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VA, HNA alliance backed

THE Australian Government is urging the competition watchdog to give Virgin Australia interim approval for its proposed alliance with HNA Group, Hong Kong Airlines and HK Express.

Virgin Australia is wanting an early nod for the tie-up to enable it to begin marketing the codeshare flights between Australia and Hong Kong & China (and its new route from Australia to Hong Kong), from as early as 20 Mar - as exclusively revealed by **TD**.

In their application to the ACCC, Virgin Australia and HNA Group said there were "long lead times associated with successfully launching new long-haul services. The applicants must therefore commence selling and marketing these services as soon as possible".

The Dept of Infrastructure and

Regional Development backed the interim authorisation request so the airlines can begin coordinating activities "in highly competitive markets, and for preparatory activities in support of Virgin Australia's proposed new services".

Darwin International Airport ceo Ian Kew also said the Top End hub "strongly" supports interim approval and final authorisation of the flagged joint venture (JV).

Kew told the ACCC the mooted alliance would "provide a credible competitor to the established carriers and alliances".

He added an additional benefit of the JV could "potentially" open up new narrow-body services from Hong Kong & China to Darwin, "which would improve Northern Australia tourism access."

A final determination on the alliance is expected by May/June.

Today's issue of TD

Travel Daily today has seven pages of news and photos, plus full pages from: (*click*)

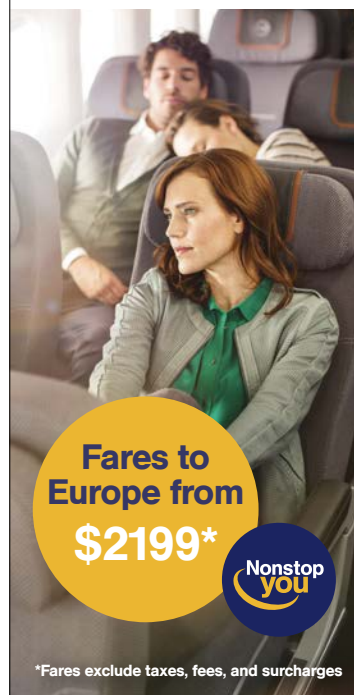
- Albatross Tours
- AA Appointments jobs
- Travel Alberta product page

Extra Albatross trips

ALBATROSS Tours has added three new departures to its 2017 Europe program, due to popular demand, including two extra Magnifico Spain & Portugal trips in May and Sep - see **page 8**.

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ANZ aviation's one-voice

QANTAS Group, Air New Zealand, Virgin Australia Group and Regional Express have come together to create a new industry group to advocate and pursue reform on public policy issues facing the aviation sector.

Airlines for Australia and New Zealand, dubbed 'A4ANZ' will contribute to the policy debate on issues affecting travellers from the region, spanning airports, taxation and fees, access to infrastructure and broader regulatory reform.

A4ANZ will be headed by chair, Graeme Samuel (who was the former chairman of the ACCC) and overseen by a board of representatives from each member airline, with a yet-to-be-appointed ceo to front the group. Qantas Group ceo Alan Joyce

said A4ANZ's goal would be to achieve regulatory reform "that will promote a competitive and sustainable airline industry", while REX exec chairman Lim Kim Hai said the group was "critical for regional communities as major airports are all too ready to sacrifice critical regional interests".

Member airlines also include the budget offshoots of Qantas and Virgin, Jetstar and Tigerair.

Adele ticket winners!

BRITISH Airways has named the winners of our competition to join them at Adele's concert this weekend as Sarah Hackett, DBT; Josie Hanney, Travelcall; Lee Parkinson, Egencia; Monique Zaruba, FCBT; Sarah Bush, The Travel Authority and Roberta Follador, CT Connections.

Airnorth ups WTB

SIX new weekly services from Melbourne to Brisbane West Wellcamp Airport will be launched by Airnorth on 08 May.

Two additional frequencies will also be added from Jun.

Unique Alberta

HELI-TOURS, heli-hiking, dog sledding, rock climbing, camping, whitewater rafting, the list of unique experiences in Alberta goes on and on.

See the Travel Alberta Product Profile on **page 10** to learn more.

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[CLICK HERE for further details](#)

Limbrick gone after 30 QF years

QANTAS International ceo Gareth Evans has paid tribute to the “enormous contribution” made by Steve Limbrick, who is departing the airline after 30 years (*TD* breaking news).

Limbrick, who joined Qantas initially as an Alice Springs-based sales consultant, has held a variety of roles including as Singapore-based regional general manager South East Asia as well as his most recent position as executive manager of global sales.

“Steve’s clear passion for Qantas and outstanding leadership abilities have had a lasting impact on all those who have worked with him and on our global business,” Evans said in an update to staff yesterday.

Limbrick leaves on 01 Apr, with the new structure seeing Vanessa Hudson taking the role of executive manager sales and distribution.

That will see her manage a combined international and domestic sales team, providing “a single accountability for our commercial teams who will maximise revenue across our channels including direct, agency, corporate and SME,” according to a memo from Evans and domestic counterpart Andrew David.

While separate ceos and cfo’s will be in place for the domestic and international businesses to ensure a “laser-sharp focus on achieving revenue, customer and cost outcomes,” Hudson will join a number of other executives with new Qantas Airlines-wide responsibilities.

These include Paul Jones as executive manager customer and digital strategy; Ali Webster, executive manager freight, catering and Australian airports who will add responsibility for airports customer services, ground operations and airport services.

Ian Jackson will take on the new role of executive manager customer operations, and the domestic and international network teams will be integrated to pursue joint opportunities in fleet utilisation, capacity profiling and schedule connectivity, led by Evert Meyer.

Helloworld name change meeting

HELLOWORLD yesterday issued a formal notice of a General Meeting to vote on a resolution recommending that the company’s name be changed to Helloworld Travel Limited.

The move was foreshadowed last week (*TD* 01 Mar), with the matter to be voted on at 10am on Mon 10 Apr at the AOT offices on Normanby Rd, South Melbourne.

According to the special resolution, “the proposed change of name from Helloworld Ltd to Helloworld Travel Ltd is to more accurately reflect the business conducted by the company”.

The company’s ASX code will remain as HLO after the change, but “Helloworld Travel Limited will have greater resonance by immediately identifying what the company does within the company’s name,” the explanatory note advises.

GA boost confirmed

A PROJECTED 650,000 travellers are tipped to travel on Garuda Indonesia flights to/from Australia in 2017, the company announced yesterday at a press conference with Tourism Australia.

To support the growth, GA has confirmed a seasonal frequency boost on the Jakarta-Australia route from four to five weekly and between Denpasar and Australia from six to seven from May through to Oct (*TD* 13 Feb).

Symphony the largest

SAILINGS aboard what is being called the “World’s Largest Cruise Ship”, *Symphony of the Seas*, are now bookable for her inaugural deployment on European and Caribbean itineraries.

Royal Caribbean has announced *Symphony* and Oasis-class sister-ship *Allure of the Seas* will offer “island-hopping adventures” to the Caribbean ex the new PortMiami Terminal A from Nov next year.

Symphony of the Seas is on track for delivery in Apr 2017 and will initially operate in the Med before repositioning to Miami.

The behemoth vessel will offer 28 more staterooms than sister-ship *Harmony of the Seas* to claim the title of the world’s biggest, at 230,000 gross registered tons.



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Holiday Inn for Central Syd

INTERCONTINENTAL Hotels Group today unveiled plans for a 305-room Holiday Inn Sydney Central, the largest mid-range property to emerge from the city's hotel building boom.

The group has signed a deal with developer Linzhu Australia for a \$60 million project at 430 Pitt St to take the Holiday Inn brand when it opens in 2020.

The 17-storey tower will include a mix of residential, hotel and retail space and features a striking "green waterfall" in which vertical gardens cascade over eight floors of sloping roof.

It will become one of the largest hotels in the southern CBD, located close to Central Station, China Town and the Capitol Theatre, with light rail access to the new International Convention Centre Sydney.

"The property will be a jewel in the Sydney CBD landscape with its unique wedge-shaped design

and green flowing rooftops," said Linzhu director Jing Wen.

"Sydney continues to experience significant demand so it's a great time to be opening a new hotel, and I can't imagine a better partner than IHG nor a better brand than Holiday Inn to make the most of this rare space," he said.

Holiday Inn already operates two CBD properties at Darling Harbour and the Rocks.

High-speed rail plans

NEW high-speed lines are set to increase rail options across Europe later this year, according to an update for Rail Plus.

France will launch new fast trains from Paris to Rennes and Paris to Bordeaux in mid-2017, while Germany will add Berlin to Munich by the end of the year.

Spain is planning a link from Madrid to Asturias.

6th Anniversary
NETWORK WIDE SALE

ROYAL BRUNEI
AIRLINES

London
RETURN ECONOMY CLASS
FROM **\$1,020***

*Inclusive of taxes. Travel periods & conditions apply.

Fly to Ireland for \$997

INSIGHT Vacations is marking St Patrick's Day with an airfare offer of \$997 return to Ireland.

The deal involves flights with Etihad Airways and is available with a choice of 2017 tours across the Emerald Isle, as well as in Scotland and England.

Business class flights are also available for \$5,897.

Options include the eight-day Irish Elegance itinerary travelling from Dublin to Blarney, Killarney, the Ring of Kerry and Galway, or the 12-day Country Roads of Ireland which also visits Londonderry, Ballygally and Belfast in Northern Ireland.

The flight offer is available from SYD, MEL, BNE, PER and ADL, on sale until 24 Mar for travel 01 Mar to 31 Oct.

Air NZ LA border talks

AIR New Zealand is hoping to improve the immigration process for passengers transiting in Los Angeles, beginning talks with US transport and security officials.

Airline ceo Christopher Luxton met yesterday with officials including US secretary of transport Elaine Chao, with the aim of benefiting passengers on services to London via LAX.

"Air New Zealand is one of only a very few airlines that have an international transit in the United States," Luxton said.

"We think there's room for an improved process that would benefit customers without compromising security."



Window Seat

THERE was at least one very quick learner at yesterday's JITO Women for Women travel industry conference in Sydney.

After a morning of inspirational presentations where the women present were strongly encouraged to "lean in" and make the most of opportunities, one of the speakers invited questions from the audience.

The roving microphone ended up with one of the attendees, Marie Stoios, who had flown in from Melbourne to be there.

However rather than asking a question, Marie stole the show by doing a verbal job application in front of the 500-strong industry attendees, saying she was keen to obtain an entry-level role in travel.

The Travel Corporation ceo John Veitch made the most of the moment, immediately asking one of his team, Alycia Hummel, to make contact with Marie with a view to possibly offer her a role.

The trio are pictured below.



Garuda Indonesia

The Airline of Indonesia



Marketing and Media Executive - Australia / South West Pacific

The position is responsible for developing and implementing the marketing and communication strategies for the Australia / South West Pacific region. This includes development of National initiatives, the annual campaign calendar supporting preferred agreements and increasing brand awareness. The candidate should have at least three years experience in a Marketing or Communications position.

Click [here](#) for further details.

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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.

InterContinental Hotel Group (IHG) has appointed **Rajit Sukumaran** to the role of Chief Development Officer in the Asia, Middle East and Africa (AMEA) region. Sukumaran will head the development team and will lead IHG's growth strategy.

Mark Kobayashi has joined **The Peninsula Hotels** as Vice President of Marketing. Starting at the end of the month, Kobayashi has been part of Peninsula Hotels since 2006 and was previously Director of Marketing, for their Japan operations.

Marriott International and **Rajawali Group** have announced the appointment of **Michelle Caporicci** to the position of Managing Director. Caporicci will be overseeing two resorts within the group and a convention centre; The St. Regis Langkawi, The Westin Langkawi Resort and Spa and The Langkawi International Convention Centre (LIICC).

Monique Harmer has been appointed General Manager for **Pullman Cairns International & Novotel Oasis, Cairns**. Harmer had been with IHG since 2003.

airberlin will bring **Carsten Schaeffer** on board as Senior Vice President Commercial Strategy & Distribution. From 01 Apr, Schaeffer will be responsible for sales strategy and management at airberlin. Schaeffer will succeed Armin Bovensiepen, who is moving to Etihad Airways.

CIT Holidays has welcomed **Jacqui Shaw** as part-time Business Development Manager for WA & SA. Shaw had been in the same role for Travel Directors since July 2016, and will now look after both brands in those states.

Paul Morton has been appointed General Manager at **Novotel Surfers Paradise**. Morton commenced with AccorHotels in 2007 at the Sofitel Sydney Wentworth where he held a number of Front Office Management roles.

New Royal Silk Service

THAI Airways International has upgraded its inflight service to offer the "New Royal Silk Service" to Royal Silk Business class pax, to be based on individual pax requirements.

A strong emphasis on 'Thainess' with all day dining are the main talking points in the upgraded business class service.

Previously trialled on certain flights to Europe in Sep 2016, the new menu options include "Samrab Thai" or Thai set menus that reflect the county's cuisine.

The all-day dining menu is available on daytime and evening flights from Bangkok to Europe, and on day flights from Bangkok to Australia.

BNE facial tech trial

BRISBANE Airport has begun an Australian-first trial of facial recognition technology in partnership with SITA and Air New Zealand.

The new SITA Smart Path uses a biometrics process and allows passengers to present details at a self-service check-in kiosk.

Users can then complete the boarding process without the need to present a boarding pass, passport or travel documents.

Air New Zealand passengers are the first to participate in the trial, which will be expanded to other airlines in coming months.

Brisbane Airport says the trial is an opportunity to "shape the future of travel".

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QR's new Biz Suites revealed



QATAR Airways has unveiled its new Business class (above) with privacy doors and middle seats that convert into a double bed.

Announced at ITB Berlin, 'QSuite' claims to have the first-ever 'party of four' seating configuration plus the first-ever double bed available in Biz class.

The suite allows pax to stow away privacy panels, creating a four person private room that can be used to socialise, work and dine, while providing each pax with direct aisle access.

Qatar Airways Group chief executive Akbar Al Baker said, "This is truly Business Class as never seen before."

In addition to the existing 'dine on demand' service, the new Business class menu will now

offer a selection of snack 'sharing dishes' available throughout the flight, to allow a more 'social experience' for travellers.

A wake-up Express Breakfast will also be available for those who choose to sleep a little longer by making the most of the 'Do Not Disturb' option available on the door of their private suite.

QSuite will be built by seatmaker B/E Aerospace, and will roll out on a factory fresh Boeing 777-300ER in Jun on the Doha- London Heathrow route.

QR will also put the QSuite on its brand new Airbus A350-1000 and will be retrofitted on existing Boeing 777s, while a modified version will appear on Boeing 787 and Airbus A380 aircraft.

CLICK HERE for more photos.

No Vacancy sold

NATIONAL Media has acquired respected travel industry events, No Vacancy and TRAVELtech from founder Martin Kelly, who also publishes TravelTrends.biz.

Managing director of National Media Mark Harvey said both events offered an "exceptional platform for expansion with strong industry recognition and credibility".

No Vacancy LIVE will be held over two days at ICC Sydney on 24 & 25 Oct, while TRAVELTech is scheduled to return in Q2 2018.

Six new Design Hotels

DESIGN Hotels has added six new member properties to its collection of hotels.

Sir Adam in Amsterdam joins the list, along with Provocatour in Berlin's Charlottenburg district and Altis Belém Hotel & Spa (Lisbon, Portugal).

Outside of Europe, The Robey in Chicago, The Warehouse Hotel (Singapore) and GLAD Live Gangnam (Seoul) are the other three hotels added to its portfolio. The new hotels join an existing portfolio of over 290

THERE are likely to be a lot of positive attitudes, new ideas and opportunities grabbed across the Australian travel and tourism sector today, if feedback from the over 500 delegates at yesterday's JITO Women for Women conference is any indication.

The participants enjoyed a day of inspirational presentations from their peers, with female leaders from across the industry describing their personal journeys and giving tips about how to make the most of life in travel.

The final speaker was Turia Pitt, athlete and burns survivor, with attendees enraptured by her story of optimism and recovery after she was caught in a bushfire five years ago.

The event wrapped up with networking drinks, and



WOMEN for Women convenor Helene Taylor from JITO being thanked by key presenters at the event, Alex O'Connor of Insight Vacations; CWT ceo Lisa Akeroyd; Travelport md Kaylene Shuttlewood; Penny Spencer of Spencer Travel; Carnival Cruise Line's Jennifer Vandekreeke; Laura Ruffles of Corporate Travel Management; Contiki Australia md Katrina Barry and Lynne Clarke, MSC Cruises.

feedback from delegates was overwhelmingly positive.

Organiser Helene Taylor from JITO told **TD** the success of the event meant plans were already under way for an even bigger Women for Women in 2018.

These pics were taken during the day, with lots more online at facebook.com/traveldaily.



AFTA ceo Jayson Westbury chats with Turia Pitt.



TRAVELPORT out in force.



THE Silversea Cruises team.



LISA Maroun, *travelBulletin*, with Satu Raunola.



SOME of the Globus contingent at the conference.



LYNNE Clarke of MSC with a smiling Rachael Harding, Trafalgar.





THE NZ Focus Group was launched this week at The Hills District in Sydney and in Adelaide.

Retail consultants attended and New Zealand specialist travel brands hosted the event.

There was a NZ Focus SA Lawn Bowls Event held in Adelaide with suppliers and agents.

At the Sydney event there were prize giveaways including a two-night Princess Cruise ex Sydney and return Economy airfares to Auckland and two nights' accommodation with breakfast

courtesy of Air New Zealand and KUPU Tourism.

NZ Focus Group are part of Tourism Focus Group, which includes the established OZ Focus.

To see further events, check out ozfocus.org

Sleep Inn debuts

CHOICE Hotels International has unveiled its first Sleep Inn hotel in Ohio, just nine months after the concept was announced.

The Sleep Inn and Suites is a leader in mid-scale lodging segment, appealing to travellers and developers for its efficiency to build an operate.

Choice Hotels signed has 51 new Sleep Inn agreements in 2016, and is slated to expand to over 100 locations.

To find out more, [CLICK HERE](#).

Snowfactory delivery

IT MAY only be nine days into Autumn but the Victorian Highlands is already excited for the upcoming snow season, with Mt Buller announcing it has taken delivery of the new TechnoAlpin SF220 Snowfactory.

The \$1.6 million addition to the ski area will mean guests can now enjoy early season skiing and snowboarding from the beginning of the season.

It's capable of generating up to 220 cubic metres of snow daily, at up to 15°C.

The Snowfactory was shipped from TechnoAlpin in Italy in Jan and is the first of its kind in Aus.

IAG LCC ex Barcelona

INTERNATIONAL Airline Group has confirmed it will operate a new low-cost long-haul carrier from Barcelona's El Prat Airport.

The un-named carrier is expected to launch around Jun with two Airbus A330 aircraft.

IAG ceo Willie Walsh described the strategy as "a market segment that will see significant growth and we believe we can operate in the segment and generate financial returns and targets for...airlines in the group."

The group is considering long-haul destinations such as Los Angeles, San Francisco and Tokyo, *China Aviation Daily* reports.

Topdeck \$249 to Asia

TOPDECK and Malaysia Airlines are offering customers return flights for \$249 to a range of destinations including Tokyo, Osaka, Bangkok and Bali.

Nine trips are included in the sale and the deal ends 29 Mar.

Scoot drops Jaipur

SCOOT will shelve its Singapore-Jaipur route from 24 Mar, a route it launched in Oct and currently operates on a thrice weekly basis.

Sister-carrier, Tigerair is set to commence the route on a four weekly basis starting 26 Mar, agents GDS displays indicate.

New Longships

SCANDANAVIAN based Viking Cruises has announced today two new river cruise ships *Viking Hild* and *Viking Herja*, amounting to a total fleet number of 64.

The ship will accommodate 190 guests in 95 staterooms in a patented layout, allowing for two explorer suites.

The vessel has an abundance of space and natural light, as well as sustainability upgrades like organic herb gardens, energy efficient hybrid engines and onboard solar panels.

For additional information, visit vikingcruises.com

Collette St Pats deal

GUESTS can enjoy savings of up to \$250pp on select Collette tours to the Emerald Isle.

This includes packages such as Shades of Ireland starting at \$2,079pp and Exploring Scotland and Ireland from \$3,379pp.

Book before 30 Apr to save.

Visit gocollette.com for full terms and conditions.

CCC Fiji free cruise

AGENTS who book clients on Captain Cook Cruises Fiji's three-, four-, seven- or 11-night cruises on *MV Reef Endeavour* can score a free night per adult booked.

Partners can come too if a minimum six nights are booked.

The offer is valid on 'Three Nights Free Sail' with savings up to \$1,495 per person twin share, on sale until 31 Mar.

Travel consultants can travel up until 31 Mar 2019.

Find out more [HERE](#).

Win flights to Europe with the Lufthansa Group

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

Terms & conditions

Q7. Which four Asia gateways can be used with all Lufthansa Group Mixed Economy-Business class fares?



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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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ALBATROSS LAUNCH 2017/18 FESTIVE TOUR BROCHURE

Albatross Tours have just released their 2017/18 European Christmas, New Year and Winter Wonderland Tours brochure, with tour prices lower than 2016.

With a massive 28 unique festive tours on offer, each and every tour has been designed to bring alive the nostalgia, joy and romance of the Festive Season. New for 2017/18 are 8 superb European festive tours including an innovative range of 'Winter Wonderland' tours.



Albatross Tours Managing Director and Tour Designer, Euan Landsborough, said "I'm really elated with the release of our new range of Festive tours, in particular our Winter Wonderland programme, it is truly ground-breaking. We have taken the highly successful formula of our exciting Christmas tours and applied it to develop a completely new series of special, first class alpine adventures that depart in late January and February".

Keep an eye out for the new Albatross Tours Festive & Winter Wonderland tours brochure being delivered by TIFs over the next week. Or order your copy by calling 1300 135 015 or visiting www.albatrosstours.com.au.

WIN A EUROPEAN FESTIVE TOUR!

For travel agents, Albatross Tours are offering an amazing opportunity to WIN a magical Pre-Christmas Market tour for 2, valued at up to \$8,500 with one entry per passenger booked before 31 July 2017.

Full competition details are available at albatrosstours.com.au/agent-competition.



NEW DEPARTURES FOR ALBATROSS

Due to popular demand, Albatross Tours have launched 3 new departures for 2017.

- *'Magnifico' Spain & Portugal* - 18th May and 12th September
- *Northern Spain & the Pyrenees* - 12th September



Message from 'The Mo'

Our hotels have memories

A long time ago I used to work (and play hard!) in the European Alps throughout the winter season. I lived in those charming villages and towns, and just adored the ambience, relaxing in the age old, wooden bars and hotels. Hotels which have 'memories' of their own. George Bernard Shaw once said, "I dislike feeling at home when I am abroad." Mr Shaw was so right and that is why we purposefully avoid those large, impersonal, chain hotels cloned around the world.

Would you rather return home telling tales of having woken on Christmas morning in an 800 year old Coaching Inn nestled in the Alps? Or, would you prefer to stay in a standard, modern glass and concrete hotel 'block'? I think you would choose the ones with memories!

Euan Landsborough, 'The Mo'
Managing Director & Tour Designer





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Are you a talented Digital Marketer in the Travel industry looking to further your career? This role will see you sitting on the senior marketing team within this successful travel business. You will be responsible for the marketing and promotion of the client across all digital channels. Experience using Adwords is essential to be considered for this position. On offer is a great salary and career progression for the right candidate. Get in quick.

***NEW* JOIN AN INDUSTRY LEADER**

**AREA REVENUE MANAGER
ADELAIDE - \$109K PKG + BENEFITS**

Take your career to the next level and join this industry leader as Area Rev. Mgr. Working closely with the GM's, Sales & Marketing teams to implement revenue management processes, forecasting, channel management, budgeting, competitor analysis & management reporting to achieve revenue goals. Great salary package on offer. Previous experience in a similar role a must along with strong communication & organisational skills.

****NEW ROLE****

**CORPORATE ACCOUNT MANAGER - NATIONAL
SYDNEY - STRONG SALARY**

As a Corporate Account Manager you will be responsible for a portfolio of clients and their travel programs. Build relationships with the objective of identifying opportunities to grow revenues, increase margins and ultimately retain the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication, presentation & negotiation skills to deal with people at all levels up to executives.

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.

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.

LEAD & DEVELOP

**TEAM LEADER
GOLD COAST - PACKAGE \$ DOE**

A successful team leader can lead by example & knows the secrets to motivating staff to reach targets. Our client is looking for a talented team leader to join them. You will be a hands on manager whilst overseeing the day to day operations of a team of consultants, coaching & mentoring, handling escalated issues & other management tasks as required. Team Leader experience required. Salary package dependent on experience.

MOVE YOUR SALES CAREER FORWARD

**BUSINESS DEVELOPMENT MANAGER - VARIOUS ROLES
SYDNEY - \$95K BASE + GENEROUS COMMS**

Create a valued impression when you join these outstanding corporate travel companies. You will have experience in sourcing & 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 these organisations, 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!

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.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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Unique Experiences

Dig a little deeper into Alberta and you'll find a wealth of adventure, fascinating history & plenty of surprises along the way.

LUXURY ACCOMODATION

Fairmont Hotels and Resorts
Spoil yourself and stay at the closest thing to a fairy-tale castle. Available in Banff, Lake Louise, Jasper, Edmonton and Calgary.

Post Hotel, Lake Louise
A hidden oasis offering suites, cabins, family lodging and the iconic Watson House.

The Rimrock Resort Hotel, Banff
Located on Sulphur Mountain, this hotel offers some of the most amazing views and Eden restaurant, which is one of only five AAA 5-Diamond Restaurants in Canada.

URBAN BOUTIQUE HOTELS

Edmonton: Union Bank Inn, Matrix Hotel, Mettera Hotel On Whyte
Calgary: Kensington Riverside Inn, Hotel Elan, Le Germain, Hotel Arts, Azuridge Estate Hotel

UNIQUE ACCOMMODATION

Mountain Lodges & Cabins: As simple or as luxurious as you like. Get away from it all in a cabin with no television or phone, or spoil yourself in a sumptuous lodge with fine linens, soaker tubs and gourmet dining.

LUXURY EXPERIENCES

- Heli Tours
- Heli-hiking in summer, heli-snowshoeing in winter
- Dog Sledding
- Food, Shopping, Relaxation
- Rail with Rocky Mountaineer or VIA Rail

OUTDOOR ADVENTURES

- Rock Climbing/Via Ferratta/Ice Climbing
- Horseback Riding
- Whitewater Rafting
- Canoeing/Kayaking
- Mountain Biking
- Guided Hikes
- Camping

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.