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Travel Daily

First with the news

Monday 27th February 2017

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APT Tas cruise boost

A SMALL ship expedition cruise and land tour has been unveiled by APT for its newly released Tasmania 2018 program.

The 14-day Tasman Coastal Cruise itinerary incorporates a six night land tour of Hobart, Port Arthur, Freycinet National Park and Launceston and a seven-night voyage of south and southeast Tasmania on *Coral Discoverer*.

It has multiple departures from Jan through Mar 2018 and is priced from \$7,995ppts.

More new brochures on **page 6**.

Adele live with BA!

BRITISH Airways is giving six lucky travel agents a chance to see Grammy Award winner Adele at her concert in Sydney at ANZ Stadium on Sat 11 Mar from their Presidents Suite - details on **pg 5**.

A&K Indo culinary

ABERCROMBIE & Kent is promoting a chartered cruise on *Aqua Mekong* through Indochina, co-hosted by highly regarded chef, author & food writer Christine Manfield, departing on 12 Oct.

For all the details, see **page 9**.

Travel Partners' sales up

TRAVEL Partners is on track to achieve over \$100m in annualised sales this financial year, managing partner Jeff Hakim told *Travel Daily* at the group's 2017 conference over the weekend.

A significant jump from last financial year's \$75m in annualised sales, Hakim said the growth is from "good calibre agents" joining who already had a good database and a lot of repeat customers.

The group currently has 55 home-based Travel Partners, 38 member agencies, two franchises and five wholly-owned offices and is looking to grow the business in both member numbers and sales by 25% each year.

In the past six months, six new member agencies have joined and five Travel Partners will come on board this financial year.

But Hakim said there was a number of prerequisites to become a part of Travel Partners.

"They've basically got to be in the industry for five years and do around \$1 million if they're a mobile agent," he said, noting the company was not keen on part-time "hobbyists" or in training people on how to be an agent.

"Those people who want to continue in the industry and they want to make money out of it, that's what we're here for, to help them," he explained.

Many of Travel Partners' new additions were ex-franchisees opting to become a member agency, which Hakim attributed to ex-franchisees questioning the value they were getting from other groups' models.

"I think people are beginning to question where the value is that they're paying so many dollars for," he said.

Another driving factor is the tripling of Travel Partner's bdms last year, with the country now divided between three staff.

For more Travel Partners news, see pages **four** and **five**.

Today's issue of TD

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

- Albatross Tours
- AA Appointments jobs
- Abercrombie & Kent

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Monday 27th February 2017



SKAL Int'l Aus AGM

SKAL Australia is reminding skalleagues to register for the annual general meeting/95th National Assembly taking place at QT Resort in Port Douglas.

The AGM is on 25 Mar with a range of events being held the days pre & post - register [HERE](#).

Luxury Collection for Tas

MARRIOTT International is set to introduce its Luxury Collection Hotel brand to Australia, with the Tasmanian Premier Will Hodgman confirming a new development has been earmarked for Hobart.

Scheduled to open in 2018, The Luxury Collection Hotel in Hobart will be built within repurposed heritage buildings, including the Georgian-style St Mary's Hospital, in Parliament Square and will feature 128 rooms and suites.

The Luxury Collection and JW Marriott global brand leader Mitzi Gaskins said Australia is an

"extremely desirable destination for guests", adding this hotel will be "the place for luxury travellers to stay while visiting Tasmania".

"Bringing the Luxury Collection to Australia marks a significant milestone for the brand, further cementing our leadership position in global hospitality, while providing our guests indigenous experiences that celebrate each individual locale".

The Luxury Collection consists of 100+ hotels in 30 countries.

Hodgman said the \$50m hotel "is a massive vote of confidence in Tasmania and the future of our thriving visitor economy".

"Our accommodation is already stretched at peak periods and this new luxury hotel will also bring increased capacity to the market," Hodgman said.

Last week, Hodgman welcomed a \$10m refurbishment of Hobart Apartment Hotel for the state's "booming tourism industry".

Kenyan carriers to US

KENYA Airways has sought a green light to commence flights between Kenya and the United States after the East African country was given a Category 1 security & safety status, enabling a boost in trade and increase in American tourists.

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Plus if make 5 bookings before 31 Mar you will earn yourself a place on our Wall & Warriors China tour!

Wendy Wu Tours

Regal Sydney office

REGAL Hotels International will open a new regional sales office in Sydney this week to cater for increased growth between Australia and Greater China.

The office will be responsible for marketing Regal's collection of 17 hotels within the ANZ market.

Who wants to be a **Velocity Points millionaire?**

Book any Virgin Australia domestic flight between 15 February and 2 April 2017 for travel until 12 April 2017 for the opportunity to **WIN 1 million Velocity Points**. Plus there are weekly prizes up for grabs!

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IAG profits defy Brexit

BRITISH Airways parent company IAG has announced a healthy rise in profits, despite being hit by Brexit's impact on the pound.

The company revealed an after tax profit of €1.9 billion in the year to 31 Dec, an increase of 28.8% on the previous 12 months.

IAG ceo Willie Walsh said it had been "a good performance in a challenging environment", with an operating profit of €2.5 billion

before exceptional items, up 8.6% on last year.

"Our performance was affected by an adverse currency impact of €460 million," he said.

"In particular, this was due to the weak pound following the UK's EU referendum.

"However, despite that, we've made good progress and continue to build on all we've achieved in our first five years."

While profits were up, passenger revenue slipped 2% and total revenue down 1.3%.

The group carried 100 million pax in 2016, double the number BA and Iberia had in 2010, the year before IAG was created.

Surabaya consulate

AUSTRALIA has opened a new consulate-general in the city of Surabaya, its fourth diplomatic post in Indonesia.

The Surabaya office will serve the East Java region, an area responsible for 15% of Indonesia's total GDP.

The new consulate-general comes after the opening of a similar post in Makassar last year.

Ciobo hits at Albo

LABOR Tourism spokesman Anthony Albanese has been taken to task for supposedly citing out-dated tourism data.

Minister for Trade, Tourism and Investment Steven Ciobo accused his opposition counterpart of using old figures to "talk down Australia's tourism industry".

The exchange happened ahead of the Qantas Australian Tourism Awards in Darwin on Fri, after Albanese had said international visitor numbers had increased in every state and territory except the Northern Territory.

Ciobo said the Territory was in fact up 5% in the past 12 months.

MKY/ISA/CNJ waiver

VIRGIN Australia has extended a waiver for Queensland regional flights being operated by Alliance Airlines on its behalf.

Some flights to and from Mackay, Mount Isa and Cloncurry will be operated by Alliance until 23 Apr.

The waiver code BW000022 has been extended to accommodate changes for pax ticketed on or before 23 Feb.

For full details, **CLICK HERE**.



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Marketing Representative (Victoria Based) for Singapore Tourism Board

The Singapore Tourism Board (STB) - the National Tourism Organisation which promotes Singapore as a destination for leisure and business is seeking a motivated and dynamic marketing representative for the Victoria market. You will be responsible for engaging the Leisure and MICE travel trade to drive visitors to Singapore. You should:

- Have >10 years of experience in sales and marketing, and possess a good network of tourism industry contacts in Victoria
- Be a resident of Australia and live in Victoria

Email STB_InfoSingapore@stb.gov.sg and provide your name and email contact by **7 March 2017** as an expression of your company's interest in the position. Interested companies will be contacted with further details, and be invited to submit a proposal for the position.

Malindo Air discount

MALINDO Air is offering earlybird fares from Perth to Asia, priced from \$169 one way.

The deals are on sale until 05 Mar and for travel between 01 Apr and 30 Nov, 2017.

One-way prices from Perth to Kuala Lumpur lead in at \$169 in Economy or from \$599 Business.

Fares from Perth to destinations including Singapore, Bangkok and Phuket start at \$199 in Economy or \$699 Business.



Round 1 Winner

Congratulations

JOE BROWN

from *The Journey Masters*

Joe is the top point scorer for Round 1 of Travel Daily's Super Rugby footy tipping competition. He's won a \$100 travel voucher courtesy of Expedia.



Major prize for the 2017 footy tipping competition is return economy class airfares to Dubai flying with **EMIRATES**. Emirates has 77 flights per week to DXB.



Do you have solo clients 45+ who love to travel but don't always have someone to travel with?

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COMING SOON

France
Spain
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ICC Sydney hosts IMM 2017



THE 2017 International Media Marketplace (IMM) took place last Fri with more than 350 media, PRs and suppliers in attendance and held for the first time at the International Convention Centre Sydney.

The event is put together by TravMedia with suppliers from both Australia and abroad promoting what's new to travel media over a series of 15 minute appointments.

TravMedia owner Nick Wayland spoke with **TD** saying "this is our 14th IMM and the fifth in Sydney. "It goes from strength to strength with 138 exhibitors from

interstate and overseas.

"It's also the largest gathering of media timed to coincide with the Visit USA trade roadshows and gives the industry a real boost."

Delegates from Brand USA were in attendance along with reps from airlines, tourism bodies, cruise, hotel and rail operators.

Pictured from left are Matt Fletcher, Brand USA director ANZ; Caroline Davidson, secretary Visit USA; Bridgett Hebert, manager marketing communications Brand USA; Lucy Rowe, vp Visit USA; Virginia Haddon, media manager Visit USA and Nick Wayland ceo and founder TravMedia.



EXPERIENCED TRAVEL CONSULTANT

Are you an experienced Travel Consultant with a very good sales record and looking for a breath of fresh air? This position at Hampton Travel & Cruise could be just what you're looking for.

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For Key Selection Criteria and other details, contact Gary Seignior, Managing Director, Hampton Travel & Cruise – gary@hamptontravelcruise.com.au; 0402 257 056.

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Fiji taps into China

TOURISM Fiji is working to capitalise on a growth in the market from China.

Sitting as Fiji's fourth largest market, Tourism Fiji's ceo Matthew Stoeckel told the *Fiji Sun* this month that China is a market the organisation's board is learning about and working to establish a presence within.

Tourism Fiji is setting up a website for the Chinese market, has moved into social media channels and is currently translating the Fiji Matai program into the local language.

"We have confidence that the Chinese outbound travellers will benefit the Fijian economy," Stoeckel said.

Disney to Italy, Ireland

DISNEY Cruise Line will venture to new ports and sail new itineraries in the just-released 2018 northern summer program.

The ports of Genoa in Italy and Cork in Ireland have been introduced, while Barcelona and Rome have been bundled together on a single cruise for the first time.

Disney Wonder will also return to Alaska during the 2018 season.

Bookings are open, for more details **CLICK HERE**.



Window Seat

WHAT do you do when you have a top achiever who keeps hogging an award?

Award it to his son, of course.

Barney Thomas, son of Brad Thomas from Entertainment Travel Partners was lucky enough to be named a Premier Achiever at last weekend's Travel Partners Conference, without attending the event, or being in the travel industry.

To top off the joke, Travel Partner's managing partner Jeff Hakim presented the award to Thomas with a bit of more height than usual (**pictured**).



A Rare Opportunity to join the APT Travel Group Sales Team - (NSW)

Would you like to join Australia's most awarded tour and cruise company and become part of the ongoing success of APT Travel Group, now is your opportunity. APT Travel Group is currently seeking a Business Development Manager for New South Wales to join our National Sales Team.

If you are highly organised, self-motivated, have a passion for sales and enjoy dealing with people this could be the role for you.

To learn more about this exciting opportunity with APT and to apply please check out our careers page: <http://www.aptouring.com.au/about-us/careers>

JITO event last call

LIMITED tickets and tables are available for the JITO Connected Women for Women event being held on International Women's Day, 08 Mar.

Held at Dockside Venue Cockle Bay Wharf, the event aims to drive more female leaders in the travel industry - [CLICK HERE](#).

Potters hotel opens

TOOWOOMBA'S hotel scene has a new kid on the block, with the 55-room Potter's Boutique Hotel officially opening last Thu.

The property is located in the Toowoomba CBD and features a restaurant and bar.



SEE ADELE LIVE WITH BRITISH AIRWAYS

British Airways is giving six lucky travel agents the chance to see global superstar Adele live in the Presidents Suite at ANZ Stadium in Sydney on Saturday, 11 March 2017.

To win, send us a picture of yourself with something quintessentially British and tell us in 25 words or less, why you should join British Airways in the Presidents Suite at Adele Live 2017 in Sydney. Each winner will be entitled to one concert ticket. Send your photos and answer to britishairways@traveldaily.com.au

British Airways' route network currently serves more than 190 cities in 80 countries. British Airways has been flying to Australia for over 80 years and operates a daily service between Sydney and London Heathrow via Singapore. British Airways is the only European airline to fly to Australia. For further information about flying with British Airways visit ba.com.

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BRITISH AIRWAYS

Wanda Istanbul

CHINA'S luxury hotelier Wanda Hotels & Resorts has announced its first property in continental Europe having inked a deal with developer Mar Yapi to open the Wanda Vista Istanbul.

The 150-room property is just a 5min drive from Ataturk Int'l Airport and 25mins from the CBD.

"It marks another significant step toward our goal of becoming a respected international luxury hotel company from China," said Wanda president Qian Jin.

Wanda already has six int'l projects under the Wanda Vista brand on the Gold Coast, Sydney, Chicago, Los Angeles & London.

Celebrity bus accident

SIX Celebrity Cruises passengers were injured when their tour bus veered off the road after hitting a car near Akaroa, New Zealand.

All six were US citizens and two remain in hospital, while another 20 passengers were treated for minor injury and shock.

"Our thoughts are with all those involved and we are praying for their speedy recovery," Celebrity said in a statement.

The cruise line sent a care team to Christchurch to assist guests.

Air China to Astana

AIR China will launch a new Beijing-Astana route on 01 Jun.

Operating on Tue, Thu and Sun, the flight will leave Beijing at 1720, arriving in the capital of Kazakhstan at 2100.

The return flight will leave at the same time and touch down in China at 0530 the next day.

CWT appointments

CARLSON Wagonlit Travel has named Jared Anderson as its new vp of customer experience.

He was most recently vp of customer experience insight and engagement at Sears.

Sophie Hulgard has also been promoted to vp, global program management, EMEA.

Find out how the big screen and travel marketing can go hand in hand in the March issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**



© Mark Rogers, Lion

Travel Partners roll up their sleeves



TENSIONS ran high during the "Travel Partners Survivor" team building activity at the Travel Partners 2017 Conference held at the InterContinental Sanctuary Cove Resort, Gold Coast.

Delegates went head-to-head in a battle of wits, teamwork and skill where one by one, teams were knocked off until only one person was left standing.

Nicole Doumis, Travel Partners Newcastle, survived, and will celebrate her win with a friend on a seven-night safari with The Africa Safari Co.

This year's conference was themed Excellence in Travel and attracted 82 delegates.



Participants were educated on topics ranging from LinkedIn to increasing cruise business, attended a the trade show and expo and were inspired by the keynote address from motivational speaker, Phil Lee.

The excited Travel Partners troupe are **pictured** above and inset is the last team standing inset: Brendon Unterrheiner, Macleay Valley Travel partner; Susanne Peltonen, mobile agent; Ann Hobbs, Travel Partner; Nicole Doumis, Travel Partner and Mark O'Neill, the Adventure Specialist.



Sick of being micromanaged?? Tired of working for yourself?? Looking for team support??

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Minimum of 3 years experience required.

If you are interested in applying for this role, please send your resume to sue.lowertemplestowe@helloworld.com.au.

Sensation renovation

FOLLOWING suit from *Carnival Dream* and *Carnival Ecstasy*, Carnival Cruise Line's *Carnival Sensation* has undergone a two-week dry dock.

The multi-million dollar refurbishment has fitted the vessel with Guy's Burger Joint, RedFrog Rum Bar, Blueguana Cantina, Alchemy Bar, Cherry On Top and Blueguana Tequila Bar.

A nautical-themed kids club called Camp Ocean has been added, designed for children aged 2-11 and operating more than 200 ocean-themed activities.

Air India fined US\$115K

THE US Govt has stung Air India with a US\$115,000 fine for not telling pax on a delayed flight from New York City to Mumbai that they could deplane the aircraft, despite it sitting at a gate with its door open for three hours.

HX, 9W codeshare

HONG Kong Airlines (HX) and India's Jet Airways (9W) will now be connected via a strategic codeshare partnership.

The reciprocal arrangement will see the HX code placed on 9W flights between Hong Kong and Mumbai and Delhi, while the 9W code will be placed on HX's flights from Hong Kong to Okinawa, Tokyo, Denpasar, Hanoi, Bangkok and Auckland.

Athenaeum savings

THE Athenaeum Hotel & Residences in Mayfair, London has locked in year-long Aussie Dollar rates reflecting the current lower value of the British pound.

Deluxe rooms are now priced from \$510 to \$680, depending on season, while suites & residences now start from \$850 per night - email info@athenaeumhotel.com.

WWT offer reminder

WENDY Wu Tours' partner flies free promotion available on over 40 itineraries to China, Indochina, India and Sri Lanka with Cathay Pacific ends on 16 Mar.



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

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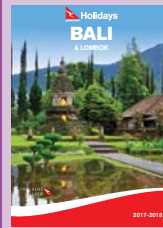
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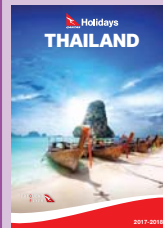
THIS week's Brochures of the Week is brought to you by **Qantas Holidays** and **Sunlover Holidays**. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



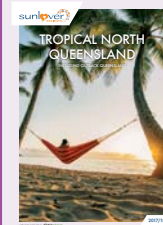
Qantas Holidays - Bali & Lombok 2017/18
Explore the Bali mountain region on bike, enjoy luxury at The Ritz-Carlton in Nusa Dua or do some glamping at Karma Reef on Gili Island. This is all part of Qantas's exclusive Holiday Package. Among the brochure highlights are the top 10 things to do including visiting Tanah Lot Temple, visiting Ubud Sacred Monkey Forest and Tegallalang Rice Terraces.



Qantas Holidays - Cook Islands 2017/18
With 15 new accommodation and 12 new touring options, travellers are spoilt for choice they visit the Cook Islands. Whether a small group wanting a tropical island paradise or a family, guests can enjoy the new Rarotonga Holiday Home. Soak up the sun and ambience and enjoy activities such as cultural performances, fishing and scuba diving.



Qantas Holidays - Thailand 2017/18
Explore the 'Land of Smiles' with a wide selection of accommodation and tour options, including the three-star ibis Nana and four-star Shanghai Mansion in Bangkok and the Chanalai Garden Resort in Kata Beach, Phuket. Snack away at a two-day Bite Size Bangkok Foodie Adventure.



Sunlover - Tropical North Queensland 2017/18
Venture to Palm Cove, Port Douglas and even to the remote Queensland outback with Sunlover. There's a vast variety of sight seeing options including visiting the world famous Great Barrier Reef, Daintree Rainforest, Cape Tribulation, Cape York and Outback tours. Join on the Ultimate Outback Queensland Rail Adventure.

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Are you a highly motivated and results driven sales person looking to join a leading brand on the corporate stage? This is it. You will be experienced in new business acquisition, building pipelines, developing relationships, delivering compelling pitches and winning new clients. If you're motivated by sales achievements along with having clear career development plans, this is the role for you. Top salary package and career progression on offer.

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This leading travel management company is looking for a talented sales professional to grow their corporate client base. Working with accounts of all sizes, you will use your existing network to develop a pipeline, build relationships, present, negotiate & contract new business. Experience in a similar role is essential along with exceptional sales, presentation & negotiations skills. A generous salary package + lucrative commission structure is on offer.

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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!

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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.

DEVELOP THE TEAM

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A successful team leader can lead by example & knows the secrets to motivating staff to reach targets. Our client is looking for a talented team leader to join them. You will be a hands on manager whilst overseeing the day to day operations of a team of consultants, coaching & mentoring, handling escalated issues & other management tasks as required. Team Leader experience required. Salary package dependent on experience.

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Abercrombie & Kent

SIEM REAP TO SAIGON *with* CHRISTINE MANFIELD



Join Christine Manfield, one of Australia's most celebrated chefs on board luxury vessel Aqua Mekong, with specially tailored culinary experience and menus reflecting her favourite flavours and cooking techniques.

Travel with A&K on this unique journey through two of southeast Asia's most welcoming and intriguing countries. Following the Mekong River through the heart of Cambodia into Vietnam, see how this great waterway sustains the lives of the people and their villages along the route. Special meals on board will highlight the many influences and traditions which have made the region's food so bountiful and flavoursome. Contrasting with the peaceful canals of the Mekong Delta, the tour finishes in cosmopolitan Saigon.



Tour date

12 - 20 October 2017

Price

\$14,295 Twin Share per person

\$ 9,925 Single Supplement

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

*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. 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.

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