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This October, we're setting sail on our first-ever river cruise in Paris, France, and we're taking a few lucky travel agents with us!

Want to join us? Enter our contest by uploading a 30-second video to the U by Uniworld Facebook page telling us how you're going to sell U. Don't forget to tag **@ubyuniworld** and **#ImGonnaSellU**. You have until August 15th—good luck!*

*Contest ends August 15th, 2017. Additional restrictions apply. Visit ubyuniworld.com/ta-contest for complete terms and conditions. UW 165402085

Travel Daily

First with the news

Thursday 20th July 2017

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Agents for U debut

AUSTRALIAN travel agents will have a chance to join the debut of Uniworld Boutique River Cruise Collection's newest brand when it sets out from Paris this Oct.

Five places are being offered on the inaugural sailing of U by Uniworld, the company's more youthful river cruise offering.

To enter, travel agents aged between 21 and 45 must create and post a 30 second video to the U by Uniworld Facebook page, sharing how they are going to sell U and tagging #ImGonnaSellU to their post.

Entries are open to 15 Aug with winners to be announced 23 Aug - see today's **cover page** for more.

Today's issue of TD

Travel Daily today has six pages of news, including a front cover page for **Uniworld**, also a photo page for **Globus** plus a full page from:

- AA Appointments jobs

Tourism, travel key for future

TRAVEL and tourism employ more people in Australia than mining and agriculture combined, with the sector seen by the government as a key growth area for the future economy as traditional industries decline.

Speaking this morning at the Travel Industry Exhibition in Sydney, former TTF deputy ceo and now Federal Member of parliament Trent Zimmerman hailed the ongoing growth of the inbound market and visitor spending, which is now on track to achieve the Tourism 2020 targets.

Zimmerman admitted that when he was at the TTF the target spending range, of between \$115 billion and \$140 billion, was considered internally to be "extraordinarily ambitious".

However ongoing strong growth has seen Tourism 2020 come into range, with recent World Tourism Organisation figures showing

Australia is among the fastest growing tourism markets globally.

Zimmerman said the make-up of the travel and tourism sector is also highly attractive to the government, with large players such as airlines, cruise operators and international hotel chains complemented by the "creativity and imagination" of people working within thousands of small businesses.

The performance of the industry had seen the government make ongoing investments in marketing via Tourism Australia, as well as facilitating growth through air services agreements such as recently concluded pacts with Israel and Iran.

Other key initiatives cited by Zimmerman included the revamp of visa arrangements to make it easier for Chinese tourists, expansion of air capacity via Western Sydney Airport and improved border facilitation.

TIEC Show Daily

THE 2017 Travel Industry Exhibition and Conference (TIEC) kicks off in Sydney today, and *Travel Daily's* special **Show Daily** has all the details you need for the big event.

We'll publish a Show Daily each day of the expo - today and tomorrow in Sydney and Tue and Wed in Melbourne.

CLICK HERE for today's issue.

NTIA Greek flavour

THE Greece National Tourism Organisation is gearing up for the National Travel Industry Awards in Sydney on Sat, using its status as arrival sponsor to prepare a warm welcome for guests.

"Thirty million tourists are predicted to visit Greece over the next 12 months," said AFTA chief exec Jayson Westbury.

"I have no doubt guests will enjoy the experience as soon as they set foot inside the International Convention Centre."

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WWT trade event

WENDY Wu Tours is rolling out a new digital instant-booking platform and wants to showcase the technology to Sydney-based trade at an event at Tank Stream Bar on Tue 08 Aug at 6pm.

The Asia tour operator's new booking system eliminates the need to call WWT, reducing the time agents will spend making a reservation to just two-minutes.

Attending will be global ceo Joe Karbo and Australia/NZ managing director Andrew Mulholland, and there is a chance for one agent to win a trip for two to China.

RSVP by Wed 26 Jul to attend to rsvp@wendywutours.com.au.

EK 787 order?

EMIRATES is reportedly poised to make an order with Boeing for a fleet of up to 100 787-9 and 787-10 Dreamliner aircraft.

The potential order of 787s would be used to operate on EK's medium- and long-haul routes, and would suit that of fellow Dubai-based carrier flydubai with which Emirates signed a new codeshare partnership earlier this week (**TD** Tue).

According to *Arabian Business*, the landmark deal with Boeing could be for between 50 and 100 Dreamliners.

Emirates would not confirm the rumour, with a spokesperson saying "for the moment our priority is to optimise the usage of both fleets in order to meet customer demand".

Baillies plan new lodges

HIGH-PROFILE luxury lodge pioneers James and Hayley Baillie have announced they will step back from day-to-day business to pursue new opportunities, including potential new Australian lodge developments.

The creators of Southern Ocean Lodge on South Australia's Kangaroo Island have appointed Craig Bradbury to the new role of gm at Baillie Lodges, and said the new structure would allow them to turn their attention to "bigger picture ideas, including product design and integrity".

"Hayley and I are excited to be embarking on a new phase for Baillie Lodges, and from our 15 years' experience we know this requires dedication in time and energy," James Baillie said.

While no plans have been revealed, the Baillies have in the past spoken of developing new

What's Left for 2017

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Sabah event date

THE Sabah Tourism Product Showcase advertised in *Travel Daily* yesterday is being held on Thu 27 Jul in Melbourne, not 27 Aug - to register, email your name to leah.conte@rba.com.bn.

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Aus US visits down

AUSTRALIAN visitor arrivals for the USA in Dec fell 6% year-on-year, new figures released by the US Government show.

Australia was one of six top 10 markets to show declining visits, with Brazil falling a whopping 24%, Mexico slumped 10% and the UK, Germany & Japan dropping by single percentage points, while China jumped by 14%.

Overall, the US welcomed six million int'l visitors, down about 295,000 arrivals on the year prior.

lodges in locations including Tasmania, and had previously planned a Sydney hotel in the Rocks which was later dropped due to planning & heritage costs.

Bradbury is a past exec for hotel companies including Erdi Group, AccorHotels and P&O Australian Resorts, where he previously worked with James Baillie.

He will oversee the Baillie's three existing properties - Kangaroo Island Lodge, Longitude 131 at Uluru and Capella Lodge on Lord Howe Island.

Rail Trail progress

A DISUSED rail corridor in the NSW Northern Rivers will receive \$6.3m in government funding to transform the track into a rail trail to lure tourists to the region.

The funds were being reserved for the track stretching between Murwillumbah & Crabbes Creek.

NSW Minister for Tourism Adam Marshall said he was hopeful the Commonwealth would match the funding, with a decision expected by the end of Aug.

Deputy Premier John Barilaro said elevating tourism in rural and regional NSW was a key priority for the government, the *Lismore Echo* reported earlier this week.

"The NSW Govt has invested record funding to turbocharge rural & regional tourism and drive visitation beyond the fringes of Sydney to places like the North Coast," Barilaro said.

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Veriu takes a local approach



SYDNEY'S newest boutique hotel collection premiered its first new-build property in the inner-city precinct of Broadway to around 70 VIP guests, partners and media last night.

Veriu (pronounced very-you) Hotels & Suites debuted recently, with its launch property once a leather factory warehouse which has been retrofitted and converted into a 64 suite hotel.

Almost all rooms/suites at Veriu Broadway feature a kitchen and a "U Bed", with guests provided with free wi-fi and access to bicycles to explore the local area.

No two rooms in the apartment hotel are alike, with nine styles to choose from, ranging in size from 32m² for a Tannery Deluxe room to the 47m² Tribe Suite which can accommodate up to five guests, to the 60m² loft-style Skyline Suite which has city skyline views.

Rates lead in at \$180 per night for The Tannery Deluxe room and \$450 for The Skyline Suite.

Owners Rhys Williams and Alex Thorpe (pictured) explained the brand ethos of Veriu was centred

on providing guests with an opportunity to connect to their hotels' suburb and the city.

"Living local is very much part of the brand's DNA and we have incorporated elements into the guest experience to ensure they have every opportunity to experience Sydney's diverse locations," William said.

They include local dining, activities and experiences.

Yesterday, Veriu expanded its portfolio with the rebranding of two properties in Camperdown and Randwick following extensive refurbishments.

To link a guest's connection with the city, Veriu has developed a 'Veriu Connect' concept which enables guests to use their room key at other branded properties to sample a neighbouring suburb's experiences, dining and more.

Additional Veriu locations are also flagged for Sydney's Central Station, Surry Hills and Elizabeth Bay over the next year and at Green Square in 2019.

For more information on the brand, go to www.veriu.com.au.

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*Conditions Apply.



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CI doubles Sydney

CHINA Airlines has confirmed it will introduce its new Airbus A350-900 aircraft on flights between Sydney and Taipei and will boost frequencies to double daily, starting 01 Dec.

The services will also connect with the Taiwan-based carrier's recently reintroduced services to London Gatwick (**TD** 30 Jun) on four days per week, allowing travellers to fly the entire journey aboard A350s.

London flights will depart SYD at 2210, arriving LGW 1530 the next day after a five-hour stopover.

The second daily service from Sydney to Taipei will operate early afternoon, departing 1330.

China Airlines' new carbon-composite A350s will be fitted in three-class configuration, with 32 Business class seats, 31 Premium and 243 Economy class seats.

EK Europe specials

EMIRATES yesterday released a range of Economy and Business class fare deals, available for purchase before 31 Jul and travel right through to some dates in mid-2018.

Economy class return flights from Perth to London start at \$1,269, while Business class flights to London start at \$6,609.

Economy deals are valid for travel 01 Oct-30 Nov 2017 and 14 Jan-27 Mar 2018, while Business class fares are available for travel from 26 Jul 2017 to 31 May 2018.

See www.emirates.com/au.



Window Seat

IS YOUR purse or wallet cluttered up with loyalty cards?

One of the presenters this morning at the Travel Industry Exhibition & Conference has the answer!

Adam Posner from The Point of Loyalty gave an intriguing presentation on the importance of customer loyalty in the travel industry with the assistance of a video from Anthony Goldman of Goldman Travel, who pointed out that customers don't build loyal relationships with computers - but with people.

Posner also spoke about the proliferation of loyalty programs, with an estimated 74.1 million reward scheme "memberships" currently held by Australians.







And he's one of the key users, if his jacket (pictured) is any indication.



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 Air New Zealand, Chairman & CEO	 Tourism Australia, Managing Director
 AccorHotels Asia Pacific, Chairman & CEO	 Mantra Group, CEO

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Back-Roads Euro boost

SMALL-GROUP specialist Back-Roads Touring has boosted capacity and unveiled its biggest ever Europe program for 2018. Eleven new itineraries have been introduced to bring the total offering to 50 tours, including several new destinations such as Iceland, Malta and Madeira. The company has also launched a new range of waterways tours featuring barge journeys in France and sailing trips along the coasts of Italy and Croatia. Each involves small groups of 20 or less and are fully guided. Back-Roads country manager Dennis Basham said strong demand and customer feedback had prompted a refresh of existing tours, along with the

introduction of a bigger overall tour selection. "For 2017 we added 40% capacity and we are pretty much filled which is great," he said. "We've added 17% more capacity for next year so for us Europe has been very strong." France had rebounded this year after a soft 2016, Basham said, while Spain and Croatia were especially big sellers in 2017. Back-Roads is offering a 10% earlybird special for bookings by 31 Aug, which will be the biggest discount of the year. The company has lifted its sales team from two to seven in the past year and is also planning a series of agent famils to support its trade marketing.

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To apply please send your CV to careers@helloworld.com.au

Applications close Friday, 28 July 2017.

Only short listed candidates will be contacted.

QBT Business travel made simple

Uncover the different sides of Macao in the July issue of *travelBulletin*.

CLICK to read
travelBulletin



Helloworld signs new biz



HELLOWORLD Business Travel has continued to build on the recent success of high re-sign rates as the member renewal period nears completion.

Recent announcements including Travel Connections re-signing for a record six year term have strengthened the network group, Helloworld Travel said.

The group also welcomed a brand new signing with Locale

Travel from Manly NSW.

Anywhere Travel, The Journey Masters, Travel Crew, Broome Travel Centre and Tripaway Corporate Travel also signed on for new terms with Helloworld Business Travel.

Pictured above are Steve Hona, Helloworld Business Travel and Andrew Allen, Travel Connections.

Wyndham takeover

WYNDHAM Hotel Group has agreed to a deal to acquire Minnesota-based AmericInn for around US\$170 million.

The deal includes 200 franchised hotels in 21 states, including Minnesota, Wisconsin, Iowa, Michigan and North Dakota.

AmericInn will become Wyndham's 20th brand.

Park Regis Everland

STAYWELL Hospitality Group has signed a new hotel in Ahmedabad which is scheduled to open within the 70 acre theme park Everland in 2018.

The 150-room Park Regis Everland in the Indian state of Gujarat brings the tally of StayWell hotels both under the Park Regis and Leisure Inn brands to 13 across India.

Superb Serbia

AIR Serbia has provided its industry partners with a special edition presentation called *Superb Serbia*.

The document is a short brief and visual guide outlining some of the things that can be seen and experienced in Serbia.

CLICK HERE to view the guide.

Doyle Coll Aus rep

THE Doyle Collection Hotels has appointed BTR Hotels - Bespoke Hotel Representation and Resources to continue to expand their presence and relationships in the Australian market.

The Doyle Collection has eight properties in London, Dublin, Cork, Bristol and Washington DC.

BTR Hotels is a hotel rep agency founded in 2016 with offices in Sydney and Melbourne.

Thursday 20th Jul 2017

TWENTY of Australia's best travel agents have returned to reality after the Globus family of brands' exciting and indulgent 2017 Supertour came to an end, following 10 days of sightseeing, exciting activities and plenty of wining and dining across Mexico. The highly anticipated annual expedition, which was based on the Globus Wonders of Mexico's Yucatan itinerary, was rewarded to 2016 top sellers of Globus, Cosmos, Avalon Waterways and Monograms holidays.

Highlights included: visiting the enormous pyramid inside the Mayan site of Ek' Balam; watching the flamingos in Rio Lagartos; and wandering amongst the incredible architecture of San Francisco de Campeche.

Globus family of brands' md Australasia Stewart Williams said the trip ended on a high at

Globus family treats agents in Mexico



THE group kicks back at a beach-front gala at The Ritz-Carlton, Cancun.

a beach-front gala at The Ritz-Carlton, Cancun.

"Our guests celebrated the end of the 2017 Supertour in style. They dined on slow braised Black Angus short rib and Mexican chocolate fondant, and then danced the night away on an illuminated sand dance floor to classic hits," Williams said.

Agents enticed by tales of the Supertour can earn their place on the 2018 trip by selling Globus family of brands' products.



STRIKING a pose in Merida.



EXPLORING El Castillo, Chichen Itza.



PARTICIPANTS playing with fire in Uxmal.



AGENTS concentrate on not falling as they get up close and personal with a crocodile in Rio Lagartos.

AGENTS finish their Mexican adventure with a surprise stay at the Ritz-Carlton, Cancun, also the venue for their gala beach party.



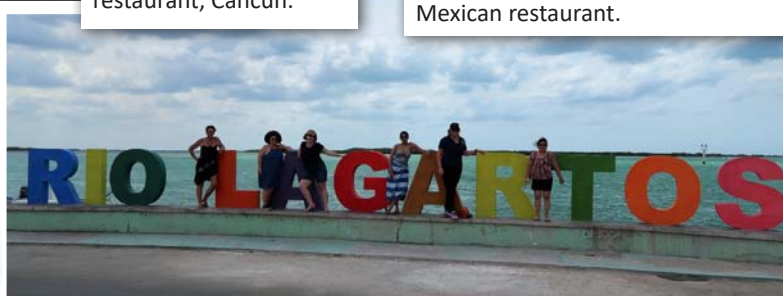
MINGLING at Porfirio's restaurant, Cancun.



DINNER at the quirky La Parrilla Mexican restaurant.



THE UNESCO World Heritage Site of Uxmal, one of the most important archaeological sites of Mayan culture.



Locomote into Asia

TRAVELPORT Locomote has expanded its services to Asia, with UOB Travel Planners becoming its first client in the market.

The Singaporean corporate travel agency will have access to Travelport Locomote's range of module powered workflows and features to better serve clients.

Travelport Locomote's expansion comes off the back of their launch into the UK last year.

CEO Sandra McLeod said breaking into the Asian market was a huge achievement, and the company was looking to further expand across the region.

UA defers A350s

UNITED Airlines has deferred the delivery of four Airbus A350-1000 aircraft that were due to join its fleet in 2018, the airline said in its Q2 results this week.

The carrier, which has 35 A350s on order, gave no details as to when they might now arrive.

In the same financial disclosure, UA confirmed it will fast track deliveries of 12 Boeing 737 MAX aircraft and two Boeing 787-10 Dreamliner aircraft to 2019.

United reported a second-quarter revenue of \$10 billion, up 6.4% year-on-year, and net income of US\$818 million.

WIN A LUXURY RIVER CRUISE

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EUROPE

This month, Scenic and *Travel Daily* are giving readers the chance to win a luxurious river cruise. Experience a 15-day cruise in a balcony suite. The prize includes:

- Jewels of Europe river cruise for 2 people departing Oct 2018
- Return flights to Europe
- Complimentary beverages all day, everyday, all meals, private butler service and all tipping & gratuities

To win, answer every daily question correctly and have the most creative answer to the final question. Send your answers to scenic@traveldaily.com.au

SCENIC
LUXURY CRUISES & TOURS

Q14. Which of Scenic's Portugal itineraries does not include a visit to Madrid?



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Scenic has welcomed **Emma Hartley** as its new Communications Manager. Previously Hartley was a Senior Consultant at MG Media.

Lulu Fox and **Luke Deayton** are the latest recruits of **Fraser's Hospitality**. Fox will be both the Director of Sales and Marketing at Capri by Fraser in Brisbane. Deayton will be the Director of Sales and Marketing at Fraser Suites in Perth.

Destination NSW has appointed **Celine Dong** as the new Business Development Manager for Shanghai. Dong will be responsible for building relationships with key travel trade partners.

Shane Hodges has joined **American Airlines** as its new Vice President – Asia Pacific Sales. The Australian native will be based in Tokyo and has more than 22 years' experience in the travel industry.

GTA has welcomed **Alistair Roger** as Senior Vice President Global Sales and Marketing and **Hui Wan Chua** as VP Asia Sales and Marketing. Roger will be based in London and China in Singapore.

Michelle Scott will join **Tourism Fiji** as its new Director of Marketing. Tourism Fiji has also promoted **Kathy Koyamaibole** to the newly created role of Regional Manager for Asia.

Morris Media has made changes to **Vacations & Travel** after the recent departure of Anthony Gallagher. **Helen Hayes** is now Editor-in-Chief at the magazine and **Avi Melniker** will move to the Publisher role.

Patrick Pascious will be the President and Chief Executive Officer at **Choice Hotels** from 01 Jan, 2018. He will succeed Stephen Joyce as CEO.

TFE Hotels has welcomed **Chris Sedgwick** as Chief Operating Officer and **Tish Nyar** as the new Director of Operations for Australia and NZ.

Teed Up Masters

TEED Up Golf Tours are reporting increasing demand for travel to the Augusta National with 50% of its 2018 packages already sold out.

The 2018 US Masters tours will run between 30 Mar to 09 Apr.

To celebrate 20 years in business, Teed Up is holding 2017 prices on all 2018 Masters trips for clients who book by 31 Aug. Phone (02) 8458 9000.

Another Amari

ONYX Hospitality Group has launched a new Amari property in Sri Lanka's historic southwest coastal city of Galle.

The 172-room Amari Galle is located a short distance from Galle Fort and is the chain's third hotel in Sri Lanka.

One-way RV rentals

DRIVEAWAY Holidays and Anywhere Campers have teamed up to offer discounted one-way motorhome rentals in Europe.

Prices for one-way rental between Frankfurt and Paris start from \$222 per day for a 10-day motorhome rental hire.

DriveAway said that motorhome bookings for Italy increased by 67% in 2016, but Paris is the most popular start point.

QR Moscow boost

QATAR Airways will boost its flights to Moscow from Doha with an additional daily service from 02 Aug.

The additional frequency will give QR 21 flights a week to DME. A320's will operate QR213/214.



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Are you a creative & innovative Director of Sales? Our client is looking for a dynamic leader to join them to develop & manage the sales team, implement sales strategies & campaigns across all segments, budgeting & forecasting all to maximise revenues. Executive salary package on offer. Experience as a Director of Sales, a track record leading a successful sales team along with great communication, presentation & negotiation skills required.

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MELBOURNE – SALARY PKG UP TO \$80-\$95K**

Take your career to the next level and join this industry leader as a Cluster Revenue Manager. Work closely with GM's, Sales & Marketing teams to develop strategies & implement revenue management processes, forecasting, channel management, budgeting, competitor analysis & management reporting to achieve revenue goals. Great salary + bonuses on offer. Prev. experience in a similar role overseeing multiple properties a must.

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