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Travel Daily

First with the news

Monday 20th February 2017

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Badgerys 'regional' push

NSW Opposition Leader Luke Foley has called on the Turnbull Govt to classify Sydney's second international airport at Badgerys Creek as a "regional airport" to attract foreign airlines.

Should Western Sydney Airport be recognised as a "regional" hub it would be advantageous for the new facility to lure overseas carriers against its cross-city rival, Sydney Airport, *Fairfax* reports.

Foley has demanded the federal government confirm that the new airport will be exempt from current restrictions imposed on foreign airlines which fly to any of Australia's major airports, such as Sydney Kingsford Smith, Brisbane, Perth & Melbourne Tullamarine.

Under bilateral agreements, int'l airlines are capped at the number

of flights they can operate to those airports, while Gold Coast, Cairns, Adelaide and Darwin airports have unrestricted access.

Foley argues a regional status "is a way to support the airport at no cost to the taxpayer".

A Qantas spokesperson said there was the potential for Badgerys Creek to be classified on par with Kingsford Smith Airport, given the population size of the western Sydney catchment.

The Dept of Infrastructure told *Fairfax* the classification of the new airport under air services agreements was yet to be determined.

Western Sydney Airport is slated to open in the mid-2020s.

ETG signs Ballarat

EXPRESS Travel Group has signed Victorian agency Ballarat Travel & Cruise to its Independent Travel Group (ITG) network.

Owner/manager Alan Valpied said the clincher for the 34 year-old business to join ITG was its "technological know-how".

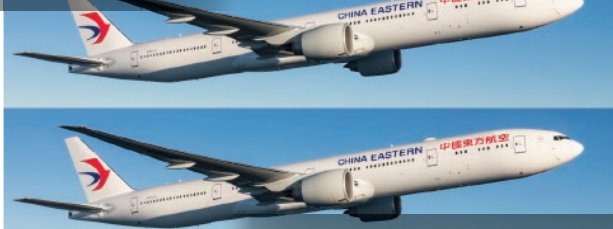
Ballarat Travel & Cruise was previously a Helloworld member.

Nine pages of news

Travel Daily today has nine pages of news, including a photo page for **Excite Holidays** plus full pages from: (**click**)

- One&Only Wolgan Valley
- AA Appointments jobs
- Air Tickets incentive
- Abercrombie & Kent

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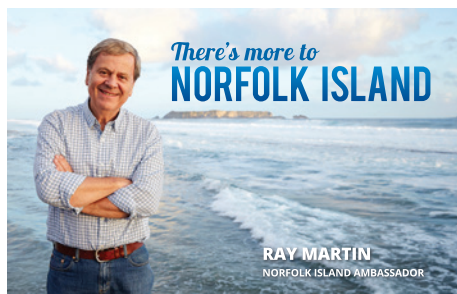
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Monday 20th February 2017



FJ India codeshare

FIJI Airways is set to announce a new codeshare alliance with a "major" Indian carrier, Fiji's Prime Minister Voreqe Bainimarama revealed on Sat night.

Speaking at the Fiji Excellence in Tourism Awards, Bainimarama said the alliance would boost traffic from the subcontinent and beyond, and aimed to tap into the affluent Indian market.

Two years ago, the Fijian govt confirmed it had had "several talks" with the Government of India regarding a codeshare tie-up with Air India, which flies to both Sydney & Melbourne from Delhi.

Visit USA travel week

TRAVEL agents wishing to participate in the Visit USA Travel Week, which kicks off tonight in Brisbane, are still invited to register their details to attend.

Spaces are also available for the Melbourne and Sydney events - to register, [CLICK HERE](#).

Uniworld's 2018 out early

UNIWORLD Boutique River Cruise Collection officially launched its 2018 Boutique River Cruises Collection program this morning at an event in Sydney attended by ceo and president, Ellen Bettridge.

Speaking to **TD**, Bettridge said it was the earliest the company had gone to market "by far".

"Our customers were asking for it, we're getting a lot of enquiries for charters and groups and different things so we thought fantastic, let's get this thing out there," she said.

Soft-launched at the beginning of Feb, Bettridge said even without any advertising or promotion, the program was "selling very nicely".

Making their debut in the brochure are three new itineraries: Enchanting Danube and Prague, Remarkable Rhine & Enchanting Danube & Munich.

Bettridge also confirmed U by

Uniworld would sail four itineraries.

The *River Baroness* will operate roundtrips from Paris, while *River Ambassador* will sail Regensburg-Budapest, Amsterdam-Frankfurt and Frankfurt-Regensburg - more in tomorrow's **Cruise Weekly**.

China delegation

FEDERAL Minister for Trade, Tourism & Investment Steven Ciobo will lead a delegation of tourism companies to Beijing and Shanghai this week to launch the China-Australia Year of Tourism.

The delegation includes ceos from seven Australian airports who will explore opportunities from the open aviation market air services agreement inked in Dec.

"Capitalising on this historic agreement will drive more Chinese tourists to Australia.

"The more tourists we can get to Australia, the more jobs will be created," Minister Ciobo said.

Uzbekistan visa rejig

THE Uzbekistan government has renounced a decision to waive visas for Aussie passport holders entering the country, just two months after altering entry guidelines (**TD** 14 Dec).

Abercrombie & Kent advises procedures to enter Uzbekistan "therefore remain unchanged, with travellers advised to begin the visa application process at least three months prior to travel".

Uzbekistan is one of A&K's newest destinations, added to its portfolio in 2015, and is offered in its 15-day Ancient Trade Routes to Central Asia itinerary & Highlights of Uzbekistan journey.

Xiamen doubles SYD

CHINESE carrier Xiamen Airlines will double frequencies on the Xiamen-Sydney route, from twice to four weekly between 23 Jun and 29 Aug, GDS displays show.

MF operates its non-stop SYD service using 787 *Dreamliners*.

Holiday memories fading?
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Sale ends 11:59PM (AEDT) 21 February 2017,
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Reed committed to Asia-Pac

REED Travel Exhibitions says it's firmly committed to the Asia-Pacific region, despite declining to re-tender for the AIME contract let by the Melbourne Convention Bureau (**TD** 12 Jan 2017).

Speaking to *Travel Daily* at AIME today, portfolio director Kerry Prince said the company had made a "strategic decision to focus on events we own 100%."

"But we still have an Australian office," she noted.

Singapore is a key focus, with Prince suggesting a potential collaboration between some of Reed's existing brands.

Asked if Reed Travel Exhibitions had aspirations for World Travel Market or International Luxury Travel Market-style shows (which it also operates) in Australia, Prince said "we haven't really thought about it".

Reed Travel Exhibitions is continuing to manage AIME for 2017 and 2018, with the

Melbourne Convention Bureau last month confirming it had seen a strong response to a request for expressions of interest in running the show for 2019 and 2020.

AIME exhibition director Ian Wainwright said Reed was expecting to deliver another great show for Melbourne.

Qantas life insurance

QANTAS is expanding its financial products to include life insurance, allowing customers to earn frequent flyer points when they take out a policy.

Offered through Australian insurer TAL, the Qantas Assure Life Protect products will offer life insurance cover, income protection, trauma and total permanent disability protection.

Qantas Frequent Flyer members can earn more than 40,000 points when the purchase a policy, including a 10,000 bonus.

California STAR quest

VISIT California has initiated a search in Australia & New Zealand for five agents to front its digital training platform, California STAR.

A 'California STAR Search' promo has launched this week as part of the Visit USA Travel Week, with agents able to use the 'STAR Search' video booth at the show to record a unique destination travel tip to better sell the state.

Videos will be uploaded to a microsite for the industry to vote, earning them a spot on a famil.

Winners will be incorporated into some of the training tools' modules via content pieces, to be filmed in California - more details at star.visitcalifornia.com/au.

Koh Samui 70% off

THAILAND'S New Star Beach Resort at Koh Samui is offering a 70% discount for bookings made by 28 Feb, 2017.

For bookings quote promote code NSdeal70.



Window Seat

THE departure halls of London Stansted Airport in Essex were evacuated last week after a passenger decided to light up an e-cigarette in a bathroom stall, which triggered a fire alarm.

Tom Orrell, a netizen who was on site, described the scene on Twitter as chaotic.

"No crowd control, Ppl (sic) entering through one door as we're ferried out another."

Airport bosses denied that people were removed, telling local media sources that those outside were simply barred from entering.







Brand USA's BIG Badge Bonanza!

16 EXCITING NEW BADGES

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You must be a registered user on the Discovery Program. New users must complete the Regional Badge first and this can be included in your 5 badges for your first entry. The competition will open (AEST) 12:01am on Monday, 20th of February 2017 and will close at (AEST) 11:59pm on Sunday, 16th of April, 2017. Only badges completed within the competition period will be counted towards this competition. The prize is not transferable, exchangeable or redeemable for cash. The winner must comply with all terms and conditions that the airlines set to redeem the prize. No correspondence will be entered into. The winner will be contacted by phone and email on the 24th of April, 2017. If the winner can't be contacted within 7 days a re-draw will be initiated. Gate 7 Pty Limited (representing Brand USA in Australia and New Zealand) are the incentive organisers. The winner will be selected by random draw from the pool of eligible entries. Gate 7 Pty Ltd and Delta Air Lines will not be responsible to cover any FBT charges in relation to the prize-winner receiving the prize. All airline terms and conditions will be provided direct to winner once announced. The prize is only valid for departures out of and returning to Sydney. Domestic flights within Australia are not included as part of the prize.

Monday 20th February 2017

Travel Daily

on location at

AIME in Melbourne

Today's issue of *TD* is coming to you courtesy of the Melbourne Convention Bureau at the 25th annual Asia-Pacific Incentives and Meetings Expo (AIME).

AIME 2017 kicked off last night with a function at Flemington Racecourse for the 400-plus hosted buyers and media in attendance this year.

The show, Australia's biggest exhibition for the business events industry, takes place at the Melbourne Convention and Exhibition Centre and in 2017 continues to highlight suppliers, destinations, venues and hoteliers from across the globe.

Tonight exhibitors will join delegates at the highly anticipated welcome event - see today's issue of *Business Events News* for lots more from AIME.

MCEC not impacted by ICC - King

SYDNEY'S new International Convention Centre has not had a noticeable impact on bookings for the Melbourne Convention and Exhibition Centre, according to MCEC ceo Peter King.

Speaking today at the opening of the 25th annual Asia-Pacific Incentives and Meetings Expo, King said prior to the demolition of the former Sydney Convention Centre both facilities were busy.

"Our order books are as strong as ever - there's enough business to go around," he said.

King also noted that some of the bookings secured by ICC Sydney were large incentives, "something we don't focus on".

However he highlighted the current expansion of the MCEC which means "we will remain the biggest convention and exhibition space in Australia.

"The facilities we are building will attract a lot of serious business people," he said.

Discover the pure simplicity of the Solomon Islands in the February issue of *travelBulletin*.

CLICK HERE to read *travelBulletin*



©Caroline Gladstone

AIME celebrating 25 years



THIS morning the Melbourne Convention Bureau celebrated the 25th anniversary of its Asia-Pacific Incentives and Meetings Expo (AIME) with the release of a specially commissioned report into the future of business meetings - see today's *Business Events News* for details.

The launch of AIME 2017 saw Melbourne Lord Mayor Robert Doyle enthusiastically highlight Melbourne's attributes,

while Penny Lion from Tourism Australia also spoke about the importance of business events to the Australian visitor economy.

Pictured above at AIME this morning, from left are: Karen Bolinger, Melbourne Convention Bureau ceo; Robert Doyle; Penny Lion; Peter King, Melbourne Convention and Exhibition Centre chief; and Kerry Prince & Ian Wainwright from Reed Exhibitions.

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Athens	\$1,429*	\$7,089*
Paris	\$1,449*	\$7,169*
Dublin	\$1,489*	\$7,249*
Manchester	\$1,509*	\$7,299*
Birmingham	\$1,509*	\$7,500*
Glasgow	\$1,709*	\$7,699*

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Hello Tomorrow



*Return airfares are based on departure from Melbourne and include taxes and surcharges as of 31 January 2017. Small variations in prices may occur as a result of differences in airport taxes and charges. More travel periods, destinations and fares are available from Sydney, Perth, Adelaide and Brisbane. Offer ends 21 February 2017, unless sold out prior. Economy Class low season travel periods: 9 February to 28 March and 1 October to 30 November 2017. Business Class travel period: 23 February to 13 December 2017. Seats are subject to availability. Day of week surcharges, flight restrictions, cancellation and change fees apply. For full terms and conditions, see your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Other conditions apply and offer subject to change. [^]Services to Zagreb commence 1 June 2017.

Travelport Enterprise

TRAVELPORT has renewed its agreement with car rental group Enterprise Holdings, giving its users access to the Enterprise Rent-A-Car, Alamo Rent A Car, and National Car Rental brands.

The Enterprise group claims top place among the world's largest car rental companies by fleet size and revenue, with more than 9,600 locations in 85 countries.

Travelport snr vp and md hospitality Niklas Andreen said agents would be able to book Enterprise brands through the Smartpoint platform, which offers more than 36,000 car rental locations and 91 million car rental days worldwide.

New Reed Hols bdm

REED Holidays has appointed Loretta Pikardt as business development manager for NSW and the ACT, representing its three touring brands Australian Air Holidays, Seniors Coach Tours and Young At Heart Holidays.

She has held past roles at Aqua Hotels and Hawaiian Airlines.

US air traffic up 6%

THE US increased its international air traffic by 6% during 2016, recording more than 220 million passengers.

Figures released by America's International Trade Administration (ITA) show US citizens raised their overseas travel by 8%, while international visitors were up by 4%.

As US carriers protest against the alleged subsidy of Middle Eastern rivals, the ITA highlighted the recent growth of Gulf carriers.

In 2016, Emirates traffic to the US was up 15%, Qatar was up 46% and Etihad increased 6%, although their market share was just 3% of total int'l traffic.

American carriers lost 2% of the market during the year, as non-US airlines increased passenger numbers by 9% to take a 51.6% market share.

United, American Airlines and Delta topped the international carriers operating to/from the US.

WDW cable cars?

US MEDIA report that Walt Disney World may be planning a cable car system to transport visitors at its Florida parks.

CBS cites plans showing structures that might be part of a gondola system, though Disney would not confirm or deny.

Marriott results

MARRIOTT'S expansion is set to continue in the wake of its acquisition of Starwood, with more than 420,000 hotel rooms in the pipeline or under construction worldwide.

With the release of its fourth quarter results, Marriott president and ceo Arne Sorenson said Marriott and Starwood had added more than 68,000 rooms during 2016.

"Looking ahead, we've never been more optimistic about our long-term prospects," he said.

"Around the globe, Marriott brands represent nearly one in four hotels under construction, and one in three hotels under construction in North America."

In the Q4 ended 31 Dec, Marriott posted earnings (EBITDA) of US\$4756 million, up 11% on the same period last year.

Travelmarvel NZ

TRAVELMARVEL has released its New Zealand brochure for 2017/18, with earlybird offers including a two-for-one airfare deal on tours of 15 or 25 days.

New for 2017 is a New Zealand Rail Adventure offering six train journeys on a 15-day itinerary, priced from \$5,595ppts.

The air deal is available for bookings by 31 July, 2017.

WIN SONOMA COUNTY WINE



This week, Travel Daily and Sonoma County are giving travel agents the chance to win a \$50 Williams-Sonoma e-gift card.

With more than 425 wineries, miles of rugged Pacific coastline, towering redwood forests, and its close proximity to San Francisco's Golden Gate Bridge, Sonoma Wine Country is a dream holiday spot, representing the best of Northern California — premium wine, farm-to-table dining, unique resorts and spas, and over 50 state and regional parks.



Sonoma County is easily accessible from San Francisco, located just 45 minutes north of the Golden Gate Bridge.

Visit www.sonomacounty.com.

To win, be the first agent to send the correct answer to the following question to sonoma@traveldaily.com.au

The upcoming annual California Artisan Cheese Festival is held where?

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Fresh Quest openings



QUEST Apartment Hotels has celebrated the official openings of its new Griffith and Dandenong Central properties.

Located in Central NSW, Quest Griffith was declared open by Griffith City Council's Mayor, Councillor John Dal Broi, while Quest Dandenong Central in Victoria was inaugurated by State Member of Parliament for Dandenong, Gabrielle Williams.

Pictured left to right are: Jason Vanderzalm, Quest chief financial officer, Simon Bonetti, former Australian Rugby League player, John Dal Boi, Joshua Nadzielski, Quest Griffith and Fleur Nadzielski, Quest Griffith.

Capital Express strong

SINGAPORE Airlines' new 'Capital Express' service flying from Wellington to Canberra then onto Singapore has been deemed a success, with the first 10 weeks of flights close to 80% full, the carrier has reported.

Ovation farewell

ROYAL Caribbean's *Ovation of the Seas* will bid farewell to her Sydney home this evening for the final time this season.

The super cruising vessel which will return next summer injected more than \$35m in passenger spend during her maiden visit.

Brand USA incentive

AUSTRALIAN travel agents can score themselves a trip for two to the US thanks to a new incentive by Brand USA Australia, Delta Air Lines and Virgin Australia.

The trade incentive has been created to celebrate the launch of 16 new specialist badges on the USA Discovery Program.

To enter, agents will need to complete any five badges, with each additional badge they finish giving them a bonus entry into the draw to win.

The competition, which is only open to trade representatives in Australia who are registered users on the Discovery Program, kicks off today and runs through until Sun, 16 Apr.

There are now 32 badges available on the site detailing different regions & experiences.

CLICK HERE for more details.

Monday 20th Feb 2017

Massive AC profit

AIR Canada has recorded a full year EBITDAR of \$2.768 billion, an increase of \$226 million on 2015.

On a GAAP basis, the Canadian flag carrier reported operating income of \$1.345 billion in 2016 versus \$1.496 billion in 2015.

The airline's president and ceo Calin Rovinescu said the results were "outstanding" and "underscored the effectiveness of our business strategy".

Traffic for the year grew by more than 13% with increases in all five geographic markets, reaching a new record of serving close to 45 million customers.



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- Excellent interpersonal skills with a high level of written and verbal presentation skills
- Well-developed computer skills

The successful candidate will have the opportunity to lead and motivate a team of experienced staff to deliver consistently high standards of customer care and service. They will also be able to ensure a high degree of competency in stakeholder management and organisation. A competitive salary is on offer plus 10% superannuation contributions. The position also attracts a package including concessional travel and subsidised health insurance.

The 2 positions are based each at Melbourne International Airport and Perth International Airport. Both positions come with the requirement to work flexible hours, including weekends and public holidays. Candidates must be willing to relocate if required to other Australian and Overseas cities where Singapore Airlines is represented.

Candidates must have Australian citizenship or permanent residency (PR) status and the ability to obtain security clearance for an ASIC Pass.

Please submit your written application (cover letter and resume) via email by 27 February to:

Mr Ken Barry, Station Manager Melbourne,
ken_barry@singaporeair.com.sg (Melbourne position)

Mr Sunny Sandhu, Station Manager Perth,
sunny_sandhu@singaporeair.com.sg (Perth Position)

Only suitable candidates will be accorded an interview. All applications will be treated in strict confidence.



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At Virgin Australia Holidays our purpose is to create a great range of holiday travel experiences for our guests. We understand our customer's travel passions, and as a result offer them unparalleled choice and flexibility.

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- advise and assist your colleagues with quoting complex fare itineraries
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- Be available to work flexible hours - working primarily weekdays

Your knowledge of fares and ticketing will ensure we deliver the very best customer service in line with our well-developed customer service strategy. Are you up for the challenge?

If this sound 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 28 February 2017. No agencies please. Only successful applicants will be contacted.

Monday 20th Feb 2017

TC 39 office closures

THOMAS Cook in the United Kingdom will close 39 of its stores to 'better adapt to the changing needs of its customers'.

"The changes we're making ensure that we've not only got the right stores where customers most need them but also that we're creating an experience that they will recommend to their family and friends," said Kathryn Darbandi, Thomas Cook UK director of retail experience.

The company hopes that many of the affected employees will be redeployed elsewhere within the business.



Consolidated Travel, Virgin Australia & Delta Air Lines 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.



WIN vouchers for every ticket issued to the USA!

[Click for more details...](#)



Canuckiwi Cirque deal

CIRQUE Du Soleil will now be represented in Australia and New Zealand by international representation firm Canuckiwi.

The new appointment will see Canuckiwi generate brand awareness for Cirque du Soleil's seven resident shows in Las Vegas with trade partners through marketing, sales and public relations initiatives.

"We've seen first hand how popular the brand is within our corner of the globe," said Corey Marshall, director of Canuckiwi.

Hawaii agent rate

AGENTS are able to receive 50% off selected tours on Oahu, Maui and the Big Island when booking with Discovery Tours.

The deal includes visits to Pearl Harbor and volcano experiences.

To take advantage of the special, book a trip through APTMS and present the guide with a business card on the day of the tour.

Obtain a full list of applicable programs by [CLICKING HERE](#).

Cebu pax growth

A RECORD 19 million passengers flew with Cebu Pacific in 2016 - an increase of 4% from the 18.4m pax transported in 2015.

Growth was largely driven by the airline's short-haul routes and increased frequencies in key domestic markets, according to its latest traffic report.

&Beyond project

&BEYOND'S group conservation manager Les Carlisle was invited to Argentina by Tompkins Conservation recently to share his expertise on preserving biodiversity in Chile and Argentina.

Carlisle gave two presentations in Corrientes, Argentina regarding the importance of veterinarians in wildlife translocation, before heading to the Ibera Wetlands to attend a planning workshop on relocating jaguars.



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.



Avalon Waterways - 2018 Preview Brochure

This latest brochure by Avalon Waterways includes more than 30 itineraries cruising the Danube, Rhine, Moselle and Main as well as trips through the Mekong and Irrawaddy in Southeast Asia. New to the program is the eight-day round trip Tulip Time Cruise which sets sail from Amsterdam and departs 06 Apr. In celebration of the release Avalon Waterways is offering a holiday credit of up to \$2,800 per couple on all departures in Europe and Southeast Asia. [CLICK HERE](#) to download the brochure.



Helen Wong Tours - China & Vietnam 2017-18

A stronger focus on private journeys has been placed on Helen Wong's latest 2017-18 China and Vietnam program. Itinerary options range from four to nine days and include the four-day China Scenery of Guilin package, the nine-day China Discovery Beijing, Xian and Shanghai adventure and the six-day Laos a Blend of Two Cities program. A highlight of the new offering is the four-day Mekong Adventure from Saigon to Can Tho where travellers will spend time exploring the countryside aboard a traditional Sampan vessel.

Boeing 787-10 debuts



THOUSANDS of Boeing staffers gathered alongside US President Trump to celebrate the debut of the all-new Boeing 787-10 Dreamliner at the manufacturer's South Carolina complex last week.

"What's happening here at Boeing South Carolina is a true American success story," said Boeing chief executive and president Dennis Muilenburg at the unveiling.

"This airplane, the most efficient in its class, is the result of years of hard work and dedication from



our Boeing teammates, suppliers and community partners in South Carolina and across the globe," Muilenburg said.

The 787-10 (pictured), which will be produced exclusively at Boeing South Carolina, is now preparing for its inaugural flight in coming weeks.

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EXCITE Holidays hosted an exclusive event in Sydney last week for 27 agents for their America the Great incentive. The consultants were thrilled to welcome representatives from Travel Nevada, Hawaii Tourism Oceania, Visit West Hollywood and Hotelbeds.

Held at O Bar and Dining, a luxurious restaurant located 47 floors above the iconic city, the event played on the big flavours and true American culture, with a hint of Hollywood glamour just for fun!

From Nevada to West Hollywood and the South to Hawaii, guests immersed themselves in the American food culture with a menu created personally by O Bar's top chef to represent each destination.

Treated to a tropical Hawaiian-themed cocktail & dips and bread on arrival, guests then nibbled on Vegas-inspired starters, a West Hollywood-esque main and a delicious dessert with a Southern twist - it was a foodie delight!

Cacti, fresh pineapples, tobacco-scented candles, condiments and letter lights representing the code name of each city adorned the table and helped to create a culturally rich experience.

Excite Holidays Head of Marketing Vanessa Richards said, "You can't find four more different locations than Nevada, WeHo, the South and Hawaii.

"Our agent event was a fusion of these four incredible destinations and cultural hubs across the USA. There is so much variety, so many differences and so many wonderful things to discover in each place.



SUSIE Taouk from Ultimate Traveller and Samantha Davies from Excite Holidays.

"No holiday can be the same and nor should it when travelling to the states. While we took our guests on a culinary exploration of our feature destinations, this event primarily allowed our agents to enjoy, and then discover new and interesting things about all four destinations.

"The goal is for them to take back this first hand information from our wonderful Tourism partners and pass the knowledge and insight on to their clients!"

With only two weeks left of the America the Great incentive, Excite Holidays is extremely excited to offer four agents the chance to win a money-can't-buy experience to one of the four partner locations, Nevada, WeHo, the South, and Hawaii, in addition to the ongoing bonus rewards points incentive.

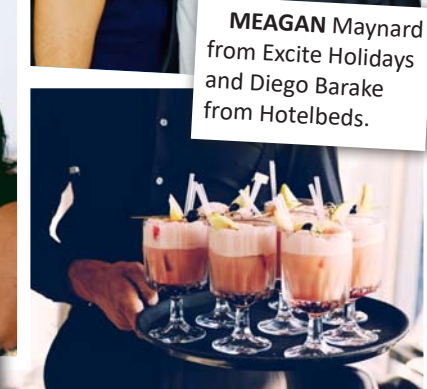
All agents have to do is book one of the featured destinations to go into the draw.



SARAH Thornton from Visit WeHo, Kerri Anderson from Hawaii Tourism Oceania, Meagan Maynard from Excite Holidays, Joanne Motta from Travel Nevada and Vanessa Richards from Excite Holidays.



MEAGAN Maynard from Excite Holidays and Diego Barake from Hotelbeds.



NORA Baghdadi and Katy Papadelli from Worldwide Travel & Tours.



SERENA Chu, Silvia Leong and Amanda Fu from Nexus Holidays.



SARAH Thornton from Visit WeHo and Meagan Maynard from Excite Holidays.



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

Terms and conditions apply

Onsen to Onsen

SPICE Roads Cycle Tours has added the new six-day Kyushu Onsen to Onsen trip in Japan riding from Fukuoka to the Kunisaki Peninsula, staying in Ryokans and hot spring resorts.

Another Four Points

MARRIOTT has opened its new Four Points Manhattan Midtown West, the brand's fifth hotel in Manhattan, New York City.

The 148-room hotel is located near Hudson Yards.

Travel Daily

First with the news

Monday 20th February 2017

Magellan members get social



VICTORIAN members of the Magellan Travel Group enjoyed a recent French wine and cheese tasting with their peers at The Botanical, in South Yarra.

The event had a strong turnout and acted as an opportunity for some of the newest Magellan members to meet and mingle with staff from other agencies.

Liz Young of Travel Avenue, Amy Wyatt of Destination HQ and Jacqui Bendall of Surry Travel & Cruise all attended to represent the latest agencies which will be starting their partnership with the Magellan Travel Group over the

coming months.

CEO of the Magellan Travel Group Andrew Macfarlane said he was "very much looking forward to working with experienced travel professionals such as Liz, Amy and Jacqui and their respective teams".

Pictured above during last week's soiree are Danielle Stucki, Hampton Travel & Cruise; Jacqui Bendall, Surry Travel & Cruise; Gary Seignior, Hampton Travel & Cruise and Simone Kaye, Worldwide Travel.

Cairns Coconut sold

CAIRNS Coconut Holiday Resort has been acquired for \$50 million by the ASX-listed Ingenia Communities Group - marking Australia's largest single holiday park transaction.

The 11 hectare park is made up of 35 long-term residential homes, 118 cabins and 207 sites.

Ingenia is also in the process of acquiring more holiday parks in regional Queensland.

Tourism NT appoints Commissioners

MICHAEL Bridge has been re-appointed as chairman of the incoming Tourism NT Board of Commissioners for the next two years while four local women have been welcomed to the board, two of them indigenous.

Minister for Tourism and Culture Lauren Moss said the board would play a leading role in creating jobs in the territory's tourism sector.

BCD travel



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DIRECTOR OF SALES AUSTRALIA- LEADING TMC

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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 an 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 call 02 9231 2825 for a confidential chat.

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Our client is looking for a talented senior manager to assist them to improve their business & grow. Key responsibilities will include business analysis, business & process improvements, implementing change & project management. Commercial Management exp. in a travel company req. strong call centre, business analysis, change management, systems & process improvement experience. Top salary plus bonus on offer for the successful person.

BUILD & GROW RELATIONSHIPS

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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.

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As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

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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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