

# 2017 afta NATIONAL TRAVEL INDUSTRY AWARDS



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INDUSTRY AWARDS

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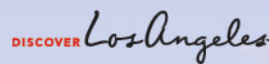
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## NTIA '17 marks AFTA 60th

SAT'S National Travel Industry Awards saw more than 1,400 attendees celebrate the best and brightest in travel, with the event held for the first time at the Int'l Convention Centre Sydney.

The 2017 NTIA also marked a "significant and proud milestone in the history of the organisation - 60 years of the Australian Federation of Travel Agents".

Big winners included Helloworld Travel, which took out the Best Branded Travel Agency Group category, while Magellan won the Best Non-Branded group award.

Helloworld wholesale also did well, with Sunlover Holidays named Best Wholesaler - Australian Product and Qantas Holidays/Viva! Holidays winning the Best Wholesaler - International Product category.

South Australia's Kingscote Travel, part of the Travellers Choice network, took out the People's Choice: ATAS Travel Retail Travel Agency of the Year, while on the corporate side Spencer Travel won Best Travel Agency Corporate - Single Location once again.

Melbourne's FBI Travel won the Best Travel Agency Retail - Single Location category, and Goldman Travel Corporation took out the Best Travel Agency Corporate - Multi Location category.

Youth operators dominated the tour operator categories, with Topdeck Travel winning Best Tour Operator - International and Contiki named Best Tour Operator - Domestic for 2017.

Finnair continued its long-running domination of the Best International Airline - Offline category, while Emirates also once again won for Best International Airline - Online.

Other winners included TripADeal for Best Online Travel Agency and Wendy Wu Tours as Best Specialty Wholesaler.

All the winners at [afta.com.au](http://afta.com.au).

### Today's issue of TD

Travel Daily today has ten pages of news and photos, including a front cover wrap for NTIA, a photo spread from the NTIA, plus full pages from:

- One&Only Los Cabos
- AA Appointments jobs

Wendy Wu Tours

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## TIE Melbourne

**THE** Travel Industry Exhibition rolls into Melbourne tomorrow and Wed 25-26 Jul, with registrations open for the free trade show and workshops at the Melbourne Convention and Exhibition Centre.

The inaugural TIE Conference is also being held at MCEC in conjunction with the event.

All trade visitors are welcome at the exhibition which is open 9-5p both days - full details available at [travelindustryexpo.com.au](http://travelindustryexpo.com.au).

## McMahon honour

**AUSTRALIA** Federation of Travel Agents ceo Jayson Westbury paid tribute to veteran travel industry journalist Ian McMahon during the NTIA ceremony on Sat, awarding him Life Membership of the Australian Federation of Travel Agents.

McMahon's illustrious career included co-founding **TD's** sister publication *travelBulletin*.

## QR plans Feb CBR debut

**QATAR** Airways is now accepting reservations for a new destination in Australia, with GDS screens indicating the launch of its previously flagged Canberra service to debut early next year.

Travel agent booking screens show QR's Canberra service will operate via Sydney as a tag on service.

The first flight from Doha is scheduled to depart on 12 Feb 2018, with the service to operate using Boeing 777-300ERs.

Still subject to government approval, the new operation also means QR will offer a double daily service to Sydney.

The schedule would see the flight depart Doha at 0810, arriving into Sydney at 0615+1, continuing to Canberra at 0725, arriving into the capital at 0825.

The return service would depart Canberra at 1345 each day, land in Sydney at 1445 then continue

at 1555 to land in Doha at 2230.

Canberra will be Qatar Airways' fifth Australian port, behind Melbourne, Perth, Adelaide and Sydney, and will also be Canberra Airport's second international service, joining Singapore Airlines' 'Capital Express' route from SIN to Wellington, via the Australian Capital Territory.

## MU/9W codeshare

**CHINA** Eastern Airlines and Jet Airways will this week launch a new codeshare partnership covering China Eastern routes between China and India as well as selected Jet Airways domestic destinations from Delhi.

Effective from today the MU code is being placed on Jet Airways flights from Delhi to Bangalore, Kolkata and Mumbai, while 9W will codeshare on China Eastern metal from Delhi to Shanghai and Kolkata to Kunming.

## Manila QF searches


**QANTAS** has rejected *News Limited* reports yesterday which claimed the carrier had banned the carriage of duty free items purchased at Manila Airport.

A QF spokesperson said there was no change to the standard inbound restrictions which ban liquids, aerosols and gels over 100ml, with carry-on baggage searches undertaken prior to departure to enforce the requirements, as at other ports.

## NZ flood warning

**THE** Department of Foreign Affairs and Trade has reissued its travel advice for New Zealand, after authorities there declared a state of emergency in parts of Otago and Canterbury following heavy rainfall and flooding.

Travellers are urged to anticipate flood-related disruptions to road travel, follow local instructions and monitor the media for the latest information.



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## Westbury slams government

AFTA ceo Jayson Westbury has accused the Commonwealth Government of undervaluing the outbound travel sector and its contribution to the Australian national economy.

Speaking at Sat night's National Travel Industry Awards gala dinner, Westbury said the government "continues to find ways to tax us into depression, but we continue to stand tall, we simply say 'get out of our way and allow us to thrive and continue to grow despite what you may throw at us'.

"We continue to be successful in everything we do, without much help at all from them," he said.

Westbury also defended the role of the travel agent, with the thriving industry continuing

to distribute the overwhelming majority of international flights from Australia along with touring, cruise and other travel product.

"Travel agents aren't going anywhere, and the sooner the analysts, journalists, futurists and doomsayers cotton onto this, we could all do so much better together," he said.

"There is no question that the travel agent in Australia has a strong and prosperous future for decades to come, and I am proud to be the national representative of travel agents both in Australia and across the globe.

"Long live the travel agent," he said, to a round of applause from the 1,400 attendees at the event, including Tourism and Travel Forum ceo Margy Osmond.

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## EK \$140 NZ flights!

EMIRATES regional vice president Barry Brown is keen to keep the National Travel Industry Awards celebrations going, offering a bargain industry fare to New Zealand during his speech accepting the airline's award for Best International Airline - Online on Sat night.

Brown confirmed the details yesterday, telling **Travel Daily** the offer is available to all industry staff, with round trips from Brisbane, Sydney and Melbourne to New Zealand for just \$140.

"We will make fares available via Emirates offices until the end of Jul, but valid until the end of Aug," he confirmed.

Contact your local EK office for more information.

## Bula Bid confirmed

FIJI Airways ceo Andre Viljoen says the carrier's recent launch of the Upgrade Now auction system had been "extremely high" during its soft launch period.

As exclusively revealed last week by **Travel Daily**, Bula Bids is available for Economy class pax to barter their way to an upgrade to Business class (**TD Wed**).

"This new product is designed to give our Economy class guests the chance to enjoy our renowned Business class experience," Viljoen said as he announced the roll out of Bula Bid across FJ's int'l network.

## BA crew stoppage

THE latest round of cabin crew strikes by members of British Airways' union Unite will begin on 02 Aug and run until 15 Aug, and follows their recent 16-day stoppage from 01 Jul to 16 Jul.

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## Window Seat

**SWEDISH** rail operator MTR Express has announced it will name one of its trains "Trainy McTrainface" after the moniker won 49% of the votes in an online naming competition.

The company said the decision would bring joy to the thousands of people who were disappointed when British authorities rejected the name Boaty McBoatface for a new polar research vessel last year.

The express train will run between Stockholm and Gothenberg, Sweden's second largest city on the country's west coast.

Another new train will be called Estelle, named after Sweden's five-year-old princess, while a third will be named Glenn, in a tribute to a Gothenberg soccer team of the 1980s that featured four players of that name.

"It feels like Boaty McBoatface got his revenge when his cousin Trainy McTrainface won this poll," said an MTR spokesperson.

"The naming will be received with joy by many, not only in Sweden," she added.

## New VA director

**VIRGIN** Australia this morning announced the resignation of Dr Chien-tsung Lu as a non-executive director representing Nanshan Group, with his role replaced by Mr Lan Xian effective immediately.

Nanshan's Wu An has also been appointed as an alternate director of the Australian airline.

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## Lindeman revival

**THE** revival of Queensland's Lindeman Island has moved a step closer with the release of a draft environmental impact statement (EIS) for public review.

White Horse Australia Lindeman proposes a \$583 million overhaul for the Whitsundays island including a five-star beach resort, a six-star spa resort, a five-star eco resort, a tourist villa precinct and luxury camping facilities.

The island was forced to close after suffering extensive damage during Cyclone Yasi in 2011.

Queensland Development Minister Anthony Lynham said the redevelopment was consistent with the government's Advancing Tourism plan "However, it is within the Great Barrier Reef World Heritage Area and it's important that appropriate safeguards are in place to protect the Reef," Lynham said.

The EIS is open for public comment for six weeks.

## Air NZ Bali boost

**AIR** New Zealand will nearly double capacity on its Auckland to Denpasar service in 2018 and extend its operating season.

The airline currently operates two services per week from AKL to DPS between May and Oct, increasing to three per week during peak times.

Next year the season will start early Apr with up to five services per week on Boeing 787-9.

**MEANWHILE**, NZ has launched its thrice weekly flights from Auckland to Tokyo Haneda.

The 787-9 *Dreamliner* service runs Jul to May in addition to its Tokyo Narita flights.

## DL's new PVG link

**DELTA** Air Lines has announced a new direct service from Atlanta to Shanghai Pudong to begin Jul next year.

The route will join DL's existing Shanghai services from Detroit, Seattle and Los Angeles.

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## New look for Wendy Wu

**WENDY** Wu Tours' new look has been rolled out across its recently relaunched



**Wendy Wu Tours**

consumer website and social channels, paving the way for a rebranded 2018 brochure range.

The company has unveiled the latest evolution of its brand with a new coral colour to reflect its core pillars of "expertise, value, service and reputation".

The new brand is "characterised

by clean lines and intuitive design", the company says, with a colour palette nodding to its Chinese roots.

Under the rebrand, the Discovery Tours range will remain an ochre colour, while the Deluxe Collection will move to silver to denote its luxury status.

"Wendy Wu Tours as a company prides itself on a culture of continual improvement," said managing director for Australia & New Zealand Andrew Mulholland.

"Our relaunched visual identity and logo reflects our position as a dynamic innovator in the travel sector," he said.

Other elements of the new look will involve colours to denote regions and images of flora, fauna and culture to feature on the company's materials.

## Plaza Rome lounge

**THE** Plaza Premium Group will develop and operate a new lounge at Rome's Leonardo da Vinci Airport at Fiumicino.

The 1,100m<sup>2</sup> lounge is due to open in Oct in terminal three and will be run by Plaza Premium for the next five years.

The company now provides lounge management services at 36 airports worldwide.

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## FLT completes buy

**FLIGHT** Centre today confirmed it has completed its acquisition of hotel management company, Bespoke Hospitality Management Asia (**TD** 07 Jul), which operates 14 properties in Thailand and has another 19 projects in the pipeline in Thailand & Vietnam.

## LEVEL EZE increase

**LOW-COST** carrier LEVEL will expand its Argentina services over the 2017/18 northern winter to five times a week from 29 Oct, GDS displays indicate.

LEVEL currently offers a thrice weekly service from Barcelona and Buenos Aires Ezeiza.

## Los Cabos 4-for-3

**ONE&ONLY** Palmilla, Los Cabos is offering a fourth night free when booking three consecutive nights for stays until 01 May.

Breakfast and transfers are also included - see **page 10** for info.

## NZ China visit dip

**TOURISM** New Zealand has reported a decline in the number of visitors from China during Jun, with numbers falling 3.6% year-on-year to 296,300.

The drop was offset by arrival increases from Australia (9.7%), Indonesia (48.1%), Malaysia (53.6%) and Singapore (9.0%), Statistics New Zealand reported.

Holiday arrivals also jumped 31.2% out of the United States.

Visitor numbers out of the UK/Ireland peaked at 23,400 - the region's highest tally since 2005 which coincided with the last British and Irish Lions tour.

## Disc Park addition

**COOLWATERS** Holiday Village at Yeppoon on the Great Barrier Reef has been acquired by Discovery Parks, becoming the group's 63rd location nationally.

Effective 31 Jul, the park will now be known as Discovery Parks - Coolwaters, Yeppoon.

## Skal underground opera



**SKALLEAGUES** and their friends were recently treated to an entertaining night at Opera in the Caves, at Qld's Capricorn Caves.

Guests were treated to a theatrical performance of popular arias, duets and ensemble pieces, from operas, along with a splash of musical theatre.

Attended by an audience of 90, the event was held in Capricorn Caves, north of Rockhampton.

Attendees are **pictured** above.

## US North Korea ban

**THE** Trump administration will ban US citizens from travelling to North Korea, according to the US Department of State.

It is understood the ban will take effect from Aug.

Once in place, it will be illegal to use a US passport to enter North Korea and the decision follows the death of a US student who was imprisoned in the country.

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# 2017 NTIA goes off with a bang

**THE** travel industry pulled out all stops on Sat night, decked out in fabulous frocks and dashing dinner suits for the 2017 NTIA ceremony. It was a huge night of celebration, as travel agents and industry suppliers commemorated the best of the best in the culmination of the annual nomination, voting and judging process.

The winners list included several familiar faces alongside new entries, as rising stars of the industry joined with veterans, all with the support of generous sponsors who ensured it was an amazing night.

The AFTA team ran the event like clockwork, with the evening, hosted by Anjali Rao, including a performance by ARIA-nominated Ricki-Lee Coulter.

Major sponsor Qantas had a huge presence, giving away tickets on its new *Dreamliner* 787-9 non-stop service from Perth to London, while the Star Alliance and Air New Zealand also provided a fabulous swag of prizes.

After the formalities guests adjourned to the Singapore Airlines-sponsored after-party, with some partying on into the wee hours of the morning.

**Travel Daily** and **travelBulletin** took these photos on the night - see this week's issues for all the excitement and many more pics online at [facebook.com/traveldaily](https://facebook.com/traveldaily).



**DAVID** Padman, Helloworld Travel; Vanessa Hudson, Qantas; Julie Primmer, Helloworld Travel; and Rob Harrison, Qantas.



**THE** Virgin Australia team were thrilled with their win for Best Domestic Airline.



**MARK** Chaskiel from FBI Travel tells Singapore Airlines' Dale Woodhouse the secret of his success as Best Travel Agency Retail - Single Location.



**TRIPADEAL** took out the Best Online Travel Agency Category, with the team clearly elated at the win.



**COVER-MORE** Travel Insurance won the Best Agency Support Service award.



**GREGORY** Lording and Brooke Worrall of Sunlover Holidays accepted the award for Best Wholesaler Australian Product from Amanda Belcastro of CHI Travel Insurance.



**EMIRATES** regional vice president Barry Brown presented the Emirates Travel Agent Scholarship to Stefania Lasek of NSW travel agency Travel By Design.



## William Inglis MGallery hotel



**AN MGALLERY** by Sofitel branded hotel will open adjacent to south-western Sydney's Warwick Farm racecourse under a partnership between AccorHotels and William Inglis & Son Ltd.

Currently under construction at Warwick Farm, the newbuild is part of a new \$140 million precinct being developed by Inglis to be named Riverside Stables.

The William Inglis Hotel,

MGallery by Sofitel is slated to open by Mar and will offer 144 rooms, including 22 suites and a number of family rooms.

It will feature a restaurant, bar, cafe, lounge bar, a micro-brewery, rooftop bar and pool deck.

There will also be a business centre, private dining and meeting rooms.

A rendering of the hotel is **pictured above**.

## Finnair profits surge

**FINNAIR** has recorded a profit improvement of almost €35m from the slightly positive result a year ago, achieving an all-time profit high.

Revenue increased by 11.2% year-on-year to €633.4m while ancillary and retail revenue per passenger grew by 8.2% year-on-year to €11.8.

Finnair ceo Pekka Vauramo said the company was "now growing at an accelerated speed".

"We are opening new routes, adding capacity in existing key routes, and recruiting new employees," he said, adding that customer satisfaction as measured by Net Promoter Score was at an all-time high.

Finnair also carried a quarterly record number of passengers.

## JetGo boost flights

**EXTRA** services for Townsville, Rockhampton and the Gold Coast have been added by JetGo.

The airline now flies from Townsville to the Gold Coast via Rockhampton six days a week with connections through to Wagga Wagga and Albury on select days.

Additional services have also been scheduled on Fri and Sat afternoons between Brisbane and Wagga Wagga.

## WAP lauds Expedia

**EXPEDIA** has pulled the ability to book certain wildlife animal interactions from its website and revealed a new Wildlife Tourism Education Portal.

The company said it would undertake a thorough review over the next few months and would remove some activities under guidance from wildlife and animal protection groups.

Set to launch later this year, the new portal will feature detailed information which aims to improve education for travellers about animal welfare.

Audrey Mealia, deputy director for wildlife at World Animal Protection congratulated Expedia "for taking a positive step forward to stop the demand for tourists visiting cruel wildlife attractions".

"We are now seeing real change in the travel industry," Mealia said.

## Triabunna opening

**STAGES** three and four of the Triabunna Marina and Wharf Extension opened over the weekend, paving the way for tourism opportunities.

Tasmania's Minister for Infrastructure Rene Hidding noted the upgrade would provide the tourism sector with "more access to the pristine waters of the East Coast".

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- Strong capability to influence, negotiate and recognise opportunities
- Exceptional communication skills



## DL LGA refit nod

**THE** Port Authority of New York and New Jersey has approved a revised proposal for a new Delta Air Lines terminal at New York's LaGuardia Airport.

Delta's new terminal (**TD** 22 Jul, 2016) will have 37 gates with work slated to begin later this summer, lasting until 2026.

The airline will finance the majority of the US\$4 billion project, with the Port Authority to contribute US\$600m in funding.

"This is an important step forward for our customers and employees at one of our most important hubs," said Delta Air Lines ceo Ed Bastion.

## SYD int'l traffic jump

**SYDNEY** Airport has seen international traffic grow 9.7% over Jun 2017 to 1.230m pax.

Outgoing SYD md and ceo Kerrie Mather said the international market continued to perform strongly, especially out of China.

Domestic traffic also rose 3.6% to 2.130m pax compared to 2.055m passengers in Jun 2016.

Overall Sydney Airport is seeing a 3.6% year-to-date growth with 21m pax passing through the airport's doors.

## Peru emergency

**PERU** declared a state of emergency as of 19 Jul, which will remain in place for 30 days, according to DFAT's smartraveller.

The alert covers Juliaca in the region of Puno, as well as Wanchaq, San Sebastián, Cusco, Machu Picchu and Ollantaytambo in the region of Cusco.

DFAT advises people to avoid the areas due to strikes/protests.

## Chicago settlement

**ONLINE** hotel reservation platforms Expedia, Hotels.com and Hotwire have settled a 12-year lawsuit filed by the city of Chicago, which was seeking higher tax payments.

The group paid US\$18m to the city after an appeals court overturned a US\$29.1m judgment for the city earlier this year.

Back in 2015 a county judge found the sites should have calculated a then 3.5% hotel tax not just on what hotels collected, but also the reservation sites' facilitation and service fees.

The appeals panel sent the case back to the trial court with an order to rule in favour of the rental sites, but the two sides instead reached a settlement.

## Spencer's Diamond Club shine



**SPENCER** Travel Group of Companies last week celebrated another staff member joining its Diamond Club in style at Langham Hotel, Sydney.

Lynn Eaton was recognised for her 10 years of service at Spencer Travel with a pair of diamond earrings given by managing director Penny Spencer.

The Diamond Club team are pictured: Tina Killeen, Angela Pattaro, Louise Brown, Penny Spencer, Lynn Eaton & Lisa Allan.

## London zipline

**LONDON** has opened a brand new tourist attraction for the adrenaline junkie with Zip World London soaring above the city's Southbank district.

The zipline is 35 metres above the ground and the temporary attraction is in place until the end of the British summer.

Users will be able to capture views of Big Ben and the Shard.

Prices start from £22.50pp.

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Only short listed candidates will be contacted.

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Only successful candidates will be contacted.

## TIME's Awesome Foursome



**TAKING** charge of your career path and expanding your network were themes emanating from four mentees of the Travel Industry Mentor Experience

(TIME) that sat on a panel at the Travel Industry Exhibition & Conference in Sydney last Fri.

As part of a workshop on 'How to Fast Track Your Career', the panel recounted stories on how the mentoring experience had benefitted their careers within the travel industry and helped them to achieve senior positions and gain promotions.

The panel spoke of how important it was to view TIME as an investment in self-development that helped to boost confidence, gave them new skills and helped provide the right abilities to tackle the challenges faced within the workforce.

Taking advantage of a mentors' network was also seen as a key way to open up doors for career progression.

**Pictured** from left are: Sabina Ziolkowski, md Travel Industry Network; Claire Haggarty, bdm APT Travelmarvel; Joslen Ho, manager strategy & projects, P&O Cruises and Belinda Morris, asm The Lido Group.

## APT global gong

**APT'S** member magazine, *Voyage*, was listed as a top finalist for "Best New Print Publication for Editorial Content" for this year's Content Marketing Institute Awards.

The accolade recognises the best content marketing projects, agencies and marketers and was announced last week.



## Round 20 Winner

**Congratulations**

**CHRIS DUNLOP**

from *Travelplan*

Chris is the top point scorer for Round 20 of Travel Daily's NRL footy tipping competition. He's won a \$100 travel voucher courtesy of Expedia.



Major prize for the 2017 footy tipping competition is two return economy class airfares to any one of **EMIRATES** 39 European destinations.

NSW permit:TFPS-17-11499; ACT permit:TFP1700255



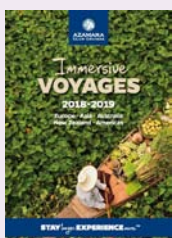
## Brochures

**THIS** week's Brochures of the Week is brought to you by **Collette**. 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](mailto:brochures@traveldaily.com.au).



### Collette - USA & Canada 2018/19

Perfected over 100 years, Collette's new USA & Canada brochure features over 45 high quality tours with many dates guaranteed through to Apr 2019. The release includes two new tours featuring Rocky Mountaineer. The new additions are the Canadian Rockies with Rocky Mountaineer and the Alaska Discovery & Rocky Mountaineer. Visit [gocollette.com](http://gocollette.com) to order the brochure today.



### Azamara Club Cruises - Immersive Voyages 2018/19

Azamara Club Cruises has released its biggest program yet. Between Jan 2018-Dec 2019, *Azamara Journey* and *Azamara Quest* will sail 116 itineraries, featuring over 300 late stays and nearly 200 overnights. New to the brochure are 23 country intensive itineraries, including an 18-night Australian Explorer voyage and a 13-night Australia & New Zealand sailing. Azamara will also embark on its maiden season in Alaska in 2019, starting with a 10-night Alaska Intensive voyage on *Azamara Quest*.



### Celebrity Cruises - Asia 2017/18

A total of 27 cruises ranging from 10 to 15 nights in length have been packed into Celebrity Cruises' new Asia brochure. The release features information on the new dining and entertainment offerings on the recently redone *Celebrity Millennium* and *Celebrity Constellation*, such as A Taste of Film. Highlights of the season include double overnights in Dubai, Beijing and Bangkok and calls to the captivating ports of Kobe in Japan, Goa in India and Muscat in Oman.



### Ormina Tours - 2018

Three new Italian tours based around immersive experiences feature in Ormina Tours' 2018 program. An eight-day food and wine focussed culinary tour has been added, along with a six-day tour exploring food, wine and truffles in the Piedmont region and a lakes and mountains tour around Italy and Switzerland which includes a journey in the Bernina Express. Ormina has also expanded its FIT tailored private journey offering with new city break experiences.

## AA under DOT fire

**AMERICAN** Airlines has been fined US\$250,000 after the DOT found the airline failed to process a significant number of refund requests in a timely manner in Q1 and Q2 in 2015.

Under law, the airline must transmit a credit statement for a pax refund to the credit card issuer within seven business days of receipt of full documentation for the refund requested.

AA must also adopt a customer service plan that includes a commitment to provide prompt refunds when they are due.

## Viking incentive

**VIKING** Cruises is offering agents the chance to win an eight-day ocean and an eight-day river cruise under an incentive celebrating its new offers.

The agent with the most river cruise deposited bookings made between 01 Jul-30 Sep will win an eight-day Danube Waltz (Christmas Markets) river cruise, from 24 Nov-01 Dec.

An eight-day Turquoise Caribbean Seas ocean cruise from 10 Dec-17 Dec will go to the agent with the most deposited bookings for the same period.



Monday 24th July 2017

## Jetsurf Vanuatu

**HOLIDAY** Inn Resort Vanuatu is introducing a new watersport adventure activity under the name Jetsurf Vanuatu.

Based at the resort in Port Vila, the Jetsurf operation is akin to surfing on a motorised board, giving visitors a high-action means to explore the waters of Erakor Lagoon.

## Cebu Sydney sale

**CEBU** Pacific has announced a sale to mark increased flights between Sydney and Manila, with fares from \$280 one way.

Offers are on sale until 28 Jul and for travel between 16 Nov and 15 Mar.

The carrier currently operates up to five weekly services between SYD and MNL and will boost flights further between 01 Dec and 31 Jan.

## Six Senses Austria

**SIX** Senses Hotels Resorts Spas will open a new hotel in the Austrian Alps from 2020.

The Six Senses Kitzbuhel Alps will feature 80 guest accommodations, include 50 residences, plus a small village of chalets available for private sale.

Six Senses' latest property will be right in the thick of 168km of ski runs and 120km of bike paths.

## Hertz free upgrade

**HERTZ'S** loyalty program Gold Plus Rewards is offering a one class vehicle upgrade to new members for reservations until the end of Sep 2017.

The offer is part of Hertz's Gold Plus Rewards campaign for 2017, which will be seen across outdoor, social and digital platforms around Australia.

## Swissotel into UAE

**ACCORHOTELS** has confirmed its debut of the Swissotel brand in the United Arab Emirates by the end of this year.

The hotel juggernaut will take over management of Dubai's Al Ghurair Rayhaan and Al Ghurair Arjaan following a renovation.

## Schwartz goodwill

**SOFITEL** Sydney Darling Harbour has revealed a 28-storey charity initiative ahead of its opening on 06 Oct.

The hotel's owner Jerry Schwartz and AccorHotels Pacific chief operating officer Simon McGrath have announced they will donate 28 floors to 28 different charities, giving each 15 rooms to sell through their own fundraising activities.

On 03 Oct, each charity will have its own dedicated floor and guests, who will receive an overnight stay, breakfast and entry to VIP events on the night.

## A380 to Colombo

**EMIRATES** will deploy one of its Airbus A380 aircraft on a one-off flight to Sri Lanka on 14 Aug as part of celebrations marking the resurfacing of the main runway at Colombo's Bandaranaike International Airport.

## Whitsunday Wotif/ Expedia campaign

**TOURISM** Whitsundays has announced a 12-month online campaign with Expedia and Wotif, aimed at boosting awareness and sales for the region.

The Expedia group will promote the Whitsundays through a branded landing page on its website, as well as via social media, blogs, e-newsletters and display ads.

Tourism Whitsundays will do the same, while local tourism operators are being encouraged to provide deals and offers as part of the campaign.

Tourism Whitsundays' sales and marketing manager Tash Wheeler said the campaign would provide the region with a hero campaign for the entire financial year.

"It will give the Whitsunday tourism industry the opportunity to increase demand and therefore revenue," she said.

# AFL

## Round 18 Winner

Congratulations

### JEREMY NOLAN

from *Jeremy Nolan Travel*

Jeremy is the top point scorer for Round 18 of Travel Daily's AFL footy tipping competition. He's won a \$100 travel voucher courtesy of Expedia.

TAAP

Major prize for the 2017 footy tipping competition is two return economy class airfares to any one of **EMIRATES** 39 European destinations.

NSW permit UFS-17-11899-ACT permit F71700255

## WIN A LUXURY RIVER CRUISE

INCLUDING  
FLIGHTS TO  
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](mailto:scenic@traveldaily.com.au)

Q16. Name two of the additional luxury inclusions guests receive when booking a Diamond Deck Suite.

LUXURY CRUISES & TOURS



*One&Only*

PALMILLA

*Los Cabos*

## CABO ESCAPE

Set amongst the landscape of the Baja Peninsula and alongside the Sea of Cortez, One&Only Palmilla is an exclusive oasis offering the most stunning views of the extraordinary Los Cabos coastline.

Escape to Cabo and stay for three consecutive nights in a luxurious room and enjoy the fourth night with our compliments. Stays include daily full American breakfast, private chauffeured roundtrip airport transfers, fresh fruit and cocktail snacks delivered daily.

TO MAKE A RESERVATION, EMAIL [RESERVATIONS@ONEANDONLYPALMILLA.COM](mailto:RESERVATIONS@ONEANDONLYPALMILLA.COM) OR CONTACT YOUR PREFERRED TRAVEL PROFESSIONAL.

Offer is applicable for new bookings only with a minimum four-night consecutive stay required for travel until 1 May 2018. Reservations are subject to availability, seasonality and blackout dates apply. Inclusions are set, cannot be substituted, offer is not combinable with any other promotion, discount or program and cannot be applied retrospectively. Other terms and conditions may apply.

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**\*\*NEW ROLE\*\***

**BDM – NSW WEST**

**SYDNEY - SALARY PACKAGE TO \$80K PLUS CAR**

Our client is searching for a BDM who is passionate about increasing sales with the ability to source and secure new business for this well-known product. You will have previous Industry BDM experience with established relationships in the trade. On offer is a strong base salary, huge bonus scheme, fully maintained vehicle and tools of the trade. Industry BDM roles with bonuses this large don't come around often, ring now for a confidential chat.

**\*\*NEW ROLE\*\***

**DIRECTOR OF OPERATIONS APAC**

**SYDNEY –SALARY TO \$165K**

Rarely do we see senior operations roles such as this. Reporting directly to the Global COO you will be responsible for delivering and installing operations strategies and initiatives ensuring profitable service delivery. You will be looking after 3 call centres across your region. If you have strong recent contact centre experience with a track record in improving customer service please apply today or call for a confidential chat.

**\*\*NEW\*\* TAKE THE LEAD**

**TRAVEL SALES MANAGER**

**GOLD COAST – TOP PKG \_ \$\$ BONUSES ON OFFER**

Don't miss out on this rare management role on the Gold Coast. Joining this reputable and growing travel leader you'll be responsible for driving a team of team leaders and ultimately 30 consultants to achieve and exceed business goals and sales targets. Your travel industry experience and strong sales coaching skills will see you be in the running for this superb opportunity. Enjoy a strong salary package + \$\$ incentives, discounted travel, career progression & more.

**\*\*INTERVIEWING NOW\*\***

**RESERVATIONS MANAGER**

**MELBOURNE - UP TO \$85K PKG + BONUSES**

Turn the key and open the door to success when you join this luxury travel company. Managing a team of 20 sales and support consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge and experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

**LIKE TO WORK FROM HOME?**

**GLOBAL CORPORATE ACCOUNT MANAGER**

**SYDNEY- SALARY UP TO \$120K**

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.

**WELL CONNECTED IN THE CORPORATE MARKET**

**CORPORATE TRAVEL SALES MANAGERS**

**MEL & BNE –UP TO \$90K PKG + COMMISSION**

Due to expansion this well recognised and highly respected travel management company requires a talented sales manager to grow their corporate client base including large and SME accounts. You'll be experienced in working within the corporate market, pipeline development and winning new business through to account management and retention of clients. A generous salary package + lucrative commission structure is on offer.

**READY FOR A NEW CHALLENGE?**

**DIRECTOR OF SALES**

**MELBOURNE \$100-\$110K + BONUS ++**

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.

**REVIEW, STRATEGISE, DELIVER**

**CLUSTER REVENUE MANAGER**

**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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