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Travel Daily

First with the news

Thursday 1st June 2017



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viva! holidays

GC2018 authorised agents

FLIGHT Centre Travel Group has been named as one of two Authorised Travel Agents (ATA) to sell travel packages for the Gold Coast Commonwealth Games.

Australia's largest travel retailer (under the Flight Centre, Escape Travel & Travel Associates brands), along with global travel & events management company ATPI Sports Events, will have exclusive rights to sell GC2018 travel deals domestically and in a number of other Commonwealth locations.

Gold Coast 2018 Commonwealth Games Corporation (GOLDLOC) said the appointment of its ATAs "ensures a streamlined experience for domestic and international visitors to the Gold Coast and across Queensland".

Travel packages will start to be promoted through FCTG

and ATPI from today, for Games experiences between 04-15 Apr.

Arrangements can include flights, ground transportation and accommodation.

FCTG exec gm of Leisure Travel Tom Walley said the group was pleased to be able to offer Games spectators "the entire Queensland experience beyond the sporting stadiums and competition venues".

GOLDLOC ceo Mark Peters said ATPI and Flight Centre were now receiving expressions of interest for their services via the GC2018 website and their own channels.

Peters said marketing activity was expected to be ramped up by the ATAs this month when they were able to sell packages inclusive of Games tickets.

Today's issue of TD

Travel Daily today has eight pages of news including a photo page for **Travellers Choice**, plus full pages from:

- Uniworld
- AA Appointments jobs
- Air New Zealand

Uniworld air inclusive

UNIWORLD has released cruise & airfare deals on four European itineraries departing in 2018, with prices starting from \$9,699ppts flying Business class and from \$4,999ppts in Economy class.

The offer applies to select early season departures - see **page 9**.

Collette's Special Offer Collection Is OUT NOW



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- North America savings up to \$450pp
- South America savings up to \$1,000pp
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Thursday 1st June 2017

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Travel Daily

on location at Hobart's new

MACqo1 hotel

Today's issue of *TD* is coming to you courtesy of Federal Group which is launching its newest Tasmanian property, the upmarket MACqo1 located on the Hobart waterfront.

MACqo1 debuts tonight with a lavish launch event to showcase the \$45 million "storytelling hotel" where each of its 114 rooms is inspired by a unique Tasmanian character.

The property is the brainchild of Tasmanian hospitality operator Federal Group, which also operates the boutique Saffire Freycinet Lodge and Hobart's Henry Jones Art Hotel as well as Wrest Point Hotel Casino.

MACqo1 will support the strong growth of tourism to Tasmania which last year welcomed more than 1.2 million visitors.

EK/JQ Tasman seat surge

QANTAS and alliance partner Emirates surpassed their minimum seat capacity requirement on four transTasman routes by more than 120,000 seats over the summer season, filed paperwork with the ACCC confirms.

As part of Qantas and Emirates' Master Coordination Agreement approved in Mar 2013, QF and EK must maintain a base count of 1.216 million seats over the season on the SYD/AKL, MEL/AKL, BNE/AKL and SYD/CHC routes.

The airline partners' latest compliance audit report to the ACCC (which includes services by Qantas' budget offshoot, Jetstar) shows that between 01 Nov 2016 and 31 Mar 2017, QF/EK/JQ had a scheduled seat capacity on flights between the cities of 1.336m - 120,236 above the base level.

Emirates led the capacity rise on the SYD-CHC and BNE-AKL routes, adding more than 87,000 seats on both sectors through the

upgauge to A380s, while Jetstar significantly beefed up seats on the SYD/AKL and MEL/AKL city pairings (by 37,400 seats).

The submission was made prior to yesterday's announcement by the parties that EK would suspend its flagship Airbus A380 service on the Sydney-Auckland route, from 13 Jul (*TD* breaking news).

In a joint statement, EK/QF said its daily EK418/419 superjumbo service would be replaced by Qantas A330-200 services, while some existing Boeing 737 flights would also be upgauged to A330s.

Under the new schedule, QF will offer five return flights per day on the SYD/AKL route.

EK divisional vp for Australasia Barry Brown said it was necessary to optimise capacity on the route in line with "changes in demand".

"This is really just using our anti-trust immunity authorisation to the maximum partnership benefit," he told *Travel Daily*.

MH flight diversion

MELBOURNE Airport was expecting delays to services today after last night's incident on a Malaysia Airlines flight in which a passenger allegedly made a bomb threat.

Passengers reportedly restrained a man who had tried to enter the cockpit, resulting in flight MH128 returning to MEL half an hour after its 23:11 departure for KUL.

All services at the airport were suspended while police dealt with the situation, and while flights had resumed by this morning MEL warned there might still be further delays.

Malaysia Airlines issued a statement stressing that "at no point was the aircraft hijacked".

It confirmed a man had attempted to enter the cockpit and said airport authorities had apprehended the passenger.

Affected passengers were being provided with hotel accom and offered alternative flights.

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Hawaiian Airlines Industry Rates.
Sales & departures until further notice.
Honolulu from \$469* pp RETURN plus taxes.
 * Conditions Apply. Taxes approx. \$200* - \$230* pp.

CLICK HERE for further details

Sunshine Coast comes to life

QUEENSLAND'S Sunshine Coast has today launched a major events-driven strategy, with a significant investment to attract visitors from key markets.

The promotion features TV and radio advertisements, a 54-page major events guide and digital and social media activations.

Sunshine Coast Mayor Mark Jamieson highlighted the importance of major events as an economic and tourism driver.

"Event guests come to participate and often stay and play and enjoy everything that our region has to offer...

successful events are also strong motivators that encourage event participants and their guests to return for holidays or business."

Visit Sunshine Coast ceo Simon Latchford said the campaign completed the final theme of the 'Come to Life' national promotion launched by the organisation earlier this year.

In 2017 the region will host over 55 state, national and international events covering sport, lifestyle and music.

The program is estimated to attract 130,000 guests and have a \$60m economic impact.

Scenic France brox

SCENIC has rolled out its 2018 France River Cruising brochure, with itineraries including options to sail on the upgraded *Scenic Diamond* and *Scenic Sapphire* 'Space Ships'.

The 126-page brochure features 22 itineraries on the Seine, Saone, Rhone, Dordogne and Gironde, incl five new options - the 16-day South of France, 17-day South of France with Switzerland, 23-day Icons of France, 25-day Beautiful Bordeaux with Iberian Splendours and the 31-day Discoverer's Trail.

Earlybird deals including free flights to France on cruises of 11 days or more, or fly for \$995pp on voyages of seven to ten days are available when booking a Standard Suite before 30 Sep.

Scenic's 13-day South of France River Cruise is priced from \$7,495 per person - to view the brochure online, **CLICK HERE**.

EY 787 Europe boost

ETIHAD Airways is bolstering its Boeing 787-9 presence in Europe this year, adding Amsterdam and Madrid to its *Dreamliner* network, ex 01 Sep & 01 Oct respectively.

Amsterdam and Madrid join EY's existing European *Dreamliner* destinations of Dusseldorf and Zurich, in addition to seasonal options to Athens.

The Abu Dhabi-based carrier will deploy the 787-9s to AMS from 02-30 Jun to assist with demand, and is also increasing frequencies to daily on its current four weekly flights to Madrid, effective 01 Jun.

Window Seat

KEY packing tip - if you're short of luggage space, wear your trousers as a scarf.

That's one of the brainwaves from Bryanna Modolo of Infinity Holidays, who boosted her social media profile this week after posting an online video of how she managed to subvert Jetstar's 7kg carry-on limit while flying to Uluru from Sydney.

Modolo was travelling with about 7kg of camera gear, soooo... "I had to wear every single item I owned onboard so I wasn't over the limit".

"I was still a little bit over and the gate staff looked at me and I'm thinking 'OMG please don't make me wear all my underwear on my head under my two hats!'" she told **TD**.

The video she made has now been seen over 75,000 times - check it out on [facebook.com](https://www.facebook.com).



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Aircalin fare special

ONE-WAY airfares with Aircalin from Australia to Noumea are on sale priced from \$270 (including taxes) as part of the carrier's 'Warm up in New Caledonia' sale.

The discounted fares are valid for travel from 02 Jun to 28 Jun, or add an extra \$25 for departures between 29 Jun and 30 Nov.

Book seats in 'W' class by 30 Jun - see www.au.aircalin.com/en

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Thursday 1st Jun 2017

Air NZ neo delay

AIR New Zealand has confirmed an "adjusted" delivery schedule for some of its upcoming aircraft, with its first Airbus A320neo now due in Jul 2018 & first A321neo expected in Sep next year.

"The new timings mean the first A321 will have a redesigned interior configuration of 214 seats (previously 209)," a spokesperson for Air New Zealand told **TD**.

Its neos will be delivered with a new Economy seat that Air NZ has developed in collaboration with manufacturer Acro.

Marriott Club debut

MARRIOTT International has combined three of its dining loyalty programs into one, launching Club Marriott in the Asia-Pacific region.

The paid membership program offers benefits when dining at any of 200 hotels in the region, spanning 15 brands in 13 different countries.

Members can save 20% on food and beverage and best available room rates at participating hotels - more at myclubmarriott.com.

United facing fine

UNITED Airlines faces a fine of US\$435,000 for allegedly operating a Boeing 787 that was not in airworthy condition.

The US Federal Aviation Administration (FAA) is proposing the penalty and says it relates to events in 2014 when United mechanics replaced a fuel pump pressure switch on a 787 and returned it to service without a required inspection.

The aircraft flew 23 domestic and international flights before the inspection took place, the FAA says, including two that allegedly occurred after United had been notified of the issue.

"Maintaining the highest levels of safety depends on operators closely following all applicable rules and regulations," said FAA administrator Michael Huerta.

Abu Dhabi giveaway

TRAVELCUBE is offering a trip to Abu Dhabi in a travel agent incentive announced in conjunction with the Abu Dhabi Tourism & Culture Authority.

The agent who books the most Abu Dhabi room nights by 26 Jun will win return airfares, five nights' accommodation and activities including a Jaguar driving experience at the Yas Marina Circuit.

For details **CLICK HERE**.

travelBulletin's focus on access

AUSTRALIA'S travel industry is not just failing to properly cater to disabled travellers, in many cases it's missing out on a big and lucrative market.

This month's issue of **travelBulletin** looks at the estimated 20% of Australians who live with some form of disability, including the growing number of older people who have restricted mobility and need better assistance when travelling.

We speak to industry experts who point out the shortcomings in catering to disabled and older travellers, and consider the potential business benefits in providing better access.

The Jun issue of **travelBulletin** is out now and offers all the latest industry news and analysis, including highlights from recent events like the Helloworld Travel



annual conference.

It also features our monthly cruise report and special features on skiing, South America, rail travel and Indochina.

To view the latest issue or arrange a subscription, visit www.travelbulletin.com.au.

Tim Rice on Seabourn

SEABOURN'S 'Evening with Tim Rice' production is now offered across the line's entire fleet following its successful launch on board *Seabourn Encore* in Jan.

The show will also feature on the *Seabourn Ovation* when it debuts in 2018.

Conrad Guangzhou

CONRAD Hotels & Resorts has opened its seventh property in China in the Zhujiang New Town district of Guangzhou.

The 309-room Conrad Guangzhou is within a 27-storey tower overlooking the Pearl River, close to local attractions.

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Now you can book Emirates to Zagreb, our newest destination in Europe. Inspire a Croatian adventure starting from the nation's capital. By day or night, Croatia is the gem of South East Europe waiting to be discovered. Offer ends 18 June 2017.

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Hello Tomorrow

*Advertised fares are per person for return Economy Class travel departing from Melbourne and are correct as of 15 May 2017, subject to currency fluctuation. Offer ends 18 June 2017. Fares are for travel between 1 June and 9 June 2017, 1 October and 30 November 2017, and 14 January and 28 February 2018. Higher levels apply for other travel periods. Advertised airfares are for return travel from Sunday through to Thursday. Flight restrictions, inbound blackout periods, amendment and cancellation fees apply, and fares are subject to availability. Further terms and conditions apply. For full terms and conditions, please see your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Offer subject to change.

CAPA-ACTE gathering



AROUND 200 aviation and corporate travel industry professionals gathered at the annual CAPA-ACTE Melbourne Aviation & Corporate Travel Summit at the Novotel on Collins.

Topics up for discussion included the aviation outlook, new services for Melbourne announced by Air Canada and Japan Airlines.

The event had an economic

update from NAB's Gerard Burg and a speech from ceo of Think, Peter McGregor.

Perth will host the next CAPA-ACTE event on 04 Jul.

CLICK HERE for more details.

Pictured above: Benjamin Weinmann, Amadeus IT Pacific manager of hotel distribution - with Peter Beveridge, Lido Groups chief operating officer and Steve Mackenzie, chief exec officer.

Delta bio screening

DELTA Air Lines has introduced biometric boarding passes at Reagan Washington National Airport in Washington DC.

The move will mean Delta SkyMiles Members will not have to produce a boarding pass or printed ID, but instead will use their fingerprints to check a bag, enter the lounge or board a flight.

Findings from the test will be analysed to determine next steps and for further implementation.

Adv World Canada

ADVENTURE World has launched its 2018 Winter Canada & Alaska brochure.

The guide focuses on non-ski winter activities such as the Northern Lights, winter rail packages or participating in iconic dog sled racing.

Adventure World also has a series of new journeys including Arctic Circle itineraries and new winter offerings in Ontario and Quebec in Canada.

TT starts BNE-PER

TIGERAIR Australia has begun operations on the Brisbane to Perth sector today.

The airline will operate a year round schedule of four weekly return services, with up to six times weekly in peak periods, such as school holidays.

Tiger's inaugural service departs BNE tonight at 1900 and arrives into PER at 2245 local time.

Chief executive Rob Sharp said the airline was confident the new services would prove popular with budget and leisure travellers.

"The new services between Brisbane and Perth will deliver over 80,000 additional seats through both airports annually," he said.

Special launch fares start from \$115pp each way and are on sale until tomorrow night.

SQ Stockholm launch

SINGAPORE Airlines has launched its second Scandinavian destination with flights from Singapore to Stockholm Arlanda, via Moscow, now operating.

To mark the debut flight on Tue, SIA was welcomed into ARN with a traditional water cannon salute.

The route will operate five times a week with an Airbus A350-900.

SIA's A359 aircraft has 42 seats in Business, 24 in Premium Econ and 187 in Economy class.

AACB scholarship

ASSOCIATION of Australian Convention Bureaux (AACB) has partnered with Tourism Australia and Qantas to deliver the AACB Staff Scholarship for 2017/18.

The scholarship is for a middle to senior level convention bureau staff member.

The successful applicant will receive a \$5,500 cash grant and international flights to undertake the professional development that brings benefit to their bureau and AACB members.

Regis appoints local

PARK Regis Singapore has appointed Roam Represents as its sales representative in Australia and New Zealand.

Roam represents 22 hotels and resorts throughout Asia and Australia, and offers services in MICE, leisure travel & marketing.

Park Regis Singapore is located in the CBD at 23 Merchant Road - for more info, **CLICK HERE**.

Thursday 1st Jun 2017

QF code on more AS

ALASKA Airlines & sister carrier Horizon Air have sought approval for Qantas to codeshare on five new routes in the United States.

Under an existing blanket statement of authorisation, the US carriers seek to enable the QF designator code to be placed on routes from San Francisco to Orange County, Minneapolis, Albuquerque, Kansas City and from Los Angeles to San Jose.

Christchurch centre

ARCHITECTURAL designs for the new Christchurch Centre are on show to event organisers at CINZ MEETINGS 2017 in Auckland this week.

The venue will cater for up to 2,000 delegates and is situated right on the river.

Christchurch Centre will be managed by AccorHotels.



Reservations/Ticketing Agent Melbourne (Full Time) Mon-Fri 0830-1700

With the continued growth of our Melbourne operations, an exciting opportunity in Reservations & Ticketing has become available within our Melbourne Office.

Joining a small hardworking but fun team, you will ensure that Royal Brunei Airlines delivers exceptional customer service to passengers and agents. You will also drive sales and contribute to the development of the department and region.

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Please submit applications, including all relevant information to aushr@rba.com.bn. Applications close 9th June 2017. Candidates must hold the right to live and work in Australia and only short listed candidates will be contacted. No applications from agencies will be accepted.

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TTF applauds Mtn express train service

THE Tourism & Transport Forum (TTF) has welcomed the NSW Government's plans for 24 new weekend express rail services between Sydney and the Blue Mountains in an effort to address overcrowding on the line.

"With more than one million people travelling to the Blue Mountains each year, the current Blue Mountains transport line was at serious risk of becoming a victim of its own success with overcrowding issues threatening to deter visitors from making the trip by train," said TTF chief executive Margy Osmond.

Capacity on six existing services will also be doubled.

Win a Camilla kaftan

This week Travel Daily, Dubai Tourism and CAMILLA are giving readers the chance to win a Camilla Kaftan and a passport wallet.

Dubai Tourism and Australian fashion label CAMILLA have announced a partnership with a collection that is inspired by the cultural melting pot of Dubai. The design, called My Dubai Dream, features the iconic kaftan and other fashion items as well as several travel accessories all in a matching print reflecting the colours and designs of Dubai.

To win, caption this image featuring Camilla Franks herself. The most creative answer wins. Send entries to camilla@traveldaily.com.au



Terms and conditions

Aust agents take on Vegas



NINE Australian agents and PCOs recently enjoyed a four night fam in Las Vegas, hosted by The Las Vegas Convention and Visitors Authority (LVCVA), Delta Air Lines and Virgin Australia.

The team stayed in style at MGM Grand and Aria Las Vegas and took in the Vegas strip at night via helicopter, enjoy a walking food tour and a zipline over Bootleg Canyon.

They also received a full VIP experience with a meet and greet

at Mystere by Cirque du Soleil and Blue Man Group.

Pictured in the back row from left are Melanie Kelahe, Allsorts travel; Karen Caba, Total Travel Management.

Front row: Justine Till, Educating Adventures; Orsi Debulay, Gullivers Sport and Music Travel; Sarah McMath, Virgin Australia; Bart Druitt, LVCVA AUS/NZ; Linda Hogan, itravel Ryde; Ashley Sweeney, Antipodeans and David Loboja, All Aussie Travellers.

Hilton's 5ft to Fitness rooms!



HILTON has unveiled a guest room that offers a fully integrated fitness experience called Five Feet to Fitness.

The in-room wellness concept was made to provide convenience and personalisation to exercise enthusiasts and for those who prefer to workout in private.

The new room features 11 different fitness equipment options and accessories such as an indoor bike from British cycling innovator Wattbike, a training station from Gym Rax, and a

Fitness Kiosk touch-screen where guests can receive tutorials and follow guided workout routines.

Hilton has created more than 200 fitness videos in partnership with Aktiv Solutions including sessions on cardio, cycling, endurance and strength.

The concept also offers a range of protein and hydration drink options and a meditation chair.

The space is available at Parc 55 San Francisco, a Hilton Hotel, and Hilton McLean Tysons Corner with others planned soon.

SKAL MONTHLY MEETING NOTICE

Skål is a professional organisation of travel and tourism leaders. Join us at your local club for industry updates, networking and new friendships.

Club: SKAL Adelaide

Date: Tue 6th Jun

Venue: TAFE Training Facility

RSVP: skaltreasdl@gmail.com

Club: SKAL Perth

Date: Thu 8th Jun

Venue: Maurizio's Restaurant

RSVP: alison.banks@travelmanagers.com.au

Club: SKAL Hobart

Date: Wed 21st Jun

Venue: Ball and Chain Restaurant

RSVP: secretaryhobart@skal.org.au

[CLICK HERE](#) for more event info.



SKAL INTERNATIONAL AUSTRALIA
International Association of Travel and Tourism Professionals
Founded 1934

NRMA Acquisition

THE NRMA has today confirmed the completion of its acquisition of Australian Tourist Park Management (ATPM), increasing its holiday park ops nationally from four to 39 (**TD** 15 Feb).

The deal forms part of the group's strategy to increase its investment in Australian domestic tourism, adding to a portfolio that already includes Thrifty Car Rental, Travelodge Hotels and the Kurrajong Hotel in Canberra.

In addition, NRMA's current executive general manager of travel & touring Paul Davis has been appointed as ceo of ATPM and NRMA Holiday Parks and will relocate to the Gold Coast.

"Supporting regional communities and growing domestic tourism are two important aspects of the NRMA's new strategy...By investing in and managing these businesses we will be helping to stimulate local economies while also providing members and customers with the best value accommodation in the best locations," Davies said.

TIME last chance

EXPRESSIONS of interest in the latest Travel Industry Mentoring Experience intake are due by close of business tomorrow.

[CLICK HERE](#) for details.

FNQ dazzles Bronze award winners

TRAVELLERS Choice members are a brave lot. On a recent trip to Far North Queensland one cuddled a croc (baby), another patted a groper (fish) and a third kissed a cane toad (almost).

In between their intrepid encounters with the wildlife, the agents - all winners of the network's Bronze Choice Awards - enjoyed some of the most stunning and luxurious experiences Australia has to offer as guests of Sunlover Holidays.

The trip included a journey on the Sunlover by Starlight catamaran to the Moore Reef Pontoon for a day exploring the Great Barrier Reef, a ride on the Kuranda Scenic Railway, and an excursion north to Cape Tribulation, stopping along the way to enjoy some of the world's oldest rainforests and take a cruise on the Daintree River.

Travellers Choice presents Choice Awards to its top 30 members, based on support for preferred partners. As well as reward trips, winners receive exclusive sales incentives and grants, which can be used towards any of the network's member services.

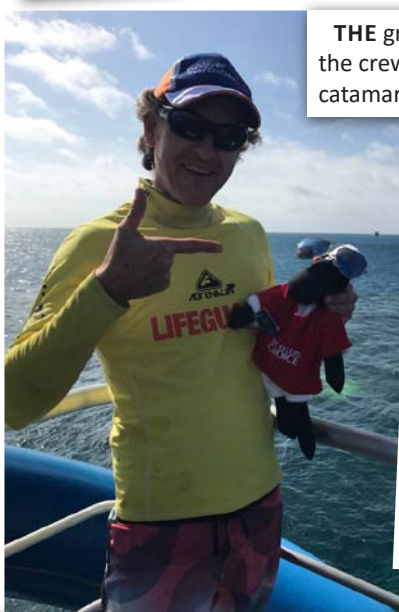
For more information visit www.travellerschoice.com.au.



THE group prepare to experience the Great Barrier Reef with the crew from Sunlover Reef Cruises' Sunlover by Starlight catamaran, which took them out to the Moore Reef Pontoon.



BRIAN Bennett steps aboard the Kuranda Scenic Railway.



TRAVELLERS Choice mascot Trevor gets his first water experience, with a little help from a life guard.



A UNIQUE Port Douglas cultural experience!



GLENN Box embraces Aboriginal culture at a performance of Tjapukai by Night in Cairns.



BRONZE Choice Award winners enjoyed the Kuranda Scenic Railway: (from left) Dave Bancroft, All About Travel; Nicola Strudwick, Travellers Choice; Brian Bennett, Travel and Cruise Professionals; Kate Harvey, Naracoorte Travel n Cruise; Michelle Barker, Jayes Travel; Jenny Greg, Travel & Cruise Bundaberg; Carol Evans, Bay Travel & Cruise; Janelle Anderson, Moss Vale Cruise & Travel; and Glenn Box, Mudgee Travel & Cruise.



NICOLA Strudwick looks on with horror at the Ironbar's cane toad races.

Thursday 1st June 2017

Los Cabos breakfast



QF shortlist 787 name

QANTAS has unveiled a shortlist of 20 names vying to be penciled on the side of eight new Boeing 787 Dreamliners, with the first to take flight this year.

Names such as Vegemite, Jumbuck & Coee, made the cut.

Likewise, True Blue, Great Southern Land and Waltzing Maltida were in the top 20.

Representing the animals were Skippy, Quokka and Kookaburra.

Cricket legend, Sir Donald Bradman, Fred Hollows, Evonne Goolagong and Joan Sutherland also have a chance to get their name on a Qantas plane.

Voting for the eight names closes on 07 Jun - [CLICK HERE](#) to vote.

Double Bay sale

SYDNEY'S InterContinental Hotel Double Bay has changed hands, with the property now owned by Zobon Real Estate Group and Shanghai United - the same group behind the newly announced MGallery by Sofitel property planned for the Sydney CBD (**TD** 24 May).

EXCITE Holidays, in conjunction with Los Cabos Tourism, recently hosted a Mexican themed breakfast at Watt Riverside Restaurant & Bar in the Queensland capital for three of its Brisbane-based agents.

The group got to tuck into a sumptuous range of food and drinks including fancy cocktails, mexican hot chocolate and a spread of baked goods including muffins and Danishes.

They also had to leave room for a Pico de Gallo Burrito - an authentic Mexican breakfast.

The agents got to score a picture with managing director of Los Cabos Tourism Rodrigo Esponda who travelled from Mexico for the event.

Lisa Hollenberg from Thompson Hotels and Rebecca Maitland from One&Only also showcased properties.

Pictured are Rebecca Maitland, One&Only; Lisa Hollenberg, Thompson Hotels; Sarah Thornton, Gate 7; Meagan Maynard, Excite Holidays; Rodrigo Esponda, Los Cabos Tourism and James Cooley from Gate 7.



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.

Millie Browne and **Ryan O'Connell** have been appointed as Sales Managers for **Rocky Mountaineer** Asia Pacific region. Browne spent two years as Sales Development Manager with Scenic Tours and O'Connell was the National Sales Manager with Wendy Wu Tours.

James Cartmell has become Regional Sales Director at **Collette**. He was previously Australian National Sales Mgr for over two and a half years.

Tourism Montreal has welcomed three new members to its board - **Madeleine Féquière**, **Nathalie Hamel** & **Philippe Sureau**. Féquière is Director & Corporate Credit Chief at Domtar, Hamel is Competitive Intelligence Director at LafargeHolcim and Sureau is Director of Transat Board.

WestJet Encore, WestJet's regional airline, has appointed **Charles Duncan** as President. Duncan has over 20 years experience in aviation and was most recently Senior Vice President Technical Operations at United Airlines.

Swiss-Helhotel International has promoted brothers **Oliver R Faull** to the role of Vice President - Australia and New Zealand and **Edward J L Faull** as Vice President - Group Technical Services & Projects.

Alex Penklis who has been heading up **Novotel Brisbane** as General Manager has moved into a new role as COO of the **Brisbane Airport Hotel Group** (encompassing three properties). **Michelle Hanson** is stepping into the role as Sales & Marketing Director (for the group) and **Renee Bremerton** is now Business Development Manager for Novotel Brisbane. Finally, **Jason Pratt** has been appointed as General Manager of the Novotel Brisbane.

Jenny Li has been appointed as Sales and Reservations Manager of **Nexus Holidays**. She will look after Wholesale Reservations Team and Agents Australia wide.

Adele Labine-Romain is Deloitte's new Access Economics partner. Labine-Romain has held senior roles with Tourism Australia and worked as an industry advocate for the Tourism & Transport Forum.

Travelzoo has appointed **Kevin Shui** as its General Manager, Hong Kong. His past experience includes a nine year stint at the Hong Kong Tourism Board and most recently at HotelClub.

Martine Gerow has been named as Chief Financial Officer for **American Express Global Business Travel**. Gerow was previously CFO of Carlson Wagonlit Travel and led a global team within the finance division.

Richard Dodds is Associate Director of Sales - New Zealand for **Minor Hotels**. Dodds has held various tenures with major corporates like SKYCITY Entertainment Group & TFE Hotels (Australia).

Viceroy Chicago

VICEROY Hotel Group will introduce Viceroy Chicago - its new addition to the Viceroy Icon Collection in Sep.

The 180-room hotel is located on the historic Cedar hotel grounds and will be the brand's first property in the Midwest, featuring a rooftop pool.

DY Rome-US routes

NORWEGIAN Air's Boeing 787-8 Dreamliner aircraft will fly from Rome Fiumicino to three US cities starting Nov.

New transatlantic services will include four weekly to Newark from 09 Nov, twice weekly to LA from 11 Nov & Oakland two times a week from 06 Feb 2018.

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Don't miss this rare opportunity to combine your love for the travel industry with your passion for assisting others in finding their own career path. As part of the AA team your days will involve meeting candidates, building strong relationships with existing clients and growing your client portfolio via cold calling and networking to find the perfect client/candidate match. Enjoy Mon – Fri hours, a strong salary pkg + uncapped commission, full training & more.

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Are you an innovative General Manager looking for a new challenge? Come join this growing hotel brand & be responsible for overseeing all hotel operations, lead the team with a focus on providing an exceptional guest experience & growing the bottom line. Experience as a GM in 4-5 star hotel is essential along with exceptional leadership, communication & interpersonal skills. Strong salary package on offer for the right candidate.

A FRESH START FOR THE NEW FINANCIAL YEAR

**TRAVEL INDUSTRY BDM
SYDNEY - SALARY PACKAGE \$80K**

Our client is searching for a BDM who is passionate about increasing sales with the ability to source and secure new business. You will have a real drive, passion and understanding of the travel industry, along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

NO CORPORATE EXPERIENCE? NO PROBLEMS

**BUSINESS DEVELOPMENT MANAGER –X 7
SYDNEY – \$75K BASE + GENEROUS COMMS**

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 a fast paced role with excellent progression apply now!

2 X LEADERSHIP ROLES TO SNAP UP

**WHOLESALE TEAM LEADERS
SYDNEY – STRONG SALARY PACKAGE**

Are you currently a Reservations, Operations or Team Leader in the travel industry? We have two exciting opportunities to join leading travel organisations. If you are an assistant team leader or you may be managing a ticketing team, this could be the opportunity for you to progress. Rarely do Team Leader roles arise with these prestigious travel companies - so if you think you are ready to take on the challenge get in quick and apply now.

LEAD & MENTOR

**CUSTOMER SALES MANAGER
MELBOURNE- \$80-85K + super + bonus**

Our client is looking for a dynamic manager to join them overseeing the operations of the team. You will be responsible for the day to day operations, motivating & developing the team, ensuring sales targets are being met, looking for improvements to increase productivity, business planning & working closely with other departments. Great salary + bonus. Experience in a similar role is essential along with strong leadership & people management skills.

NETWORKING IS THE KEY

**TRAVEL INDUSTRY SALES EXECUTIVE
MELBOURNE-SALARY PKG TO \$75K PKG**

If you're well connected within the VIC travel market and looking for a first class product to represent – don't miss out on this challenging BDE opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is a must. Top package & benefits on offer.

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The NZ All Stars Unlocked events will be unlike any other roadshows in Australia. Tourism New Zealand's General Manager, Tony Saunders, has announced

“This will be our biggest and most captivating roadshow ever, where agents will be truly immersed in New Zealand's unique hidden gems and highlights.”

EVENT ANNOUNCEMENT



TASTE

Get a taste of New Zealand talking to our destination experts and Alliance team, while enjoying some of the finest food and wine the country has to offer.



INTERACT

Enjoy fun and interactive experiences on the night, like bungee jump selfies, cycling and stargazing!



WIN

Go in the draw to win amazing prizes