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# Travel Daily

First with the news

Monday 6th March 2017



## INDABA registrations

**SOUTH** African Tourism has put the call out for registrations for this year's annual Africa travel showcase, INDABA.

Held from 16-18 May at the Inkosi Albert Luthuli Convention Centre and Durban Convention Centre, INDABA offers the widest variety of Southern Africa's top tourism products, luring buyers from around the world.

Buyers can apply online - see the **cover wrap** for full details.

## Thornton leads Intrepid

**INTREPID** Group md James Thornton has been appointed chief executive officer of the multi-branded adventure firm by co-founder Darrell Wade.

The promotion is "part of the company's long-term vision to grow sustainable tourism", the firm announced this morning.

Wade takes on the newly created role of executive chair of Intrepid Group, whose brands include Intrepid Travel, Peregrine Adventures, Geckos Adventures, Adventure Tours Australia, Urban Adventures, 19 DMCs & not-for-profit The Intrepid Foundation.

Globally, Intrepid Group has 1,600 staff in 27 offices.

Wade will pursue the expansion of Peregrine's newly launched adventure cruise program and

will this month target the China market (see **page 3**).

Thornton's new role comes 20 months after Wade & co-founder Geoff Manchester parted ways with TUI (**TD** 03 Jul 15).

Thornton joined Intrepid 12 years ago (from a background in investment management) in a UK-based sales & marketing capacity, rapidly progressing through the ranks to the role of managing director in 2012.

The 35yo told **Travel Daily** he was "thrilled" with his next step which has been in the pipeline since Intrepid split with TUI.

His promotion comes after the company saw a 15% jump in sales across the group last year, and a 37% spike in Jan alone.

Intrepid Travel sales jumped 23% year-on-year, "which is obviously fantastic given the size and scale of that brand", while sales out of the North America & the UK have also surged.

He also steered the repositioning of Geckos to a more youthful 18-29yo segment (was 18-39), and the development of a new cycling program under the Intrepid brand.

## New role for O'Shea

**TRAVEL** and tourism analyst John O'Shea has accepted a position with stockbroking and financial management firm Ord Minnett, moving on after 12 years with Bell Potter.

O'Shea commences his new role in a month's time, and will continue to specialise in the travel and tourism sectors.

Recent Ord Minnett travel deals include the capital raising for Helloworld's purchase of MTA.



### Samoa's Annual B2B Trade Event (3-5 April)

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### Today's issue of TD

**Travel Daily** today has seven pages of news and photos, including a front cover page for **South African Tourism** plus full pages from: (**click**)

- One&Only Wolgan Valley
- AA Appointments jobs
- Travel Alberta product page

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## Alberta profiled

**TODAY'S** issue of *TD* features a Product Profile Destination on the Canadian province of Alberta. The home of the Canadian Rockies, Alberta is a destination for all seasons, all kinds of outdoor activities and some of the world's most breathtaking scenery on the Icefield Parkway between Banff and Jasper. See the Alberta profile on **pg 10**.

## McCallum promotion

**ROCKY** Mountaineer's national sales manager for Asia Pacific, Greg McCallum has been appointed regional director of sales - Australia & New Zealand. McCallum joined the Canadian rail company in Apr last year after 19 months at ETG's italktravel and over nine years at Rail Plus.

# Airport service improves

**AUSTRALIA'S** privatised airports have boosted their service quality and reduced profit margins, but are collecting more revenue per passenger than 10 years ago, according to the latest consumer watchdog report. The Australian Competition and Consumer Commission (ACCC) says all four privately operated airports - Brisbane, Melbourne, Perth and Sydney - are now rated "good" for overall quality of service, with MEL and SYD having lifted their position from their previous ranking of "satisfactory". In its 2015/16 Air Monitoring Report, the ACCC says profit margins generally fell by a few percentage points from the previous year, with SYD recording margins of 46.7% followed by BNE at 44.9%, MEL at 38.2% and PER at 33.5%. But car park margins remained high, the ACCC said, including at SYD where they increased 1.5

percentage points to 73.1%. Despite the overall reduction in margins, the airports are collecting more revenue for each passenger than they were ten years ago. PER had the highest increase in revenues in 2015/16 at 13%, followed by MEL at 9.1% and SYD at 3.9%, while BNE had a slight decline of 1.1%. In the past 10 years BNE has increased revenue per passenger by 65.5% in real terms, followed by PER (42.9%), MEL (30.9%) and SYD (16%), though Sydney continues to collect the most revenue at \$17.27 per passenger. SYD welcomed its improved ranking, saying it reflected high levels of investment. "We've invested \$3.4 billion in airport improvements since 2002, and plan to invest a further \$1.3 billion in the next five years," said ceo Kerrie Mather.

## RCI Wow promotion

**SAVINGS** of up to 30%, a US\$200 bonus on board credit and 50% deposits are some the special offers released by Royal Caribbean to entice new bookings on a range of local and international voyages. The worldwide WOW sale is valid on departures after 15 Mar, including the 06 Apr *Voyager of the Seas* 13-night South Pacific and Fiji cruise, now priced from \$1,769ppts - book by 11 Mar.

## KQ ups VFA options

**KENYA** Airways is adding new capacity into Victoria Falls, with a new thrice weekly service from Nairobi to Cape Town, via the Zimbabwean tourist city. The service is set to launch on 13 Jul using Embraer E190 jets.

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## Travel Summit deal

**TRAVEL Daily** readers can take advantage of a \$100 discount on tickets to Mumbrella's upcoming Travel Marketing Summit. The event will be held at the Four Seasons Hotel Sydney on 05 Apr and has been a sell-out in past years. To take advantage of the special offer, **CLICK HERE** and use discount code TDTMS17.

## MSC sails to Japan

**MSC Cruises** is planning its first cruise to Japan, having announced a 28-night sailing from Dubai via destinations across Asia. The cruise will depart 31 Mar next year and will call at countries including the United Arab Emirates, Oman, Sri Lanka, Thailand, Malaysia, Singapore, Vietnam, Hong Kong and China. Sailing aboard *MSC Splendida*, the cruise concludes in Yokohama and is priced from \$2,619pp.

**Singapore TOURISM BOARD**

**Marketing Representative (Victoria Based) for Singapore Tourism Board**

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

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## TTF five-point plan

**THE** Tourism and Transport Forum Australia (TTF) has weighed into the West Australian election campaign, offering a five-point plan for the winning party.

The plan calls for increased investment in tourism marketing and business events, the development of an integrated tourism action plan and the promotion of sustainable regions.

It also calls for the state's Premier to retain the tourism portfolio after the election and for more investment in critical transport infrastructure.

"The end of the mining investment boom has hit Western Australia harder than most but there is now an opportunity to get behind and grow a sustainable tourism and transport industry that will not leave Western Australia exposed to the peaks and troughs of commodities," said TTF ceo Margy Osmond.

"WA is well-positioned to benefit from a booming visitor economy," she said.

## Wendy Wu hones in on groups

**WENDY** Wu Tours has created a dedicated special groups department to provide trade support for tailored bookings.

The company says its new division will offer backing for a growing number of requests for customised private tours of 10 or more people.

Heading the department will be Sonia Orrego as special groups manager, bringing 10 years' experience in developing and managing groups, including in the MICE market, major events, sports groups and private touring.

"The specialist department will assist agents and clients requiring a focus on bespoke touring arrangements for dedicated groups," Orrego said.

"These holidays will be tailor-made to the groups' requirements including specific and unique itinerary requests, modes of transport, hotels, places of interest, dining options, special events and any other special

touches and requirements".

Wendy Wu Tours has also appointed Vara Glover as head of sales, responsible for the reservations and bdm teams.

## Intrepid China move

**INTREPID** Group is aiming to tap into the burgeoning Chinese outbound travel market, with executive chair Darrell Wade preparing to visit the country later this month to meet with potential distribution partners.

The adventure company has been operating into China for 15 to 20 years, but will now explore the growing outbound market.

Newly appointed ceo James Thornton (see **page 1**) told *Travel Daily*, "We have recognised that the China market is maturing and there's a growing affluent middle-class & the type of travel they are looking for is now closer aligned to that which Intrepid provides."

"We see an opportunity to grow outbound," Thornton confirmed.

Wade will meet with a number of partners "to work out ways we can start to expand our footprint in that market," he added.

## QF IFE subscribers

**ROY** Morgan Research says just 60% of passengers that fly with Qantas currently use any of the three new in-flight entertainment options that will be available on its domestic wi-fi service which is being trialled.

Last month, QF revealed pax would be able to watch programs offered through Netflix, Foxtel & Spotify, if they are existing or new members of the channels.

**CLICK HERE** to view the study.

## Window Seat

**US AIRPORTS** have been breaking records at security points as much as in their passenger numbers.

Transportation Security Administration officers collectively gathered an all-time high of 21 firearms in one day last month, from across various airports including Asheville in North Carolina and Washington Dulles International Airport.

This sizeable collection breaks last year's average of nine illegal firearms a day which led to a total 3,319 weapons seized.

The previous high tide of guns per day came in Jun 2014 when 18 were confiscated in one day.

The *Chicago Tribune* says all but one of the firearms in last month's record haul were loaded, and included nine-millimeter handguns.

Passengers and their firearms were handed over to the police for further investigation.

TSA officers aren't sure whether the increase is due to greater pax volumes.

## French air strikes

**AIR** France says it will continue to operate all long-haul flights and over 99% of short- and medium-haul flights from Paris Charles de Gaulle today, following strike action across the country by French air traffic controllers.

The industrial dispute is set to run from today until 10 Mar.

More than 83% of Air France domestic flights from Paris Orly will operate today.

For more info **CLICK HERE**.

## SENIOR TRAVEL CONSULTANT

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## EU votes on US visas

**THE** European Union's (EU) European Parliament last week voted to deny US travellers visa-free access to EU member countries under an ongoing dispute regarding visa reciprocity.

Under the EU's common visa policy, countries whose citizens can travel visa-free to the EU must allow visa-free travel from all EU member nations, but the US does not allow visa-free travel for citizens from Poland, Croatia, Cyprus, Romania and Bulgaria.

The European Tourism Association said there was no imminent threat to visa-free travel from the US to Europe, arguing the EU Council will object.

## PNG DFAT update

**SMARTTRAVELLER** has advised Australian travellers that tensions in Papua New Guinea may escalate in the period surrounding national election in late Jun/early Jul.

## TA aerial photo comp

**TOURISM** Australia is sponsoring The Australia From Above competition run by SkyPixel and encouraging aerial photographers to share creative perspectives of the country.

Lisa Ronson, chief marketing officer, Tourism Australia said tech advances were allowing them to "tell Australia's story in ways previously not possible, and the levels of engagement we get when we share some of these amazing drone clips on our social channels is just extraordinary".

## Strike hits ITB

**THE** world's largest tourism trade fair, ITB Berlin is warning visitors of potential strikes by ground crew at Berlin's airports.

It is advising visitors to contact their airlines directly for updates on the situation and if necessary to take other forms of transport, such as trains, buses or cars.

For more, **CLICK HERE**.

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## Quest Penrith sod turn



**CONSTRUCTION** commenced on Quest Penrith at Lord Sheffield Circuit in Western Sydney on Fri.

Expected to open late 2018, the property will feature 68 apartments, offering one-, two- & three-bedroom configurations.

The seven-storey property will include a conference room, gym

and on-site parking.

**Pictured** are: Chad Doran, manager property delivery, St Hilliers Property; James Shields, general manager growth, Quest Apartment Hotels; John Thain, Mayor of Penrith and Michael Rae, senior project manager, St Hilliers Property.

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## AccorHotels' Community Fund



**ACCORHOTELS** Australia has announced the creation of a new Community Fund.

The AccorHotels Community Fund will focus on supporting three focus areas: Youth, Health & Wellbeing and Diversity through four foundation partners.

AccorHotels has chosen Kokoda Youth Foundation, The Garvan Institute of Medical Research, Lifeline and AIME Mentoring as its four foundation partners.

The hotel juggernaut has committed to a three-year fundraising deal for each of the charity organisations.

Simon McGrath, coo of AccorHotels Pacific said, "We fundamentally believe that healthy families build healthy communities and by directing our fundraising efforts to one central Community Fund we will be able to better garner the passion and focus on areas of need for the

### Solomons AU rep

**PRECISE** Travel Marketing (PTM) has been appointed by Solomon Islands Visitors Bureau as its industry marketing representative for Australia and New Zealand.

PTM will immediately take responsibility for all aspects of the national tourist office's travel marketing and related trade activity in both markets.

Australian community."

Throughout 2017, over 10,000 staff across 200 AccorHotels Australian properties will aim to raise \$800,000.

**Pictured** from left are Kokoda Youth Foundation exec chairman Doug Henderson, AccorHotels Pacific coo Simon McGrath, AIME ceo Jack Manning Bancroft and Garvan Inst of Medical Research cso Dr Marie Dziadek.

### Trump slump in US

**THE** annual number of foreign visitors to the US could fall by 6.3 million between 2016 and 2018 due to President Donald Trump's words and actions, Adam Sacks, president of Tourism Economics told *The New York Times*.

Sacks said interest in travel to the US, such as online searches for airline tickets and hotels, started dropping after the election, dipped again after the inauguration and fell further after Trump signed an executive order on the travel ban.

### Tahiti video campaign

**TAHITI** Tourisme is on the hunt for Australian couples and families to feature in a digital video campaign promoting The Islands of Tahiti.

The stars will spend 10 days in Tahiti in Jun - **CLICK HERE**.

Find out how three different religions come together in this city in the March issue of *travelBulletin*.

**CLICK HERE** to read **travelBulletin**



### Germany arrivals data

**FOR** the seventh consecutive year, Germany achieved a record number of international arrivals into the country, with 80m overnight stays by foreigners.

The 2016 result based off data from accommodation establishments with more than 10 beds, showed an increase of 1.1m arrivals compared to 2015.

Europe remained the largest source for Germany's incoming tourism numbers with a market share of 73.7%.

Travel from Asia fell by 1.1%, despite Indian arrivals growing by 8.1% and South Korean arrivals increasing by 5.8%.

By the end of Oct 2016, Arab Gulf States declined by 6.9% and Japan had a reduction of 11.8%.

### BA cabin crew strike

**BRITISH** Airways has confirmed the cancellation for some of its London Heathrow flights, as cabin crew begin a week-long strike.

The industrial action began Fri and the vast majority of flights from LHR will operate as normal, while some flights will be merged.

British Airways said contingency plans for Tue, Wed and Thu would be published later today.

The airline had advised travellers to not contact their call centres as they won't be able to provide additional information other than what has already been published online.

### Tourism NZ moves

**TOURISM** New Zealand's Auckland office is moving on Mar 20 to a new Nelson St address.

The organisation is asking operators to update their files to make note of the change, especially for invoices.

Phone, PO Box and other contacts for Tourism NZ will remain the same.

The new office will be located on Level 1, 1 Nelson Street, Auckland and is only 240m away from the existing location.

### Hard Rock takes Taj

**FORMER** Trump Taj Mahal Hotel & Casino has been sold to the owners of the Hard Rock Cafe.

Scheduled to reopen in 2018, the new owner will invest US\$300m to purchase, renovate and re-open the property as Hard Rock Hotel & Casino Atlantic City.

The casino, closed its doors in Oct 2016 after financial troubles.

### Private fishing isle

**STEAMBOAT** Bay Fishing Club will open The Residence at Steamboat Bay this season.

The Alaskan residence will be for the exclusive use of eight guests and is on a private island.

The new residence features two 8m fishing boats for use.



## Round 2 Winner

Congratulations

**DAVID AUSTIN**

from *Flight Centre Business Travel*

David is the top point scorer for Round 2 of Travel Daily's Super Rugby footy tipping competition. He's won a \$100 travel voucher courtesy of Expedia.



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

NSW permit 11795-17-1499-ACF permit 17-1702035



# Brochures

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, 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).



**Coral Expeditions- Tasmania Small Ship Expeditions**  
Join the seven-night tour to Tasmania onboard *Coral Discoverer*. The upgraded ship now holds up to 72 guests. The cruise will kick off from Hobart on 01 Jan 2018 and operate weekly until 12 Mar 2018. Highlights include spending 2 days discovering Port Davey World Heritage Wilderness Area and Bathurst Harbour and hiking Wineglass Bay Track in Freycinet National Park. Guests can gain an "insider view" to the area with a guided tour. **CLICK HERE** to download the brochure.



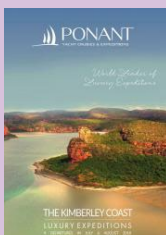
**APT- Tasman Coastal Cruise 2017/18**  
APT's 14-day *Tasman Coastal Cruise* explores Tasmania's southern and eastern coastlines and visits Bruny Island lighthouse, Maria island and Freycinet National Park. The 12-day *Royal Tasman* tour travel through Freycinet on the east coast before heading to Hobart, Port Arthur and Cradle Mountain-Lake St Clair National Park. Highlights include enjoying local Tasmanian produce, wine and gourmet food tasting.



**Albatross- Festive Tours 2017/2018**  
Albatross's 2017/18 European Christmas, New Year and Winter Wonderland Tours feature 28 different options. Guests can choose from two- to seven-night stays. Explore Switzerland on the famous Glacier Express train, take in the astounding views of Mount Blanc in France or stay in a 900 year old Italian Castle. Join a tour group with a maximum of 40 people. Tours start Nov-early Dec.



**Ponant- Mediterranean Collection 2018**  
Ponant has two new expedition yachts *Le Laperouse* and *Le Champlain*. Choose from one of 31 cruises that cover eight countries in the Mediterranean such as Croatia, Spain, France, Malta and Egypt. Guests can choose from a variety of cruises themed on music, golf, gastronomy or wine. Highlights include cultural visits and lectures on areas such as culture and civilisations, history of the arts and archaeology.



**Ponant- The Kimberley Coast Luxury Expeditions**  
Departing in Jul and Aug, Ponant is offering expedition voyages that explore over 13,000km of Australia's lesser visited Great Outback in 2018. Highlights include encountering the world's largest population of migrating humpback whales, estimated to exceed 36,000, explore indigenous Wandjina and Gwion Gwion Rock art, take a helicopter tour to see the water-drop tiers of Mitchell Falls, the Mitchell River and Mitchell Plateau.

## Washington blooms

**WASHINGTON** DC is gearing up for the National Cherry Blossom Festival from 15 Mar to 16 Apr.

The festival is the country's largest springtime celebration and includes free events such as the Blossom Kite Festival (01 Apr), the parade (08 Apr) and the Southwest Waterfront Fireworks Festival (15 Apr).

**CLICK HERE** for more details.

## Dusit plans hotels

**BANGKOK-BASED** hotel operator Dusit International will rapidly grow its hotel operations over the next three to four years it revealed at ITB Berlin.

It will expand from 29 properties in eight countries to 69 in 21 over coming years.

In 2018, Dusit will open a golf & spa resort in Brookwater, Queensland (**TD** 13 Oct 2014).

Monday 6th March 2017



## Wintery famil to Finland

**RECENTLY** Finnair, Visit Finland and Matka International Travel Fair hosted several top agents on a famil to Helsinki for Northern Europe's biggest travel fair.

As part of the educational, the group participated in a pretour organised by Wild Taiga to Kuusamo in Northern Finland for a winter safari, to enjoy chamber music, the wildlife and new National Park Hossa, which will open in the 2017 European summer as part of Finland's 100th anniversary of independence.

The week-long trip included opportunities to participate in travel trade workshops.

**Pictured** above are pre-tour participants: Anne Amies, Onthego tours; Poul Nielsen, Scandinavian Vacations; Lisa

Koopman, Nordic Travel; Nicole Serisier, Cox & Kings Group; Ryan Bennett, Bentours and Lilliana Svircev, Finnair's host.



## SEE ADELE LIVE WITH BRITISH AIRWAYS

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

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



T&Cs apply



## Trafalgar e-learning

**TRAFALGAR** are calling on agents to get involved in its inaugural e-learning program, Trafalgar Academy, which launched last month (**TD** 22 Feb).

The initial launch phase aims to inform agents on the Trafalgar difference, and courses titled "Converting Opportunities Into Success" and "It's Lifestyle Not Features That Matter", to follow in coming months.

Trafalgar Academy has been designed to make selling Trafalgar's products easy by teaching agents how to sell, rather than what to sell.

More courses will be added as the program gathers momentum. To register, **CLICK HERE**.

## 25Hours Zurich opens

**THE** second 25Hours Hotel in Zurich will open on 01 Apr, just 700m from Zurich Central Station.

Featuring 170 rooms in five categories, the pet-friendly property targets "trendy and creative urbanites".

A conference space for up to 80 people is on the first floor, while the lobby, kiosk, Neni restaurant and Chinchona Bar occupies the ground floor.

## Qld infrastructure

**THE** Queensland Government has announced \$70 million in infrastructure funding for Round 3 of the \$375 million Building our Regions infrastructure program.

Minister for State Development Anthony Lynham said "It is pleasing to see the variety of shortlisted projects in the region - airport runway upgrades, effluent reuse, a reservoir, CBD revitalisation, botanic gardens and an entertainment precinct".

## TD's survey major winner



**SARAH** Hackett, operations manager, Donna Barlow Corporate Travel was one of the lucky winners in **Travel Daily's** first ever Touring, Rail and Car Hire Survey, taking home a Fitbit. The 5-10 minute poll surveyed agents on their experiences

selling rail and car hire and gave away a Fitbit and movie vouchers. Hackett is **pictured** above with her prize.



**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](mailto:lufthansa@traveldaily.com.au)

Q4. How many interline carriers can you choose from with the LHG Mixed Economy-Business class fares?

*Terms & conditions*

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

## Choice new cfo

**TODAY** Dominic E. Dragisch steps into the role of cfo at Choice Hotels International.

Dragisch was most recently cfo for XO Communications, a national provider of telecommunications services.

## Tempo Hols Dubai

**TEMPO** Holidays are offering saving of up to 65% on 17 hotels in Dubai until the end of Apr.


Included in the deal is the Hawthorn Suites on Jumeirah Beach Residence, with stays in a deluxe room from 01 May-30 Sep starting at \$79pp per night.

Visit [tempoholidays.com](http://tempoholidays.com).

## AM SITA partnership

**AEROMEXICO** has inked a three-year agreement with SITA, which will see the tech provider's IT applications implemented for back- and front-office activities.

SITA CorporateConnect services will be used at 50 locations and 25 of those will have SITA CorporateConnect@Airports.




## Round 2 Winner


Congratulations

# ASHLEY REYNOLDS

from Cox & Kings

Ashley is the top point scorer for Round 1 of Travel Daily's NRL footy tipping competition. She'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 LTFS 17-1456, ACT permit 17-17-00255

**Travel Daily** is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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Emirates  
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WOLGAN VALLEY

*Australia*



TRAVEL INDUSTRY ESCAPE  
MARCH

Treat yourself to a luxurious stay at Emirates One&Only Wolgan Valley, nestled in the Greater Blue Mountains, with this exclusive Travel Industry employee offer available for travel in March.

From \$700 per person twin-share nightly including luxurious villa with private pool, gourmet breakfast, lunch and dinner daily, selected local wines and beers with meal, non-alcoholic beverages and two nature-based activities per person per day.

TO MAKE A RESERVATION, PLEASE CALL +61 2 9308 0550 OR  
EMAIL [RESERVATIONS@ONEANDONLYWOLGANVALLEY.COM](mailto:RESERVATIONS@ONEANDONLYWOLGANVALLEY.COM)

Offer is subject to availability, applicable for new bookings only and valid for travel until 31 March 2017. Rate listed is based on an overnight stay in a Heritage Villa on a twin-share basis. Travel industry employee identification is required, including IATA number or enquiry details on company letterhead or email. Other terms and conditions may apply.

*[oneandonlywolganvalley.com](http://oneandonlywolganvalley.com)*





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**\*NEW\* WELL CONNECTED IN WA**

**TRAVEL INDUSTRY SALES EXECUTIVE  
PERTH –SALARY PKG TO \$65K + INCENTIVES**

Searching for a company which has a product that can easily be sold and well respected in the market? This is it. As an experienced sales executive you'll easily step in and cover the WA retail market. With a professional brand name behind you and your strong presentation skills, you'll have the ability to influence others and increase sales whilst managing your time effectively and growing industry relationships. Top package plus tools of the trade and sales bonuses on offer.

**\*NEW\* BUILD & GROW RELATIONSHIPS**

**ACCOUNT MANAGER  
MELBOURNE –\$95K - \$100K OTE**

Join a name you can trust with a portfolio of interesting and top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these high value clients along with your negotiation skills to be able to offer solutions to formulate reporting requirements. A top salary package & career progression on offer.

**RARE MARKETING ROLE**

**MARKETING MANAGER  
SYDNEY \$100K +**

An exciting role exists for an experienced Marketing Manager to make their stamp on this leading travel company. You will be working across direct and trade marketing and there will be a focus on campaign management. You will need to be creative and dynamic to work collaboratively with stakeholders. A minimum of 5 years' experience in a marketing role essential along with a track record working in the digital space.

**MOVE YOUR SALES CAREER FORWARD**

**GLOBAL CORPORATE ACCOUNT MANAGER  
SYDNEY- SALARY PACKAGE UP TO \$120K**

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing 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.

**INTERVIEWING NOW**

**DIRECTOR OF SALES AUSTRALIA- LEADING TMC  
SYDNEY – SALARY PACKAGE \$155 K + BONUS**

The search is on for Australia's most talented, inspiring Corporate Sales Manager who enjoys leading from the front. This is your opportunity to join an award winning global TMC in a role that will allow you to mentor and develop others, whilst still managing your own client portfolio. If you love the thrill of the chase and can motivate others - this is the dream role you have been waiting for. Apply today or call 02 9231 2825 for a confidential chat.

**REPRESENT A PREMIUM PRODUCT**

**BUSINESS DEVELOPMENT EXECUTIVE  
BRISBANE – UP TO \$65K PKG + BONUSES**

If you're well connected within the QLD 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.

**WORK FOR ONE OF THE GREATS**

**GLOBAL CORPORATE ACCOUNT MANAGER x 2  
SYDNEY- SALARY PACKAGE UP TO \$120K**

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as professional communication & negotiation skills to deal with people at all levels up to executives. This TMC has some exciting things happening in 2017. Don't miss out, apply now.

**JOIN A WINNING TEAM**

**CORPORATE SALES MANAGER  
MELBOURNE –SALARY PKG TO \$105K + INCENTIVES**

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

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*Whitewater Rafting, Boat Tours, Canyon Walks, Hiking, Golf, Via Ferrata*

**JASPER NATIONAL PARK**

Picture a mountain getaway surrounded by soaring peaks, sparkling glaciers, turquoise lakes, untouched wilderness, and a really cool mountain town. Jasper is an authentic mountain community where the locals welcome you as long-lost friends. The park is 370 km west of Edmonton, and Jasper and Lake Louise are connected by the Icefields Parkway (Hwy 93), one of the most scenic drives on the planet.

*Things to do: Jasper Skytram, Horseback Riding, Canoeing, Whitewater Rafting, Boat Tours, Canyon Walks, Hiking, Golf, Wildlife Tours*

**ICEFIELDS PARKWAY**

Stop at the *Glacier Discovery Centre* and board an Ice Explorer that will take you up onto the Athabasca Glacier, where you can walk on ice 360m thick. Then head out to the *Glacier Skywalk*, and step out onto a glass-floored observation platform suspended 280m over the Sunwapta Valley.

**LEARN MORE & WIN!**

Travel Alberta has created the Alberta Specialist Program for you, the travel trade professional.

Complete your training AND attend an Alberta webinar training session by 31 March 2017 to be entered into a prize draw for one of THREE \$250 Coles Myer gift vouchers.

# The Canadian Rockies

**You've seen the pictures – dazzling peaks, lush mountain meadows, turquoise lakes, virgin forest, towering waterfalls, and wildlife galore.**

**IN SPRING**, summer and fall, hike, cycle or go by horseback along thousands of kilometres of trails. Paddle a turquoise lake, raft on white water. Climb a mountain or ride to the top on a gondola. Golf a signature course. Alberta's mountain parks are teeming with wildlife, spot deer, elk, moose, bighorn sheep, mountain goats, and black bears.

**CANMORE**

An outdoor adventure hub just minutes from Banff National Park, this lively mountain community is a destination in its own right. A stroll down Main Street reveals

art galleries, unique shopping experiences, a dynamic nightlife and a sizzling dining scene.

*Things to do: Heli Tours, Golf, Mountain Biking, Hiking, Climbing, Cave Tours, Food Tours*

**BANFF NATIONAL PARK**

A beautiful 90 minute drive west of Calgary is the town of Banff and the nearby hamlet of Lake Louise. Banff has a cosmopolitan feel and is a cultural oasis with award-winning restaurants, a vibrant night scene, historic museums, and superb Canadian art galleries.

Lake Louise has become symbolic of the quintessentially Canadian mountain scene, with its pristine glacial lake and spectacular scenery. Rent a canoe or take an easy stroll around the lakeshore and be back in time for tea at the Fairmont Chateau Lake Louise.

*Things to do: Banff Upper Hot Springs, Banff Gondola, Canoeing,*