



Lufthansa giveaway!

THE start of autumn today also signals the commencement of a new monthly comp, with **Travel Daily** teaming with Lufthansa Group to give away return flights for two to Europe.

Throughout the month of Mar, every weekday we'll be asking a different question relating to the product and services available on Lufthansa, Austrian Airlines and Swiss International Airlines.

Agents that correctly answer all questions this month will be in the running to win flights to the European destination of their choice, served by Lufthansa Grp. See Question 1 on **page 10**.

HLO adding 'Travel'

HELLOWORLD Limited shareholders will decide on changing the company's name to Helloworld Travel Limited at a General Meeting next month (**TD** breaking news yesterday).

It's understood the change has been sought by HLO members for some time to reflect the core business of the company.

The General Meeting has been planned to be held at 10am on 10 Apr with a notice to be advised.

Malindo Air planning BNE

MALAY carrier Malindo Air is preparing to spread its wings further across Australia, with new flights for the Queensland capital slated to begin at the end of Mar.

Operating via Denpasar (Bali), preliminary details of the new service loaded into travel agent GDS' indicate Malindo Air (OD) will operate daily flights to Brisbane using two-class Boeing 737-800.

Debuting on 31 Mar, flight OD157 is scheduled to fly overnight from KUL, departing at 1805, transit in DPS for 50mins before landing in BNE at 0540.

Return flight OD158 pushes back from BNE at 0715, arriving into KL at 1545 after a one-hour layover enroute in Denpasar.

The route will be Malindo Air's second Australian destination after it introduced non-stop flights

between Kuala Lumpur and Perth in Nov 2015, shortly after which it established a local presence with a reservation centre, managed by its local GSA, Airline Rep Services.

Malindo had planned to launch the Brisbane route last Dec.

The BNE route, which is yet to appear on OD's website, will see Malindo compete with Virgin Australia, Jetstar and Qantas on non-stop flights to Denpasar.

Malindo Air was unable to confirm the scheduled Brisbane flights at this time to **Travel Daily**.

QF jacks up SYD/DPS

QANTAS today revealed it will increase frequencies on the Sydney-Denpasar route from 26 Mar, moving to a daily service.

The boost will see new flights added on Mon, Tue and Thu, and support "strong demand for Qantas on the route", QF said.

Services will temporarily be wound back to four weekly between 27 Apr-28 May "due to lighter market demand", before resuming daily ops from 29 May.

The capacity bump will be operated by Boeing 737-800s.

Trafalgar guarantees

A "HUGELY successful" earlybird sales season at Trafalgar has seen the holiday operator guarantee an "unprecedented" 100% of summer Europe & Britain and Asia departures for 2017.

Trafalgar Australia managing director Matthew Cameron-Smith told **Travel Daily** that having dates firmly bedded down for this year would give agents confidence selling their destinations.

Cameron-Smith said Trafalgar had seen a resurgence in demand for the destinations, citing the touring company's transparent deals, tactical airfares and *Feefo* guest reviews for its success.

Adele entries flow in

THE entries for British Airways' comp to see Adele live in concert in Sydney (see **page 8**) continue to go crazy, with **TD** showcasing two submissions on **page six**.

Today's issue of TD

Travel Daily today has ten pages of news including a photo page for **Excite Holidays** plus a full page from:

- Travel Trade Recruitment

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Wednesday 1st March 2017

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NRL tipping kicks off

DON'T forget to sign up for the 2017 *Travel Daily* footy tipping competitions, with the first National Rugby League fixture for the season taking place tomorrow night, Thu 02 Mar.

The major prize for the NRL tipping competition this year has been provided by Emirates, which is offering Economy class flights for two to any of its 39 destinations in Europe.

Weekly prizes are also on offer, including \$100 travel vouchers courtesy of Expedia TAAP.

The deadline to participate in Round 1 is 7.55pm tomorrow night, just before kick off.

It's free to register for Australian travel industry employees so sign up now at nrl.traveldaily.com.au.

Sign up for NRL tipping

Air NZ boosts Cathay pact

AIR New Zealand and Cathay Pacific have announced an extension of their strategic alliance partnership through to 2022, with the move coinciding with the announcement of non-stop CX flights between Hong Kong and Christchurch.

The seasonal service will use new CX A350 aircraft from Dec this year, flying three times per week through to 28 Dec 2018.

Air New Zealand will codeshare on the new Christchurch flights.

The CX-NZ alliance has been in place since Jan 2013, and its extension is subject to continuing regulatory approvals.

"Through our agreement with Cathay Pacific we have been able to stimulate travel between NZ and Hong Kong, and importantly grow inbound tourism from this market," said Air New Zealand chief strategy, networks and alliances officer, Stephen Jones.

Cathay Pacific director of corporate development and IT, Paul Loo, said the agreement had allowed the carriers to "maximise synergies and better meet our customers' needs".

Sacriz to Tourism Fiji

TOURISM Fiji has announced the appointment of Jason Sacriz as its new trade partnerships manager - Australia.

Sacriz has close to 20 years industry experience including roles with the Hong Kong Tourism Board, Macau Government Tourist Office & Destination NSW.

Tourism Fiji also confirmed that recruitment is still under way for a new regional manager, Australia who will take the role vacated by Carlah Walton late last year (*TD* 21 Dec 2016).

Rydges to Geelong

EVENT Hospitality & Entertainment has announced the acquisition of the Mercure Hotel in Geelong, Vic, with the property to be rebranded as Rydges Geelong this week.

The centrally located property will offer free wi-fi, a new 'Rise Breakfast' concept, a mini-bar makeover and access to the Priority Guest Rewards program.

ATIC steps in for Star

THE Australian Tourism Industry Council says it will work with the accommodation sector and Star Ratings Australia to find a way forward to ensure appropriate ratings for properties.

The move follows confirmation that Australian Motoring Services will wind down the Star Ratings scheme (*TD* yesterday) after more than 60 years.

ATIC owns the Australian Tourism Accreditation Program (ATAP), with ATIC chair Evan Hall saying accommodation providers deserve to have accreditation that highlights their value.

He said ATIC would work with the sector to "ensure the good operators can stand out in the crowd with an independently assured quality mark".



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Travel Daily

First with the news

Wednesday 1st March 2017



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Chimu launches I.N.C.A. program

CHIMU Adventures has launched a new online travel agent portal, with a range of “useful and comprehensive tools to provide agents with the knowledge and confidence to promote and convert Latin America and Antarctica sales”.

Dubbed I.N.C.A. (Interactive Network for Chimu Agents) the site features webinars & collateral as well as the latest Chimu famil opportunities and incentives.

“Our goal when designing

I.N.C.A. was to provide the industry with an easy and effective go-to tool that would really allow agents to see, feel, hear and read about all our destinations,” said Chimu co-founder Greg Carter.

He also confirmed Chimu would be running at least three agent famils throughout 2017 - see chimoadventures.com/agents.

Rail Plus carves fees

RAIL Plus has announced a reduction in online booking fees of almost 50%, with the company’s commercial director Ingrid Kocijan saying agent commission has also been lifted on the fees when booking online.

In an industry update issued yesterday, Kocijan detailed website updates and changes to European pricing “to ensure you remain competitive in today’s online environment”.

Victoria joins AAT

JOEL Victoria, formerly Asia-Pacific head of marketing with Abercrombie & Kent, has commenced a new role as marketing director of AAT Kings.

The appointment has seen him relocate to Sydney to manage AAT Kings’ commercial planning, brand and marketing, reporting to the TTC brand’s ceo Hans Belle.

Marketing awards

ALMOST 100 entries have been received in the inaugural Mumbrella Travel Marketing Awards, with the finalists in the Marketing Team of the Year category including Tourism Australia, Air New Zealand, APT and Insight Vacations.

Other categories in the awards include Travel Ad Campaign of the Year, Social Idea of the Year, Best Media Strategy and Best Use of Native or Content Marketing.

Reflecting the rise of social media, the Best Influencer Campaign finalists include Contiki, Expedia and Tourism Australia.

The winners will be announced after the Mumbrella Travel Marketing Summit which is taking place at Sydney’s Four Seasons Hotel on 05 Apr, including keynote presentations from the Hawaii Tourism Authority’s Leslie Dance and Expedia’s Noah Tratt.

The full shortlist can be viewed at mumbrella.com.au.



Window Seat

IN GOOD news for Thailand tourism, it is no longer illegal to have a sun lounge on the sand in Phuket.

According to the *Phuket Gazette*, a three year ban imposed by the country’s military leadership is being relaxed on Patong beach.

Local commander, Major General Pornsak Poonsawat, said “we had initially decided to ban sun beds...and only allow mattresses and umbrellas.

“However that seems to be posing problems for tourists, particularly older ones,” he said.

The lounge ban led to creative solutions such as the creation of ‘sand beds’ - which were later levelled by authorities who felt they were an “eyesore” ruining the beach’s natural beauty.

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travelBulletin hits the big screen

ACTOR Dev Patel might have missed out on an Oscar this week, but his hit movie *Lion* has been a huge win for Tasmania's tourism sector.

This month's *travelBulletin* looks at the increasingly close relationship between movie producers and tourism marketers, and the enormous impact Hollywood can have on a destination's image.

To find out the latest strategies deployed by tourism offices, *travelBulletin* spoke to experts from Britain to New Zealand about how James Bond and the *Hobbit* work to promote tourism.

The Mar edition of *travelBulletin* is out now and is also available for download via its newly revamped website.

As well as all the latest news and analysis, it also includes



a look at what's new in small touring and religious travel.

That's on top of extensive features on Europe, Mauritius and the drive sector.

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

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CBR looks overseas

CANBERRA Airport is highlighting its lack of curfew and bilateral restrictions as it looks to attract other international carriers to the capital.

Following the announcement that Qatar Airways will soon fly direct from Doha (**TD 29** Nov), Canberra Airport executive chairman Terry Snow said it had always been expected other carriers would follow the gateway's first international operator, Singapore Airlines.

"The fact that we don't have a curfew means that there is enormous flexibility in airline planning," Snow said.

"We also do not have bilateral restrictions on operating out of Canberra Airport, which makes it easier for international airlines to fly here."

While exact details have yet to be announced, Snow said it was expected that Qatar would operate a late evening service to capitalise on the lack of curfew.

HNA, Vanuatu pact

CHINA'S HNA Tourism group will help promote development in Vanuatu after signing a strategic agreement with the island nation's government.

HNA will use its aviation divisions, hotels, travel agencies and other resources to promote infrastructure development and the upgrading of Vanuatu's tourism industry, the group's chairman and ceo Xin Di said.

Vanuatu PM Charlot Salwai said Chinese tourism to the country had been increasing at a rate of 4%, with further growth expected as a result of the new pact.

LAX development

WORK has begun on a new US\$1.6 billion terminal at Los Angeles International Airport.

City Mayor Eric Garcetti broke ground yesterday on the Midfield Satellite Concourse which will link to the Tom Bradley terminal via a tunnel, operational by 2019.

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Uncover the gem that is the city of Rondo in Spain in the March issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**



Viking Sky sets sail

VIKING Sky celebrated its maiden voyage departing from Rome to Barcelona overnight.

In a busy maiden season, *Viking Sky* will sail across the Mediterranean before spending the European summer in Scandinavia and the Baltics, then finishing off the year in North America and the Caribbean.

The latest Viking ocean cruise ship has 465 cabins and accommodates 930 pax across nine decks.

Egypt visa price hike

EGYPT has delayed a visa price hike until 01 Jul after a request by the tourism industry.

Due to begin today, industry leaders were worried an increase would hurt the suffering industry with tourists from places like the UK already reaching record lows.

The cost of the tourist visa is to rise from US\$25 to US\$60.

On the Go 2-for-1

TOURING company, On The Go Tours is offering 2-for-1 deals on selected Asian itineraries.

Select Vietnam, China and India tours are some of places on offer as part of the 2-for-1 deal.

Bookings for the deal are open from today and finish on 11 Mar.

Travel dates for the offer vary between each country.

MEL int'l traffic up 11%

MELBOURNE shattered its previous Jan record with 977,938 international passenger arrivals; seeing an additional 100,958 pax compared to Jan 2016.

Besides an 11.5% increase with international arrivals, domestic passengers grew by 4.0% over the same period.

Overall, the figures showed MEL grew by 6.2% over the peak summer travel period to 3,132,953 passenger movements compared to 2,949,608 last Jan.

Adina Grand for Canberra



TFE Hotels has today unveiled plans for a new contemporary hotel in Canberra as part of a \$300m development project at the corner of Constitution Place and London Circuit.

Adina Apartment Hotel Grand, Canberra will be designed by Bates Smart, who also inspired TFE's Vibe Hotel Canberra Airport. It will occupy the four levels of

the building, with the remaining set aside for commercial use.

The Adina property will have 132 rooms, offering a choice of studio, one- and two-bedroom apartments, with construction set to begin this year and slated for completion in 2020.

TFE plans to increase its Adina portfolio in Australia to nearly 40 properties in the next five years.



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Say Hello to Adele!



SIX lucky readers have the chance to win tickets to Adele's concert in Sydney on Sat 11 Mar!

TD Readers need to send through "quintessentially British" photos and a 25-word pitch saying why you should win a spot in the Presidential Suite.

Pictured above is Sarah Hackett from Donna Barlow Corporate Travel who said "Hello from the other side. BA makes me all warm inside. I would love to see Adele with some wine. Hosted by the worlds favourite Airline!"

And pictured right is Joshua Keane from Australian Traveller Magazine who said, "I've been an Adele fan since her career 'Took Off', seeing her live feels so



'wright'. Hopefully my aviation puns didn't 'fly' over your head."

He's shown with his British bulldog who sits on his desk. Keep sending your entries to britishairways@traveldaily.com.au

THAI profits up

THAI Airways has announced an operating profit of THB4 billion (approx A\$152 million) in the 2016 calendar year, an increase of more than 400% on 2015.

The carrier's net profit was THB47 million (A\$1.75m), an improvement on the loss of THB13 million (A\$480,000) posted the previous year.

THAI acting president Usanee Sangsingkeo said the carrier was continuing its "strength building" transformation plan, focussing on generating revenue, reducing costs, building capabilities and improving service.

New routes launched in 2016 included Tehran, Frankfurt and Moscow, while the fleet was updated with two new Airbus A350s to replace Boeing 777s.

Qantas PER/LHR sale

QANTAS has finalised a marketing deal with the West Australian Government ahead of its planned direct flights from Perth to London.

The airline today confirmed its Boeing 787-9 Dreamliner service would go on sale in two months, the West Australian reports.

QF and government will each contribute \$2.85 million to a marketing campaign to promote the flights, due to start Mar 2018.

Virgin tops in 2016

VIRGIN Australia came out ahead of the other domestic carriers in on-time performance last year, beating Qantas by less than a percentage point.

Figures for the full year released today by the Bureau of Infrastructure, Transport and Regional Economics (BITRE) show arrival and departure times across all domestic carriers slipped from 2015, but were still above the long term average.

Cancellation rates were 1.7%, which was higher than the long term average of 1.4%.

QantasLink had the highest rate of cancellations in 2016 at 2.5%, followed by Jetstar and Virgin Australia (both 1.9%), Virgin Australia Regional Airlines (1.3%), Qantas (1.2%), Tigerair Australia (0.9%) and Rex (0.6%).

For departures, Virgin Australia sat at 88.4% on time, with Qantas just behind at 88.0%.

Tigerair Australia came in third with 83.1% and Jetstar came behind on 73.3% for on time departures in 2016.

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APT's 90th Anniv celebrations



GEOFF McGeary, owner of the APT Travel Group, celebrated the company's 90th birthday with 197 customers on board an APT charter of Ponant's *Le Boreal*.

The 12-day cruise explored the Antarctic peninsula, getting a closer look at the destination on

zodiacs twice a day in five days.

The voyage concluded with McGeary sharing his experiences in building the business and cutting a penguin cake.

McGeary is **pictured** above with Vivien Davies, director Sylvania Travel & Cruise.



Australian Government
Director of National Parks

EL1 Tourism Manager Kakadu National Park Non-ongoing

Parks Australia has a rare and exciting opportunity for an experienced and results-driven Tourism professional. Managing the Tourism & Visitor Services team at the iconic, World Heritage-listed Kakadu National Park, you will oversee and champion the development and implementation of a number of tourism projects.

A strategic thinker, you will work with the Park Manager, the park's Traditional Owners, tour operators and other stakeholders, as well as the corporate team in Canberra, to develop new tourism products in the park, help drive tourism infrastructure projects, oversee the local area marketing activities and engage with the tourism industry to facilitate their business aspirations.

A strong network in the tourism industry - ideally in the Northern Territory - is important, and the ability to enhance the reputation of the park, as well as listen to key stakeholders, is essential.

You will be based in Kakadu, and manage a small team of tourism and marketing professionals who are passionate and knowledgeable about Kakadu. A reasonable amount of time will need to be spent in Darwin as well, engaging with the tourism industry.

Applications should be made through the department's online recruitment system at: <http://www.environment.gov.au/jobs/opportunities/index.html>

Applications should consist of a 1 – 2 page statement of claim demonstrating your suitability for the role using the selection criteria as a guide of the skills and capabilities required for this position. A current CV including names and contact details of at least two referees is also required.

To obtain more information about the position please contact
Pete.cotsell@environment.gov.au

HINN Exp Brisbane

HOLIDAY Inn Express Brisbane Central is in the final stages ahead of its opening in April.

This will be the second Holiday Inn Express in Australia.

The finishing touches are being made to the hotel interiors and Great Room, a room ideal for meetings, cocktail parties and other events.

Key features for the hotel include free wi-fi in guest rooms and public space, free express breakfast options, a self-service business centre and laundry room as well as a fitness centre.

Jambojet expanding

SOUTH African carrier Jambojet has submitted a new application to become a designated airline on foreign routes after being rejected on its previous attempt.

It's understood the airline is seeking permission to fly to Entebbe, Uganda and at least ten other destinations in Africa.

Among the other hubs JX has earmarked are Dar es Salaam, Zanzibar, Kilimanjaro, Blantyre, Lilongwe and Addis Ababa.

Tank Stream bdm

NIGEL Myers has been promoted to the role of business development manager at The Tank Stream Hotel in Sydney.

Myers was previously guest relations manager at the hotel and has a wealth of experience in management roles at Pullman Hyde Park, Travelodge and Stamford Plaza Sydney Airport.

TravelManagers story

HOME-BASED travel network TravelManagers recorded one of its best years to date in 2016.

The company recorded Feb 2016 as its best ever sales month, while adding its 500th personal travel manager in the same period.

TravelManagers says this has positioned them as "Australia's largest & most experienced home-based travel consultant brand".

Last year saw record personal travel manager attendance at the company's locally based state meetings in Nov and the Annual Conference in Bangkok in Aug was deemed the most successful to-date.

Capping off a successful 2016, TravelManagers launched its first consumer focussed video commercial which the company says has been highly successful.

AIA record traffic

AUCKLAND Airport recorded a second consecutive month of record growth in Jan for international arrivals with 990,250 movements.

This was 30,000 more than the previous record set in Dec 2016.

A combination of factors were behind Jan's record month including the earlier timing of Chinese New Year, a record number of international visitors and the amount of New Zealanders travelling abroad.

AIA reported a record 27.5% growth in the arrival of Chinese visitors with 46,347 compared to 36,357 in Jan 2016.



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Remuneration commensurate with level of experience and sales record.

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

AccorHotels equality

ACCORHOTELS is backing gender equality, committing to equal pay for its employees by 2020 in France, Spain, Brazil and Australia – with a longer-term goal to achieve equality across the entire group.

The group has also set the goal of having at least 35% women general managers in its hotels by the end of 2017, with a longer term goal of 50%.

“We understand that a diverse and inclusive workforce contributes to an organisational culture that is associated with better financial outcomes,” said Christine Rumble, chief talent & culture officer AccorHotels APAC.

Travelport certified

TRAVELPORT has become the first GDS to receive both Aggregator Level One certification and IT Provider Level Two status by the International Air Transport Association (IATA) as part of its Distribution Capability program.

The move means travel agencies can access enhanced travel content and ancillary offers and be able to make ancillary sales after the original flight booking.

It allows airlines to fully integrate Travelport with its NDC application program interface if they choose to use NDC-XML messaging to distribute and deliver their fares and products.

Thai extends visa-free

THE Thai Government has extended the visa fee waiver and reduction for visas on arrival for tourists from 21 countries by six months to 31 Aug.

The initiative eliminates fees for travellers applying for tourist visas at Royal Thai Embassies or Thai Consulates abroad and reduces the fees for visas on arrival from 2,000 Baht to 1,000 Baht per person.

Governor of the Tourism Authority of Thailand Yuthasak Supasorn said the scheme would help motivate visitors from these countries to discover Thailand.

NZ Jan visits top 3.5m

NEW Zealand visitor numbers have cracked the 3.5 million mark with total arrivals up 11% for the year ending Jan.

Driven by a 15% boost in holiday arrivals on the previous 12 months, Australia led the way, reporting a 9% increase, followed by China (13%) and USA (14%)

This peak season is on track to be the biggest ever with Dec arrivals a record for the month.

Intrepid native foods

TRAVELLERS on Intrepid’s Red Centre and Top End itineraries can taste Australia’s native foods, following the introduction of new menus from 01 Apr.

Developed with bush tucker specialist and chef Andrew Fielke, visitors can tuck into tasty morsels such as emu pate, kangaroo tail osso bucco, camel tagine with dates and desert lime and Kakadu plum cheesecake.

Carnival Aus first exec for int'l



CARNIVAL Cruise Line’s Sydney team has added its first business development representative to focus on international cruises.

Previously a market associate at Expedia, in her new role Angela Wilson is responsible for driving awareness and promotion of the US-based Carnival Cruise Line fleet among Australian travel agents and wholesalers.

“With *Carnival Horizon* launching next year and new

14-day sailings to Hawaii, Alaska and the Caribbean on offer there are more opportunities than ever before for Australian agents to sell a Carnival cruise, so I’m looking forward to helping to increase agents’ Carnival sales,” Wilson said.

Wilson is pictured with Anton Loeb, director of sales at Carnival Cruise Lines.

DL, KE jv talks

KOREAN Air and Delta Air Lines are looking to deepen ties through a joint venture.

President of Korean Air, Walter Cho told media at a briefing at Seoul’s Incheon Airport on Mon that details would be disclosed later and declined to elaborate, *Bloomberg* reported.

Basic Econ boarding

A NEW boarding process for American Airlines officially comes into effect today, following the opening of sales of the Basic Economy fare (**TD 22 Feb**).

American Airlines is promoting the process as simplified, but it adds more boarding categories.

ConciergeKey members now have access to preboarding and Premium Economy appears in the four groups who can access the priority boarding lane.

Eligible corporate travellers have been added to the preferred boarding category in the main boarding lane, followed by the remaining passengers, ending with Basic Economy ticket holders.

A spokesperson told *TMC* the order is the same, just the group names have changed.



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

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

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



Fares & Ticketing Specialist

Webjet Exclusives is the packaged tour division of Webjet Ltd, making inspiring travel possible to the world’s most popular destinations, through tours, cruises and rail journeys.

An exciting opportunity has opened for an experienced Fares & Ticketing Specialist in a permanent full-time position to meet the demand of this rapidly growing business, Monday to Friday in our St Kilda Road office.

- Process airline bookings via Galileo GDS for packaged & customised itineraries
- Clear daily queues and process amendments, re-issues and refunds
- Communicate with customers to quote, book and finalise itineraries

Click here for a full position description.

Contact flightdesk@webjetexclusives.com.au to apply.



Excite Holidays takes in the culture of Fiji

THE famous warmth of the Fijian people came to the fore last month when Excite Holidays treated a group of agents to a culturally rich visit to the island nation, in collaboration with Tourism Fiji and Virgin Australia. Jetting into Nadi, the group stayed at a succession of luxury properties including the Radisson Blu Fiji Resort, the DoubleTree by Hilton Fiji at Sonaisali Island, the Sheraton Resort and Spa Tokoriki Island, Mana Island Resort and Castaway Island Resort.

The group was able to enjoy local cuisine and breath-taking scenery, as well as giving back to the local community by volunteering at the Sigatoka Special School where they also donated supplies for the teachers and children.

It was here the group was able to take in the local culture and learn what makes Fiji so special.

The visit gave agents a chance to experience all the best hotels, transfers and authentic experiences offered by Excite Holidays in Fiji.



THE whole team - back row, from left: Stelios Missikos, MPS Travel & Tours; Jacki Yeend, Virgin Australia; Jacquelyn L'hostis, New England Travel Armidale; Diane Yates, Travel Managers; David McMahon, Tourism Fiji and Tina Lazell, Helloworld Everton Hills. Front row: Sally McCallum, Excite Holidays; Astrid Martin, Traveledge Holidays; Lisa McDonald, Lifestyle Travel Ballarat and Emma Seymour, Patterson Lakes Travel & Cruise.



TAKING time out for a cocktail: Tina Lazell, Emma Seymour, David McMahon and Astrid Martin.



THE group soaks up the Fijian atmosphere at Castaway Island Resort.



SALLY McCallum from Excite Holidays with a teacher at the Sigatoka Special School.



DIANE Yates, Stelios Missikos, David McMahon, Lisa McDonald, Jacquelyn L'hostis, Emma Seymour, Tina Lazell and Astrid Martin.



STUDENTS from the Sigatoka Special School.

Hard Rock Malta

HARD Rock International is scheduled to launch its third European resort in Malta in 2020.

The Hard Rock Hotel Malta will have 370 rooms and 110 suites, with an 19th century British military quarters theme in the project's design and layout.

It will also feature high-end food and beverage establishments and a rooftop lounge and Skybar.

AAT Kings appoints

AAT Kings has appointed Margot Windenburg as senior sales manager of North America.

Her experience includes roles at Down Under Answers, Anza Travel and Clipper Vacations.

Mexico tourism boom

THE Mexican Tourism Board reported a 9% growth in the number of international visitors in 2016, equating to 35 million.

Mexico's gastronomy, artisanal goods and shopping offers proved a hit with tourists, as spending increased by 10.4%.

The board found that 94% of visitors had an experience that "exceeded their expectations" and 85% would return again.

More than nine million Mexicans work in the tourism and hospitality industry.

NZ show extension

AIR New Zealand is extending an exhibition marking its 75 years until the end of Apr.

Since opening at the Canterbury Museum in Sep 2016, over 9,500 visitors have entered the exhibit.

An Air NZ Boeing 737 cockpit nose also drew crowds in and will be on display until 17 Apr.



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes of which you would like to make the industry aware, send a brief description with an image to accomupdates@traveldaily.com.au.



Phi Phi Island Village Beach Resort has introduced Phi Phi Family Playground, set upon the resort's 770 of tropical splendour and 800m² of beach. There's a Little Islanders Program for kids aged 3-10 and Young Explorers program for 10-16. There's also a children's pool with slide, beach volleyball and a babysitting service.



After two and a half months of renovations, **Fairmont Chateau Whistler** has opened 11 new 56m² alpine suites. Whistler now boasts a room count of 539 rooms and suites, including 55 Fairmont Gold Rooms. The suites feature views of Whistler Blackcomb and the Coast mountain range.



Washington Marriott Georgetown has completed a US\$28m transformation. The redesign includes 771m² of new public space, a refreshed food and beverage program, 18 meeting rooms, fitness centre and its M Club Lounge which is open 24hrs offering craft beer and wine on tap. There are TED talks which guests can listen to through an in-room entertainment system, a greatroom complete with free wi-fi, useful for holding social gatherings at both day and night.

Win flights to Europe with the Lufthansa Group



eXperts

This month *Travel Daily* and Lufthansa Group are offering readers the chance to experience their award-winning long haul product on a trip to any European destination served by the Lufthansa Group. The Lufthansa Group prize includes two return economy class flights with Lufthansa Group and their airline partners ex-Australia to **any European destination of your choice**.

The Lufthansa Group - composed of Austrian, Lufthansa and Swiss International Air Lines - offers Australian travelers the world's most comprehensive European network and more than 300 global destinations accessed through their four regional hubs. The theme of this competition is Mixed Class - learn more about the product [HERE](#).

Open to all Australian Travel Agents, the lucky winner will have the most correct answers as well as the most creative entry to the final question. Send your answers to lufthansa@traveldaily.com.au

Q1. Lufthansa, SWISS and Austrian fares from Australia to Europe permit travel via Asia, North and South America and Africa. True or False?

Terms & conditions

Lufthansa Group | **Austrian** | **Lufthansa** | **SWISS**

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Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Publisher/Editor in Chief: Bruce Piper **Managing Editor:** Jon Murrie **Editor:** Guy Dundas
Contributors: Jasmine O'Donoghue, Rebecca Le Bas, Matt Bell, Jenny Piper - info@traveldaily.com.au
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

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Kwandwe addition

SOUTH African private game reserve Kwandwe will add a private safari villa to its accommodation on 01 Jul.

Two master bedrooms and two twin suites will be available in Fort House, which is ideal for two families or groups of friends and sleeps up to eight people.

It sits in a secluded setting with sweeping views over the reserve and costs R66,400 per night (approx A\$6,600).

Visit kwandwe.com for more.

Boulud dishes on AF

MICHELIN-STARRED chef Daniel Boulud will bring a set of new dishes for Air France on flights to Canada from 01 Mar.

New dishes such as salmon with fennel, chickpea and sumac and braised lamb with spring root vegetables will be offered monthly to Business class patrons departing from Montreal, Toronto and Vancouver.

Mt Gambier funding

THE South Australian Government has invested over \$4 million towards refurbishments of Mt Gambier Airport.

The upgrade comes with plans to cater for a larger aircraft and to include greater services with passengers and freight.

It will also create more jobs and benefit the forestry and wood products industry.

Iririki extends sale

IRIRIKI Island Resort & Spa Vanuatu is offering visitors 30% off all accommodation types.

The offer includes a daily buffet breakfast, complimentary 24/7 island ferry transfer, free use of non-motorised water sports equipment and a choice of room categories including island, premium waterfront and overwater fares.

Travel must be taken between 28 Feb-31 Aug, 2017.

CLICK HERE for further details.



Working in partnership with the Australian Travel Industry

Retail Travel Store Manager Sydney, \$65k + Super, Ref: 2735PE1

My client, a well-known travel company who book worldwide hotels, flights & tours are looking for a experienced manager to join them. You'll be responsible for the profitability, leadership & motivational management of your team. You'll drive sales targets through support and influence of each team member offering coaching & training support & setting sales targets. The role would ideally suit a mature Travel Manager with exceptional people management skills and is highly customer focussed.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

Account Manager Brisbane, \$70-75k, Ref: 2370CN1

This role is a mix between being out on the road and being in the office, equal split. Make your own appointments to suit your schedule and build strong relationships with clients! You will need to have strong analytical skills to assist with growing business and thinking outside the box when it comes to new ways to attract business. Current experience as an account manager for the travel or hospitality sector, striving towards KPI'S and enjoy negotiation and account requisition.

For more information please call Chandini on (07) 3123 6107 or click [APPLY](#) now.

Wholesale Travel Consultant Melbourne, Attractive Package, Ref: 2652KF1

Join a global, market leading company within their wholesale team. Work for the best in the business selling global travel packages to travel agents. Based in modern offices in South Melbourne, you will join a dynamic team of like minded professionals. You will be well rewarded with a great base wage and commission on top. This amazing forward thinking company also love to promote from within so career progression and development would be available to those who strive for it!

For more information please call Katie on (03) 9988 0616 or click [APPLY](#) now.

Product Manager Adelaide, \$60-\$65k + Super, Ref: 2727HC1

Calling all experienced Product Managers to come forth & apply for this opportunity! Be apart of a travel company with exceptional growth and office culture. Get paid your worth and be offered a fantastic salary package with superb benefits. You will have ability to meet deadlines, be organised and want to create exciting products for customers and clients. Take charge in making decisions to generate profitable revenue by developing products. Excellent incentives are perks to the role.

For more information please call Hannah on (08) 6365 4313 or click [APPLY](#) now.

Corporate Travel Consultant Sydney, Circa \$60k + Super, Ref: 2647SO6

Move into a corporate travel role working for a highly successful agency, have access to a mixture of interesting and diverse clients and arrange complex worldwide trips for them. You will need to have previous GDS system use and will have experience of fares and ticketing. Your knowledge of world wide destinations will be exceptional and this supportive environment will encourage you to excel. This move will help towards future success as you leverage off the excellent reputation of this TMC.

For more information please call Sasha on (02) 9119 8744 or click [APPLY](#) now.

Commercial Development Manager Gold Coast, OTE \$130k DOE, Ref: 2048SZ2

A rare position for an experienced candidate with solid experience in Commercial Analysis, Call Centre implementation and Project Management amongst a few other key traits to work closely with the Managing Director in analysing, researching and implementing any changes required business wide. You will have a strong financial background as you will be conducting financial audits of the current business practices & liaising with the Financial Control team on monthly budget management.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Luxury Travel Consultant Melbourne, \$60-65k + Super, Ref: 2511HC1

This boutique agency based in Melbourne is known for its excellent customer service & their holidays to stunning destinations. They have an outstanding reputation and believe in delivering the highest standards to their customers. No day will ever be the same in this travel consultant role, from booking complex airfares, organising transfers to selecting the perfect accommodation for your clients. The role will be heavily customer service focused offering your expertise on worldwide destinations.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Business Development Manager Perth, Competitive Salary + Bonus, Ref: 2226SJ1

Do you have sound understanding of Corporate Travel Sales, BD experience and a proven sales record? A leading Travel Management company are looking for a new BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. Targeting the SME market there is fantastic earning potential and this is a great chance to develop your managerial and corporate travel experience with a leading TMC.

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



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