20 days, *Newsfix* reports.

Guests will be hosted by a crew of 50 including a master sommelier, an inflight yoga teacher and a hypnotherapist, while cocktails will be served with a set of 50 swizzle sticks made from 18 karat gold and encrusted with diamonds.

The trip's finale is a Downton Abbey-styled dinner in London with an un-named member of the British Royal family.

Texan firm Dreammaker is offering the package, with ceo Gregory Patrick saying he has had two serious enquiries.

## Mercure to Sebel

**MELBOURNE'S** Grand Mercure Apartments Docklands has today joined the Sebel portfolio.

The 80-apartment property has become the Sebel Residences, Melbourne Docklands.

## RCI Havana nights

**ROYAL** Caribbean International has boosted its Cuba cruises this year with new four- and five-night sailings from Tampa, Florida.

Cruising aboard *Empress of the Seas*, the voyages will also feature overnight stays in the Cuban capital Havana.

Other destinations include Key West in Florida and the Mexican island of Cozumel.

Royal Caribbean will now offer 11 Cuba visits in 2017, ranging from four to seven nights and departing between Apr and Nov.



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Applications for this role will close Wednesday 22nd February 2017. Please note: Only successful applicants will be contacted for an interview.



Go wild in Africa or explore other adventure destinations in the February issue of *travelBulletin*.

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



## Tigerair's Bali backlash

**FRUSTRATED** customers have taken to social media to voice their concerns over Tigerair Australia's sudden decision to cancel its services to Bali permanently (**TD** breaking news, Fri).

Many travellers claimed on the carrier's social media page that although they received a refund on the fare, their booking fees had not been paid back.

When questioned on the legitimacy of the claims, a **TD** spokesperson told **TD** that "all affected customers will receive a refund on whatever is on their booking", which would include airfares, taxes and any optional extras booked such as insurance.

The comments have since been removed from Tigerair Australia's Facebook page.

The no-frills carrier decided to call it a day after Indonesian authorities refused to grant it final approval to operate from Australia to the popular island,

as the proposed alternative arrangement would have taken at least six months to implement.

**MEANWHILE**, a spokesperson for Tigerair Australia confirmed to **Travel Daily** the carrier was mulling other international markets where it could deploy the Boeing aircraft it used to fly to Denpasar.

When Tigerair Australia first announced its foray into overseas routes some 18 months ago, the South Pacific was hinted as a possible option.

On Fri, following the demise of its Bali services, the carrier told **TD**: "Tigerair Australia has several identified growth opportunities for both domestic and short haul international and as such will utilise the B737 fleet for these over the short to medium term".

"Further, Tigerair remains committed to transitioning to a full Boeing 737 fleet over the next three years."

## Travel Counsellors' bumper Jan sales

**TRAVEL** Counsellors experienced a record month of sales in Jan, with the value of its holiday bookings topping \$80 million for the first time.

The most active day recorded was 20 Jan, which saw 1,402 holiday bookings made at a combined value of \$5.7 million, representing a 14.2% increase in Aussie sales and an 18% uptick globally over the corresponding period last year.

Commenting on the sales figures, Travel Counsellors' chief executive officer Steve Byrnes said it was a "promising sign that people are looking optimistically towards 2017".

Just under 40% of all sales are now being made via the company's inhouse booking system Phenix, which gives users the ability to package tailor-made itineraries while being in control of the margin that is made.

## IHG payment scam

**TWELVE** InterContinental Hotels Group (IHG) US properties suffered a data breach between Aug and Dec last year, the hotel giant has confirmed.

The payment scam was discovered by the hotel group following an investigation.

Findings show malware was installed on servers that processed payment cards used at restaurants and bars, however cards used at the front desk were not affected.

IHG is now reviewing its security measures and confirmed the issue had been remediated.

**CLICK HERE** for affected hotels.

## Vancouver record

**VANCOUVER** International Airport (YVR) welcomed 22.3 million passengers last year, an increase of 9.7% year-on-year.

YVR ceo Craig Richmond said the airport was on track to meet the goal of 25m pax by 2020.

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## Spicers cloud tech

**SPICERS** Retreats is aiming to offer more personalised customer service with new cloud-based technology from Salesforce.

The group has introduced the Salesforce Marketing Cloud CRM system, allowing it to tailor communications to customers.

Spicers director of sales and marketing Luke Neale said emails, mobile activity, social media and advertising would be personalised to ensure the most 'cut-through'.

## Air NZ's new Oscar

**AIR** New Zealand is pioneering a new artificial intelligence service with the ability to learn as it assists customers with commonly asked queries.

Named Oscar, the beta product is in the early stages of development and will be able to learn from online conversations with customers.

It offers assistance on lounges, baggage and Airpoints, via the 'help and contact' page of the airline's website - **CLICK HERE**.

## Island Air expansion

**HAWAIIAN** carrier Island Air will expand its inter-island services after the addition of a new Q400 aircraft to its fleet.

Over coming months the airline will phase in new daily services from Oahu to neighbouring destinations, as well as adding new weekend flights and peak spring-break services.

Daily flights from Honolulu to Kahului will double to 16, services to Kona will rise from six to 10 and departures to Lihue will grow from six to eight.

The new Q400 is 30% faster than other turboprops, allowing shorter flight times and more frequent departures.

## Aussie dies in Phuket as jet-skis collide

**A VICTORIAN** woman has been killed in Phuket after the jet-ski she was riding collided with another driven by her boyfriend.

The 20-year-old suffered severe neck and shoulder injuries in the crash yesterday near Kata Beach.

Lifesavers attempted to revive the woman before she was taken to hospital and pronounced dead on arrival.

Local media reported the pair had not seen each other due to bright sun reflections.

## Silver Whisper in Sydney



**LAST** night Silversea Cruises hosted some of its key industry partners on board *Silver Whisper*, which is in Sydney as part of its 2017 World Cruise.

*Whisper* also spent the day in Newcastle on Sat, and after a two-night stay in Sydney continues to Melbourne and Adelaide and then on to Bali.

The features of the 382-passenger luxury vessel were showcased to the participants, including its array of eateries, large gymnasium, spa, humidor, show lounge and more.

*Silver Whisper* is sailing completely full, but there was still plenty of room in the ship's main dining room for a delightful

degustation dinner after the tour.

*Whisper* is part of Silversea's 'Classic Fleet' which will grow larger in the coming months with the launch of the highly anticipated *Silver Muse*.

The cruise line also operates three all-suite expedition vessels, with a fourth to be added in Nov this year after the makeover of *Silver Cloud* into an ice-class ship.

The expansion of the Silversea fleet will see the cruise line operate voyages to more than 1,000 ports globally this year.

The Silversea team is **pictured** above, from left: Julie Golding, Ethan Larkin, Amber Wilson, Craig Owens, Leanne Fonaghy and Megan Booker.

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**LUFTHANSA'S** brand new Airbus A350-900 was unveiled before 2,000 employees at a ceremony held late last week. The group's ceo Carsten Spohr said the introduction of the aircraft was a "milestone in our fleet strategy as its entry into service marks a generational change on long-haul routes". As of 10 Feb, Lufthansa will station its first 10 Airbus A350-900 aircraft in Munich, with the first destinations set to be flown flagged for Delhi and Boston. The aircraft (pictured above) has the capacity to carry 293 passengers - 48 in Business class, 21 in Premium Economy and 224 in Economy.

### Canada the place to be

A STUDY conducted by Travelzoo is predicting that Canada will receive a surge of new visitors this year. Results from the Travelzoo Spring 2017 Travel Trends Survey indicate British Columbia was the most popular province, followed closely by Ontario and Alberta. Of the 7,349 people polled, a quarter said they planned to travel to Canada twice in a year, while a further 29% said they would travel within the country four or more times this year.

### SeaLink hols house

SEALINK has launched a new holiday house on Kangaroo Island, which is located near the iconic Vivonne Bay beach. The self-contained three bedroom home sleeps up to six people and is situated in close proximity to most of the island's key attractions. It features a large enclosed yard with a BBQ, a full kitchen, washer & dryer, TV and DVD player. For bookings, [CLICK HERE](#).

### HAL cancer support

IN HONOUR of World Cancer Day last week, Holland America Line raised more than US\$5 million worth of support via its On Deck programming. The funds will be dispersed amongst six international cancer organisations located in the US, Canada, Australia, the Netherlands, Germany and the United Kingdom.

### RwandAir growth

RWANDAIR is set to commence flights to Harare, Zimbabwe on 01 Apr and four weekly services to Mumbai, India from 03 Apr. The two cities will be served with Boeing 737NG and Airbus A330 Aircraft, respectively.

# 10 commandments of biz travel

**BOOKING.COM'S** latest study has found that one in four Australians is more likely to accept a lower paying job if it means travelling more for work. Data showed 42% of business travellers extended their business trip to a different city or country in the past 12 months, with 16% admitting they intend to do the same this year. On the back of this research, Booking.com has released a set of top 10 business travel tips to ensure trips are as enjoyable and as hassle-free as possible. One of the recommendations listed by Booking.com is to delete browser cookies or use an incognito browser before booking

a trip as some airlines will show higher rates each time the user returns to their sites. Another tip provided is to sign up to a trusted booking platform, as well as treating the business trip as an adventure. To speed through the airport, a pre-approved TSA to go through security faster is considered as a must-do. Booking.com's list also recommends that business travellers fly with the same airline each time to take advantage of elite status benefits. For more suggested travel tips, go to [www.Booking.com](http://www.Booking.com).

### Aircraft noise chief

NARELLE Bell is Australia's new Aircraft Noise Ombudsman. Bell has served 13 years as a senior member on the Commonwealth Administrative Appeals Tribunal and has also held positions on the Social Security Appeals Tribunal and the Administrative Decisions Tribunal. She will commence her new role later this week.

### Badminton win

MORE than 1,500 competitors from over 30 countries will congregate on the Gold Coast this year to compete in the Sudirman Cup, one of most prestigious events on the world badminton calendar. The competition will be held from 21-28 May and serves as the first test event for the 2018 Commonwealth Games. Federal Minister for Trade, Tourism and Investment Steven Ciobo predicted the event would be watched by a global audience of more than 500 million people.

### Holidays for blokes

UTRACKS has curated a range of active European itineraries designed especially for the boys. Dubbed Boy's Own Adventures, highlights of the lads program include the Bavarian Beer Trail Cycle which follows the route with the highest concentration of breweries in the world, and a visit to Mount Athos, the only place in Europe where women are not allowed to enter. Visit [utracks.com](http://utracks.com) for more info.

### Kanchanaburi tour

SPICEROADS has introduced a new annual tour in remembrance of the ANZACS. The ANZAC Ride to Remembrance program kicks off in Kanchanaburi, Thailand and includes visits to famed WWII sites, the Death Railway, a dawn ceremony at Hellfire Pass and cycling off the beaten trail through jungle, teak plantations and farming villages. SpiceRoads' first ANZAC departure is on 23 Apr. [CLICK HERE](#) for more info.



**Reservations and Ticketing consultant**

VN Holidays is a specialty wholesaler of Vietnam Airlines with over 25 years of experience. We are looking for an experienced reservation and ticketing consultant to join our dynamic team. The primary responsibilities of the role include managing group tours, reservations and ticketing. The successful candidate will have a minimum of 1 year work experience in the travel industry including reservations and ticketing knowledge. It will be advantageous to be a strong communicator in Chinese and Vietnamese and have experience with Amadeus or Sabre.

Applications close Friday 17th February 2017.

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## Brits snub US travel

**DONALD** Trump's immigration order has over a third of Brits rethinking their US holiday plans, according to a poll of 1,000 people by HolidayExtras.com.

The research found 38% were reconsidering their travel plans, 25% of which were in protest of the immigration restrictions, while 7% expressed concern about delays at passport control and 6% felt that confusing visa requirements were a further deterrent in visiting the country.

## Viking correction

**VIKING** Cruises has confirmed pricing for its six Australia and NZ cruises in 2018/19 are available, despite it's website staying departures are "sold out" or have "limited availability" (**TD** Fri).

Agents with specific category requests should call 1300 062 326.

## Qikiqtarjuaq push

**THE** Government of Nunavut in Canada has pledged over CA\$242,000 in funding towards developing and growing tourism on the island of Qikiqtarjuaq.

A marketing strategy will be developed with the money, along with the implementation of a cruise ship program, developing an increased online presence to provide information to guests and visitor accommodation in the community will be enhanced.

## Selective free flights

**SELECTIVE** Tours is offering a nine-day Vietnam holiday, including an overnight Halong Bay Cruise, accommodation at A La Carte Resort Da Nang and return airfares with Singapore Airlines from \$2,388pp - **CLICK HERE**.

## Aer Lingus mulls LAS

**AER** Lingus has flagged the potential for seasonal Dublin-Las Vegas flights.

Chief exec Stephen Kavanagh said the service would probably operate two-three times weekly, *Irish Central* are reporting.



This month Travel Daily, Tempo Holidays and Tourism Ireland are giving agents the chance to win a trip for two to Ireland.

The winner will travel on a luxury coach around Ireland for a week, and the prize includes return flights.



To win, show your Irish spirit by dressing up in your best St Patrick's Day outfit and send a photo through. Best photo wins! Get your whole office involved! Send entries to [tempo@traveldaily.com.au](mailto:tempo@traveldaily.com.au)

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# 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](mailto:brochures@traveldaily.com.au).



## Scenic - Europe River Cruising Pre-Release 2018

Two new itineraries will make their debut in Scenic's 2018 Europe river cruising program. One of the new additions is the eight-day Rhine Christmas Markets, which travels between Amsterdam and Basel in Dec, visiting the festive markets of Germany and can also be extended by five days in Switzerland. Also new is the 15-day Imperial Russia which travels from Moscow to Volgograd (Stalingrad), stopping at ports including Kostroma and Saratov. The Douro sailing season has also been extended to the end of Dec due to demand.



## Qantas Holidays - New Zealand 2017/18

The new-look Qantas Holidays New Zealand brochure features an expanded range of accommodation and tour options. New to the program are Luxury Lodges and Unique stays throughout the North and South Island and self-drive packages. The brochure offers a selection of 'Exclusively for You' tailored self-drive packages, including the eight-day Southern Glacier roundtrip from Christchurch and 15-day Simply the Best itinerary, venturing from Auckland to Christchurch.



## G Adventures - Yolo 2017

G Adventures has unveiled its Yolo brochure, alongside its Earth and Active release. Aimed at "18-to-thirty-somethings", the brochure dives into Southeast Asia, Thailand, North America, Africa and more. For the second year, the program features the Jane Goodall Collection - wildlife-centric tours that have been officially endorsed by the primatologist. The selection of 20 small group adventures aims to bring travellers into close contact with the planet's most fascinating creatures in a manner that respects their freedom.

## NZ Japanese visits up

**ANNUAL** Japanese visitor numbers to New Zealand have surpassed the 100,000 mark for the first time since 2008 as the market recovers from economic issues and natural disasters.

The market has been growing steadily since 2011, following a period of declining numbers.

Tourism New Zealand's gm Asia David Craig said the achievement "is a real win".

"Japanese spend around \$3,000 a visit and half of them visit in the shoulder season, making them a really important visitor segment," he said, adding that "we remain deeply committed to Japan".

## Mesa plots strikes

**MESA** Flight Attendants represented by the Association of Flight Attendants-CWA are warning of potential strike action after negotiations on pay stalled.

A strike vote ballot will be sent to over 700 flight attendants and votes will be counted on 29 Mar.

"Mesa Flight Attendants are falling further behind with substandard wages.

"We need wage increases now," said Heather Stevenson, AFA Mesa president.

Mesa Airlines operates flights for American Airlines (as American Eagle) and United Airlines (as United Express).





## Be among the first to experience United Polaris business class

Between 30 January and 26 February 2017 simply sell at least one trans-Pacific United® flight between Australia and the USA and register online with your ticket number to tell us in 30 words or less why you should be selected to experience United Polaris<sup>SM</sup> business class for the chance to win:

- 2x return **United Polaris business class tickets** from Sydney or Melbourne to the USA and a **\$1,000 Viva! Holidays voucher!**
- Bonus: All registered consultants will also go in the weekly prize draw to win **1 of 4 Apple iPads.**

To enter, please visit [flyunited.com.au/POLARIS](http://flyunited.com.au/POLARIS).  
The more you ticket, the more chances you have to win!



## Plus...

The agency with the highest growth will win:\*

- 2x return **United Polaris business class tickets** from Sydney or Melbourne to the USA and a **\$1,000 Viva! Holidays voucher.**
- Runner-up agencies with the 2nd, 3rd and 4th highest growth will win 2x return **United Economy Plus® tickets** from Sydney or Melbourne to the USA and a **\$500 Viva! Holidays voucher.**



Terms & Conditions: Incentive period 30 January - 26 February 2017 inclusive. Valid on all United trans-Pacific marketed flights ex Australia issued on UA (016) stock via Self Plate or Air Tickets. \*The prizes will be awarded to the top four agencies with the highest percentage growth versus the same period last year. A minimum of \$10,000 in United Airlines sales revenue in both years during the incentive period is required to qualify. Infant, cancelled, group bookings and refunded tickets are ineligible. Prizes are non-transferable and any FBT implications are the responsibility of the winning agency. Sales will be automatically tracked by United Airlines and helloworld who reserve the right to cancel or alter the conditions of the incentive at any time. Winners will be notified within 60 days after the incentive period expires. All winners must be an international travel consultant and full time employee of the agency. This incentive is open to helloworld for Business, helloworld Branded, helloworld Associate and My Travel Group members and Air Tickets customers.





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### NEW CORPORATE SALES OPPORTUNITY

**BUSINESS DEVELOPMENT MANAGER 2IC**

**MELBOURNE –SALARY PKG TO \$100K + INCENTIVES**

If you love the thrill of the chase this role is for you! This highly respected travel management company is now looking for a talented sales professional to grow their corporate client base with accounts of all sizes. You will have a great network to build a pipeline & use your exceptional negotiation & presentation skills to bring in new business. Experience in a similar role is essential. A generous salary package + lucrative commission structure is on offer.

### REPRESENT LUXURY

**BUSINESS DEVELOPMENT MANAGER - CRUISING  
SYDNEY - SALARY PKG UP TO \$80K**

Our client is searching for a BDM who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising 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.

### TAKE YOUR CAREER TO NEW HEIGHTS

**IT ACCOUNT MANAGER**

**PERTH –SALARY PKG TO \$105K + INCENTIVES**

Come and join this leading travel technology provider in their successful WA team. Managing a portfolio of large corporate accounts you'll be responsible for day to day account management with an IT focus along with identifying opportunities for account growth and problem management when required. Previous experience within a TMC including implementation and account management needed. Top salary package on offer.

### CREATIVE GURUS

**GRAPHIC DESIGNER AND WEB ADMIN-TRAVEL  
SYDNEY - SALARY PKG TO \$80K**

If you are a skilled Graphic Designer with sound Web skills then this could be your new opportunity for 2017. You will be responsible for the creation of high quality print and web graphics, layouts EDM's, web contact, as well as managing the Website including loading and updates. You will be fully conversant with Web technologies, DNS SEO & SEM. Solid salary package & benefits on offer. To find out more send your CV and Portfolio to AA today.

### MAKE AN IMPACT TO CLIENT ACTIVITY

**KEY ACCOUNT MANAGER**

**MELBOURNE – UP TO \$98K PKG + COMMISSION**

Join a name you can trust with a portfolio of interesting and top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these high value clients along with your negotiation skills to be able to offer solutions to formulate reporting requirements. A top salary package & career progression on offer.

### LOVE THE THRILL OF THE CHASE?

**BUSINESS DEVELOPMENT MANAGERS – CORPORATE  
SYDNEY – \$95K BASE PLUS GENEROUS COMMISSION**

Create a valued impression when you join these outstanding corporate travel companies. You'll have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing these well-known brands in the market you will be proud to be part of this vast organisation, showing off your sales skills and getting new clients to sign on the dotted line. If you want to join a fast paced role with excellent progression apply now!

### STEP INTO CORPORATE SALES

**BUSINESS DEVELOPMENT MANAGER**

**PERTH –\$90K OTE ++**

Due to expansion this well recognised and respected brand requires an experienced BDM to come and join their sales team. Focusing on small to medium sized corporate clients you'll be experienced in pipeline development and winning new business through to key account management including growth and retention of clients. The rewards are huge including a top salary package, uncapped commission, international travel benefits and more.

### ENJOY THE FINER THINGS IN LIFE?

**SALES MANAGER (VIC/TAS)**

**MELBOURNE –\$60K PKG + CAR + COMMS PKG + BONUS**

Looking after the VIC/TAS market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the VIC market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

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# EARN QANTAS POINTS ON OUR HOSTED SMALL GROUP JOURNEYS



## Abercrombie & Kent

For over half a century, Abercrombie & Kent has been a pioneer in the world of luxury travel. Using the expertise of over 52 offices and 2,200 staff worldwide, we're pleased to share our portfolio of Hosted Small Group Journeys. This series of small group journeys is creatively designed with educational elements that broaden the mind and foster an in-depth knowledge of the destinations, their people, wildlife and culture.

Group sizes are from 14 - 18, with your tour hosts entertaining and charismatic travelling companions.



### CAMBODIA & VIETNAM *'Siem Reap to Saigon'*

Join Christine Manfield on board Aqua Mekong, with culinary experiences and menus reflecting her favourite flavours and cooking techniques.

9 Days | \$14,295 per person twin share



### MADAGASCAR *'A naturalist's guide to Madagascar'*

Explore the island nation and its flora and fauna with wildlife expert Dr. Charlie Gardner who knows the destination like the back of his hand.

12 Days | \$9,890 per person twin share



### JAPAN *'Festivals & Culture'*

Immerse yourself in the culture of Japan visiting stunning gardens as well as samurai villas, mountain villages and the Takayama Festival.

15 Days | \$16,695 per person twin share



### ITALY *'Food & Walks in Puglia & Amalfi'*

Experience the breathtaking landscapes of Puglia and Amalfi on foot whilst sampling bountiful cuisine along the way.

11 Days | \$10,995 per person twin share



### COLOMBIA *'Jewels of Colombia'*

Discover why Colombia is Latin America's best kept secret when you explore this fascinating country in the company of Bogotá expat, Richard McColl.

11 Days | \$8,295 per person twin share



### CHINA *'The Ancient Silk Road'*

Traverse the vast hinterland of Asia and once-flourishing oasis cities with A&K's Managing Director Sujata Raman.

10 Days | \$10,995 per person twin share

## SPECIAL OFFER

Book any Hosted Small Group Journey of seven nights or more before 31 August 2017 for travel anytime and earn 1 Qantas Point per dollar spent.\*

Call **1300 851925** or your local travel agent for more information ■ [abercrombiekent.com.au/hostedgroups](http://abercrombiekent.com.au/hostedgroups)

\*Terms and Conditions: You must be a Qantas Frequent Flyer member to earn Qantas Points. A joining fee may apply. Membership and Qantas Points are subject to the Qantas Frequent Flyer Terms and Conditions, available at [qantas.com/terms](http://qantas.com/terms). Qantas Frequent Flyer members can earn 1 Qantas Point per AU\$1 spent on any Hosted Small Group Journey itineraries created by Abercrombie & Kent Australia Pty Ltd of seven nights or more, booked before 31 August 2017. Excludes flights. Qantas Points shall be awarded to you based upon the final amount spent on the Hosted Small Group Journey. Not valid for existing bookings or quotes.

FREQUENT  
FLYER 





Consolidated Travel, Virgin Australia & Delta Airlines are awarding the top 3 agents with a “Samsung Galaxy S7 EDGE” for the highest sales ex Aust to USA between

**01 - 28 February 2017.**



For every return ticket issued to the USA:

- **\$30** Voucher for Economy
- **\$40** Voucher for Premium Economy
- **\$50** Voucher for Business



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quicketicket between 01-28 February 2017 on VA/DL International itineraries ex Australia plated on VA (795) & DL (006) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The top three national agents who have the highest Virgin Australia/Delta Air Lines net ticketed sales during the campaign period will win. The prizes are open to all full time international selling agents only. Consolidated Travel, Virgin Australia & Delta Air Lines reserve the right to alter or cancel the promotion any time. All claims must be emailed to [promotions@consolidatedtravel.com.au](mailto:promotions@consolidatedtravel.com.au) by COB 7th March 2017. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 31 January 2017.

# WOMEN FOR WOMEN ON INTERNATIONAL WOMEN'S DAY



An initiative to help drive more female leaders in our industry.

An entire day dedicated to personal development for females.

400+ amazing women in Travel Hospitality & Tourism are invited to a fun packed day to hear inspiration, motivation and build confidence from these inspiring female leaders.

Male supporters of female leaders are also welcome to attend.

Dockside Venue Cockle Bay Wharf, Sydney - 8th March 2017 - 9.30am until 5.30pm

## SPEAKERS



**Penny Spencer**  
Managing Director  
Spencer Travel




**Jennifer Vandekreeke**  
Vice President ANZ  
Carnival Cruise



**Alex O'Connor**  
Managing Director  
Insight Vacations



**Anna Guillan**  
Regional Director  
Sales & Marketing  
One&Only



**Turia Pitt**  
Motivational  
Speaker



**Michelle Beveridge**  
CIO  
Intrepid Group



**Kaylene Shuttlewood**  
Managing Director  
Pacific Travelport



**Katrina Barry**  
Managing Director  
Contiki



**Laura Ruffles**  
Global COO/CEO ANZ  
Corporate Travel  
Management



**Lisa Akeroyd**  
Managing Director  
Carlson Wagonlit Travel



**Lynne Clarke**  
Managing Director  
MSC Cruise



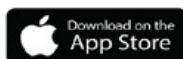
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