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# Travel Daily

First with the news

Monday 13th March 2017



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## Record NTIA nominations

THE National Travel Industry Awards look set to be bigger and better than ever in 2017, with more than 1,000 nominations received across the 38 categories this year (TD breaking news).

"The calibre of nominees grows each year, and AFTA encourages industry to get behind their nominated travel agent or supplier and give them the support they need as they

proceed through to the rigorous process of voting and judging," said AFTA's Jo Tralaggan today.

Intriguingly, the listings this year include a mysteriously unnamed 'Category 8' which simply teases as a "new category coming 2018".

Voting for the 2017 NTIAs commences tomorrow at 9am AEST and is open until 5pm on 31 Mar, with finalists to be announced on Thu 04 May prior to the judging period - see the full list of nominees at [afta.com.au](http://afta.com.au).

### Collette Europe sale

COLLETTE is offering savings of \$500 per person on bookings for its new 2018 Europe program confirmed before 30 Apr.

Standard features of the 80-plus itineraries include Collette Chauffeur transfers and all land-based tipping - for details see the last page of today's *Travel Daily*.

### Taiwan withdrawal

THE International Air Services Commission has issued two decisions revoking existing Qantas capacity allocations of 3,381 weekly seats on the Taiwan route, at the carrier's request.

### QF Tokyo incentive

CONSOLIDATED Travel and Qantas are offering agents the opportunity to win one place on a Tokyo famil, with bookings made 01-31 Mar to Tokyo, Singapore, Hong Kong or Beijing eligible for entry - see page ten for details.

### Today's issue of TD

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

- Consolidated/QF promo
- AA Appointments jobs
- Collette



Vietnam Airlines

SYDNEY - LONDON

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\*Net fares exclude taxes, fees and surcharges

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# Travel Daily

First with the news

Monday 13th March 2017

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### Germany update

**DFAT** has updated its travel advice for Germany, urging Australian travellers to “remain vigilant in public places, including in shopping malls”.

The advice remains at the lowest ‘exercise normal safety precautions’ level.

## BA business class boost

**BRITISH Airways** has confirmed the introduction of ‘Club Europe’ business class product on all of its domestic routes within the UK, including flights from London to Manchester, Glasgow, Edinburgh, Belfast and Inverness.

Until now the UK domestic routes were the only part of BA’s network where business class was not available, with seats in the new separate cabin including

a larger luggage allowance, dedicated cabin crew and “enhanced complimentary food and drinks”.

Club Europe travellers will receive more loyalty and status credits, while BA’s domestic economy class is being rebranded as Euro Traveller.

Club Europe seats can now be booked on BA’s domestic routes, with the new product to roll out effective 01 Apr 2017.

The launch coincides with the debut of low-cost Flybe flights on Scottish routes to Heathrow - the first time BA has faced domestic direct competition since the withdrawal of Virgin’s Little Red about 18 months ago.

BA said “we know many of our customers who connect between our short haul and long haul services prefer to travel in business class, and we want to be able to offer them a consistent experience throughout their journey”.

### Trafalgar St Paddy’s

**TRAFALGAR** is offering St Patrick’s Day savings of 12% on selected departures for its most popular Ireland guided holidays.

The deals are on sale from 13-19 Mar and are combinable with Trafalgar’s 5% past guest discount and \$500 off flights per couple.



## BENCH AFRICA



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f t You Tube

### Silversea Ambassador

**SILVERSEA Cruises** has announced a new Ambassador Program which aims to reward and recognise retail agencies and homeworkers committed to growing their Silversea business.

The program includes exclusive staff events, client nights and marketing dollars, with the top annual consultant to win a Relais & Chateaux gift voucher - more on [salesap@silversea.com](mailto:salesap@silversea.com).

**inPlace RECRUITMENT** Hot Sydney Jobs!

**Retail Travel Consultant**  
Established agency - Eastern Suburbs, focusing on customer service. Due to business growth an experienced consultant with or without their own client base is needed. Salary neg.  
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Susan

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Varied role with a mix of digital marketing, sales & consulting for Nth American Wholesaler. Must have marketing & sales exp with in-depth knowledge of Nth America. Fr \$70K  
*Contact Ben*




Ben

02 9278 5100  
For more jobs click here!

## California STAR Search

Visit California is searching for agents who will be the faces of their new digital training platform, California STAR. A video competition has been launched and agents are invited to submit a 15 second video with their STAR tips about travel to California.

For contest details: [star.visitcalifornia.com/au](http://star.visitcalifornia.com/au)



**CALIFORNIA STAR**

## Who wants to be a Velocity Points millionaire?

Book any Virgin Australia domestic flight between 15 February and 2 April 2017 for travel until 12 April 2017 for the opportunity to **WIN 1 million Velocity Points**. Plus there are weekly prizes up for grabs!

**WIN 1 MILLION VELOCITY POINTS PLUS WEEKLY PRIZES\***

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\*Terms and conditions apply. Promotion period ends 2 April 2017.





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# Travel Daily

First with the news

Monday 13th March 2017

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## UK now a budget option

**FLIGHT** Centre head Graham Turner has declared the UK a “budget holiday destination” for Australian travellers, with record low airfares and the weak pound combining to create the best value “in living memory”.

The managing director of the Flight Centre Travel Group says holidaymakers are pocketing savings equal to the cost of their flights thanks to unprecedented discounting, and predicts Europe will have “a busy year”.

“Twelve months ago, our cheapest return fare from Sydney to London cost \$1,324,” he said.

“Today, it’s almost 25% cheaper at \$1009.”

The slide in the value of the British pound since last year’s Brexit referendum had also resulted in big savings.

“At current exchange rates, a traveller taking £5,000 in spending money only needs to exchange \$8,065, compared to \$9,490 this

time last year,” Turner said.

Cheapest fares from Sydney to Paris or Rome had at times fallen below \$1000, he said, and Flight Centre had this week offered one-way flights from Perth to Athens with Scoot from \$339.

While Turner forecast Europe would have a good year, he said “it’s impossible to predict how long the good times will last.”

## APT celebration ends

**APT’s** Celebration Sale will end on Wed, though select river cruise departures are still available.

The eight-day Bordeaux return cruise is available from \$5,545 per person twin share and guests can still receive international return flights and a cabin upgrade on one of APT’s Aria river ships if booked by 15 Mar.

The sale marks the 90th anniversary of APT’s birth as a bus company in suburban Melbourne.

## Ramada Vila opens

**THE** Wyndham Hotel Group has opened its first property in Vanuatu, the new Ramada Resort Port Vila.

The \$30 million resort has made its debut three weeks ahead of schedule and offers 80 rooms beside the cliffs of Erakor Lagoon.

It features studio rooms, junior suites and two-bedroom suites, all with balconies and views of the lagoon.

To mark its launch, the resort is offering discounts of 30% or more on bookings of three nights or longer, until 31 Mar.

## CX dine on-demand

**CATHAY** Pacific will trial a “dine-on-demand” scheme on its long-haul flights, allowing pax to eat whenever they elect.

The scheme will be rolled out on Cathay’s flights from Hong Kong to London and Chicago in May and Jun, the *South China Morning Post* reports.



## Window Seat

**A 66-YEAR-OLD** passenger on board Hawaiian Airlines has gotten feisty with an employee...over being charged for a blanket.

*CNN* reports the man claimed the cabin was chilly and that he shouldn’t have to pay \$12.

During an in-flight call with an airline representative, the man said he would “like to take someone behind the woodshed for this”, according to police officer Rob Pedregon.

The captain diverted the Honolulu-bound flight to Los Angeles where the unruly passenger was met by police officers and FBI agents.

Four hours later the plane was back in the sky, while the shamed passenger boarded a flight the following day.

Celebrity X Cruises

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# EDGE

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THE REVOLUTION BEGINS 14 MARCH 2017



## Rattler gets back on the rails



**THE** Queensland Government has allocated a \$4 million grant towards the historic Mary Valley 'Rattler', to get her back on the rails, after services were stopped in 2012.

The grant is aimed to put the Sunshine Coast's tourist attraction back on the map.

The 40km journey begins in Gympie, crossing the Mary River and passing through the country

villages of Dagon, Amamoor and Kandanga to Imbil.

Gympie Regional Council mayor Mick Curran said "In the immortal word of Johnny Cash 'I hear the train a coming' and it's a sweet sound...We have been working closely with the Queensland Government and the Rattler Rail Company Board."

The railway line and Gympie station date back to before 1880.



Nearly 2,000 suites and villas—bringing you the pinnacle of luxury and exclusivity.

## Travelmarvel on TV

**TRAVELMARVEL** launched its latest Europe TV campaign on the weekend, across Channels 7, 9, 10 and their affiliates.

The 2018 European River Cruise showcased a 15-day *European Gems* cruise from Budapest to Amsterdam from \$4,955 ppts.

Travelmarvel executive gm David Cox said "The 15 and 30 second advertisements...are extremely effective for building awareness of our touring program and prompting potential guests who may be considering a trip to take the next step."

## Uniglobe Amadeus

**UNIGLOBE** has signed a long-term Global Marketing Agreement with Amadeus.

The company has declared Amadeus as the preferred distribution and technology partner for its global network of corporate travel agencies.

## STR Melb report

**STR's** preliminary Feb 2017 data for Melbourne, Australia indicated significant occupancy growth of 87.5% on the previous year, making it near the highest for a Feb on record in market.

Other comparisons were made including supply which showed a growth of 2.8%.

Actual Feb 2017 results will be released later this month and the Feb edition of STR's Market Forecast is now available.

## Adriatic 2-for-1

**TEMPO** Holidays has announced its two-for-one deal for Croatia cruising, onboard *K210ZD Adriatic Cruise*.

A transfer from Split to Zadar to join the cruise is included.

Prices start at \$1,140pp and travel must be taken on 27 May or 10 Jun.

Book before 31 Mar.

Visit Tempo Holidays Australia **HERE** for a full product range.



A Rare Opportunity to join a leading Consortium of Cruise Specialist Travel Agencies.

### CHIEF EXECUTIVE OFFICER, CRUISECO

A Chief Executive Officer role has arisen with Cruiseeco upon the retirement of our current CEO. Based in Sydney, Cruiseeco distributes nearly 60 cruise brands to our 300 member agencies in Australia, New Zealand and the UK. The CEO will drive the continued development of the Cruiseeco brand while leading a team of 70.

The successful applicant must have senior overall management experience in a travel organisation including proven commercial acumen, the ability to develop creative product initiatives and the capability to drive a performance culture.

**To apply, please send a cover letter and CV to Steve Lloyd at [stewel@cruiseeco.com.au](mailto:stewel@cruiseeco.com.au). Applications close Friday, 17th of March.**



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

**CLICK HERE** to read *travelBulletin*



## Perth Meeting Place

**PERTH** will host the 2017 Australian Tourism Export Council (ATEC) Meeting Place event.

The event will run from 20-23 Nov at the Crown Perth & Hyatt Regency Perth.

Meeting Place brings more than 400 export tourism leaders together to build connections, discuss growth and opportunities to develop.

## A&K head of product

**LUXURY** travel company Abercrombie & Kent has appointed Alastair Scott to the role of head of product strategy.

A senior travel industry professional, Scott has 25 years' experience in the industry predominantly in supply chain and operational management, most recently with Insider Journeys where he spent a total of 14 years.

Scott said that he was delighted to be joining the company.

## Air safety improves

**THE** International Air Transport Association (IATA) released data for the 2016 safety performance of the commercial airline industry.

The all accident rate (measured in accidents per 1m flights) was 1.61, down from 1.79 in 2015.

The Asia Pacific region recorded 0.38 jet hull losses for every 1m flights, which was an improvement of 0.42 in 2015.

IATA said 3.8b travellers flew safely on 40.4m flights, with accidents declining versus the five-year average.

## Banff film festival

**WORLD** Expeditions is presenting the Banff Mountain Film Festival World Tour in Australia from Apr to Jun 2017.

The festival will show the highs and lows through the lens of climbers, paddlers, skiers, mountaineers, mountain bikers and adventure filmmakers.

**CLICK HERE** for more details.

## Honour for Cook's Fiji pioneer



**CAPTAIN** Cook Cruises Fiji's marine advisor and Fiji business partner, Commander Semi Koroilavesau, (**pictured** above) has won the Visionary Award for his work in helping to create "amazing experiences" at the ANZ Fiji Excellence in Tourism Awards held recently in Fiji.

Koroilavesau created the Fiji

company in 1993, before the current owners bought into the business in 1996.

He was responsible for developing and researching all Captain Cook Cruises Fiji's itineraries, as well as negotiating and working with village communities to put together unique itineraries in remote Fiji.

# Share more of EUROPE FOR LESS

Book special companion fares to over 35 destinations in Europe and the UK. Offer available for up to 9 people booking and flying together.\* Offer ends 21 March 2017.

DESTINATION	ECONOMY CLASS RETURN FROM* (AUD) PER PERSON	BUSINESS CLASS RETURN FROM* (AUD) PER PERSON
Copenhagen	\$1,379*	\$6,789*
Amsterdam	\$1,379*	\$6,789*
Madrid	\$1,389*	\$6,789*
Zagreb	\$1,389**	\$6,799**
Rome	\$1,409*	\$6,809*
Paris	\$1,429*	\$6,889*
Dublin	\$1,469*	\$6,969*
Stockholm	\$1,469*	\$6,979*

emiratesagents.com/au



Hello Tomorrow



\*Advertised fares are for return Business Class and Economy Class travel departing from Perth and are correct as of 3 March 2017, subject to currency fluctuation. Offer ends 21 March 2017. Fares require a minimum of 2 and a maximum of 9 people travelling together on all flights. Fares are for travel between: 9 to 28 March 2017, 25 September and 30 November 2017 and 14 January and 5 February 2018. Higher levels apply for other travel periods and departure cities. Advertised airfares are for return travel from Sunday through to Thursday. Flight restrictions apply and fares are subject to availability. Amendment and cancellation fees apply. Further terms and conditions apply. For full terms and conditions, please see your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Offer subject to change. \*\*Services to Zagreb commence 1 June 2017.

## Reef's 'fantastic' state

**TOURISM** Whitsundays has moved to dispel concerns over coral bleaching and the state of the Great Barrier Reef.

CEO Craig Turner said while there are bleaching events happening across the reef, the effects of bleaching within the Whitsundays were minimal.

"We recognise that there are areas of the reef that are experiencing bleaching events at the moment, however, the reef is over 2,300kms long and there are varying degrees of effect."

After recent aerial surveys between Townsville & Cairns, a Great Barrier Reef Marine Park Authority statement said mass coral bleaching was occurring on the reef for the second consecutive year.

## Qatar plans for India

**QATAR** Airways has confirmed plans to launch a fully owned domestic airline based in India.

If given the green light, it will be the first fully foreign owned local carrier in the country since Indian Prime Minister Narendra Modi opened up the sector to foreign investment in Jun.

The plan is key for Qatar's plans of challenging the aggressive expansion of rivals Emirates and Etihad, which owns 24% in Indian airline Jet Airways.

India is the fastest growing aviation market in the world, and QR may add as many as 100 narrow body aircraft into the new airline if given the go-ahead.

The announcement was made at ITB Berlin.

## Necker for Easter

**GOT** a truck load of spare cash hanging around the house and looking for something to do over the Easter Weekend?

Richard Branson's Necker Island in the British Virgin Islands is offering exclusive stays for three, five and seven nights between 15-22 Apr.

Prices start from US\$80,000 (AU\$106,000) per night and include all meals and drinks and a team of over a 100 staff.

The resort also has availability throughout the year.

## Lake Eyre touring

**KIRKHOPE** Aviation is kicking off its Lake Eyre tours on 25 Mar. Lake Eyre hosts over 5m birds in the summer and during the winter it is one of the driest places in Australia.

Kirkhope offers a range of two- to four-day air tours over the region, with only two places remaining for its first tour.

Prices start from \$3,295pp.

**CLICK HERE** for more info.

## Epic Whistler pass

**PERISHER** is offering its Epic Australia Pass which also gives access to ski resorts in North America for the 2017/18 season.

On top of unlimited access to Perisher, the pass can be used at the Keystone, Park City and Lake Tahoe resorts between Nov 2017 and Apr 2018.

It also allows 10 days combined at Whistler Blackcomb, Vail & Beaver Creek, priced from \$799pp.



# Destination NSW

Your Opportunity to Join Australia's Leading State Tourism & Events Organisation

## Regional Tourism Development Manager

- Six Full Time roles (to cover each Destination Network)
- Sydney CBD – The Rocks
- Total Remuneration Package Grade 9/10 (\$112k - \$124k)

### About the Organisation

Destination NSW is a Public Service Executive Agency with responsibility for developing and implementing strategies to grow the visitor economy. Our key focus is on driving tourism to NSW and acquiring and developing major sporting and cultural events.

For more information about Destination NSW please visit their website at [www.destinationnsw.com.au](http://www.destinationnsw.com.au)

### About The Role

The Regional Tourism Development Managers (RTD Managers) are the interface between Destination NSW and the Destination Networks and their local industry. The RTD Managers are the tourism development and marketing 'expert' for their designated Destination Network region and are responsible for managing Destination NSW's efforts in relation to the development and delivery of a range of programs to assist regional stakeholders, particularly their Destination Network.

The Destination Networks are:

1. Riverina Murray
2. Country and Outback
3. North Coast
4. Southern NSW
5. Sydney Surrounds North
6. Sydney Surrounds South

Specifically, the roles are responsible for:

- Providing input where applicable into the development, evaluation and implementation of applications to DNSW's Regional Tourism Fund where applicable.
- Acquiring a thorough understanding of the assigned Destination Network region in terms of visitor profile; key tourism products, experiences and destinations; stakeholder issues and promotional opportunities.
- Developing and maintaining positive relationships with key stakeholders.
- Providing information to regional stakeholders on Destination NSW partnership programs and provide feedback and market intelligence from the Destination Network zone, to inform Destination NSW marketing activities and promotional opportunities.

### Applying for the Role:

Applicants should identify which RTD Manager role/s they wish to apply for (separate applications for each Destination Network is not required). Also please respond to the following two targeted questions in a covering letter [maximum two pages] as well as supplying an updated copy of your resume [maximum five pages] with relevant skills and experience and identifying how these relate to the capabilities of the role.

1. Outline your destination management experience, including specific responsibilities relating to tourism stakeholder management, destination development and marketing.
2. Provide an overview of your experience in building productive and positive relationships with external stakeholders. Where relevant, include details on how you achieved collaboration across these stakeholder groups in delivering projects, marketing plans or other promotional activities.

Part of the assessment process may include additional online capability testing, skills testing or work samples. For more information regarding capability based assessment techniques, please read the article below:

[Capability Based Assessments](#)

**Closing date:** 17 March 2017 at 5.00pm

**Enquiries:** James Nakkan E: [James.Nakkan@dnsw.com.au](mailto:James.Nakkan@dnsw.com.au)

Applications must be lodged electronically via the [I Work For NSW](#) website. Applications submitted via email will not be accepted.

## Win tickets to the Socceroos vs UAE

Abu Dhabi Tourism and Culture Authority has just released

the inaugural edition of Explore Abu Dhabi, a 36 page magazine that

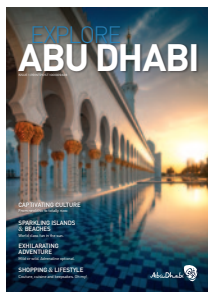
covers everything you need to know for planning a holiday to Abu Dhabi.

To celebrate, they're giving away three pairs of tickets to the World Cup qualifier between Australia and UAE on 28 March 2017.

To enter, simply take a look at the digital version of the **GUIDE HERE** and tell us, in 25 words or less, which of the "Top 10 Things To Do in Abu Dhabi" you'd like to experience and why.

Send your answers to

[abudhabi@traveldaily.com.au](mailto:abudhabi@traveldaily.com.au)





## States challenge ban

**NEW** York, Washington, Oregon and Massachusetts have joined Hawaii in challenging President Donald Trump's revised travel ban set to be introduced on 16 Mar (TD 07 Mar).

BBC News is reporting lawyers for those states say their original complaint applies to the revised order & are pursuing their cases.

New York Attorney General Eric Schneiderman called it "a Muslim Ban by another name, imposing policies and protocols that once again violate the Equal Protection Clause & Establishment Clause of the US Constitution".

## Dengue in Sri Lanka

**THE** UK Foreign Office is warning travellers that almost 20,000 suspected cases of dengue fever have been reported in Sri Lanka since Jan.

Visitors should take steps to avoid being bitten by mosquitoes to prevent spread of the disease.

## Records at LHR, LGA

**LONDON'S** two largest airports, Heathrow and Gatwick have both recorded the busiest-ever Feb.

Three million pax travelled through Gatwick last month, up 9.9% on 2016 while long-haul routes boomed 20.3% on the prior corresponding period.

North Atlantic routes carried the long-haul growth, up +53.1% on this time last year.

Heathrow eclipsed Gatwick in passenger numbers, with 5.27m passing through during the month, up 5.5% on Feb 2016 when numbers were adjusted to remove last year's leap day.

## CCL Fun Shops in Aus

**CARNIVAL** Cruise Line has introduced its Fun Shops program to local waters, allowing guests to pre-purchase gifts before their cruise departs.

Available on *Carnival Spirit* and *Carnival Legend* cruises from Australia, gifts include flowers, balloons and decorations, sparkling wine, cheese platters, fruit hampers, chocolate cake and chocolate-covered strawberries.

Carnival's Aussie guests can also now pre-order FunHub internet packages prior to departure.



# 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).



### Cox & Kings - Compass Magazine 2017

Cox and Kings has done away with the traditional brochure and moved towards a magazine style for its 2017 release. This publication is rich in content, tips and advice for travellers and is focused on worldwide destinations. It links features on a destination with available touring and independent itineraries and zones in on the Northern Lights, the top Greek islands, Japan and more with the aim to inspire clients and encourage them to explore further.



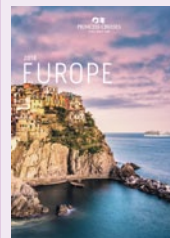
### Omniche Holidays - Exotic South Pacific 2017

The latest brochure from Omniche Holidays highlights the best of Norfolk Island, Fiji, Cook Islands, Lord Howe Island, Vanuatu, Samoa, Tahiti, New Caledonia, Niue, Tonga, Solomon Islands and Pitcairn Island. It is designed to be a reference tool for agents and their clients and showcases Omniche Holidays' expanding range of specialist destinations in the South Pacific.



### Helen Wong's Tours - India by Train 2017/18

Helen Wong's Tours Fascinating India by Train program for 2017 and 2018 focusses on the train, The Deccan Odyssey. Offering a 12-day journey, including eight days on the Odyssey, the trip ventures from Mumbai to Delhi, stopping in Vadodara, Udaipur, Jodhpur, Agra, Sawai Madhopur and Jaipur. Highlights include visiting the Taj Mahal, the pink city of Jaipur and a tiger safari at Ranthambore.



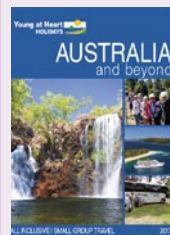
### Princess Cruises - Europe 2018

Princess Cruises' 2018 Europe brochure has packed in old favourites such as Rome, Barcelona and Paris, alongside destinations further north like Helsinki and St Petersburg. Voyages range from seven to 38 nights in length and feature the new Ocean Medallion Class. A range of land-based tours which can be combined with a cruise to extend a client's holiday are also included in the brochure.



### Natural Focus Safaris - South America 2017/18

Natural Focus Safaris' brochure has been given a makeover with a modular layout, making it much more user-friendly. Inside are a compilation of hotels, secluded wilderness lodges, boutique riverboats, luxury trains and upmarket yachts in cities from Mexico and Quito to Chile, along with destinations such as Cuba, the Galapagos Islands and Easter Island. Also showcased are cloud forests in Panama and Costa Rica, the icy glaciers of Patagonia and Antarctica, Colombian coffee plantations and the Ecuadorian Andes.



### Young at Heart Holidays - Australia & Beyond 2017

The Young at Heart Holidays 2017 brochure has been released, catering for the mature traveller in the 60-80+ age range. The small-group tours are at an easy pace, all inclusive and include home pick up from Melbourne Metro. Holiday options include special events, stayput holidays, touring holidays, New Zealand and cruising. Highlights include the five-day New Year's Eve in Inverlock, seven-day Airlie Beach and Hamilton Island and eight-day Tasmania's Historical Natural Wonders. Cruising options are on the Murray River, Great Barrier Reef and the Yasawa Islands from Fiji.

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family of brands

## 2x AREA SALES MANAGERS WANTED

- SA/NT Region 12 month Maternity Leave Contract
- VIC West Region Permanent Full Time (Vacancy due to internal transfer)

- ✓ Competitive salary package
- ✓ Company car and allowance to spend across our travel brands

The right candidate will be attuned to the needs of the retail leisure market and possess the following:

- ✓ Minimum 2 years of business development experience in retail, corporate or wholesale travel
- ✓ Excellent written, verbal and presentation skills
- ✓ An ability to build and nurture relationships
- ✓ Business Acumen with an ability to affect change
- ✓ Ability to work from Monday to Friday as well as evenings and weekends when required, also the ability to travel domestically and internationally

Backed by an established Sales Department you will receive the resources and support needed to succeed.

### COULD THIS BE YOU?

To apply, forward your CV & covering letter to [recruitment@globusfamily.com.au](mailto:recruitment@globusfamily.com.au) with the position title in the subject line by **Monday 27 March 2016**

## Luxperience NZ deal

**TOURISM** New Zealand has committed to be key partner of Luxperience for the sixth year.

Ahead of the event a select group of sellers will be hosted by TNZ and Air New Zealand for familiarisations in New Zealand.

Three five-day options will be on offer: Volcanoes, Hobbits and Lodges; A Bird's Eye View of the South Island, and Southern Explorer – Alps and Oceans.

Luxperience will run 17-20 Sep in Sydney, for more head to [luxperience.com.au](http://luxperience.com.au).

## Oceania's first Cuba

**OCEANIA** Cruises pulled into Sierra Maestra cruise terminal in Havana, Cuba for the first time last week, carrying 1,250 guests on *Marina*.

The inaugural 14-day sailing departed Miami on 07 Mar and will continue on to Mexico, Belize, Costa Rica, Panama Colombia, and the Cayman Islands.

## Field joins Thrifty

**EX-GENERAL** manager of global sales at Virgin Australia, Shirley Field, is now the head of sales at Thrifty Car Rental.

Field spent three years in her previous role at VA, prior to which she was commercial sales manager New Zealand and Pacific Islands for Qantas.

## Record visitors at ITB

**ITB** Berlin welcomed a record number of visitors to the annual event with 28,000 delegates.

With a delegate increase of 7.7%, the overall trade visitor numbers were at 109,000, which was down on 2015 due to strikes at Berlin's airport, ITB said.

Over the five days, more than 10,000 exhibiting companies from 184 countries and regions displayed their products and services on 1,092 stands.

Dr Christian Göke, ceo of Messe Berlin GmbH, said that even in uncertain times travellers were prepared to adapt to the new situation with their holidays.

The next ITB Berlin will take place from 07-11 Mar 2018.

## FRA passenger record

**MORE** than four million passengers passed through Frankfurt Airport in Feb, passing the previous Feb record set in 2016 by some 38,500 passengers (up 1.0%).

Subtracting the 2016 leap year, FRA said numbers would have seen faster growth of 4.9%.

FRA reported strong traffic performance to Ljubljana Airport (LJU), Slovenia, which achieved 15.4% growth, while travel to Lima in Peru grew by 5.9% compared to Feb 2016.

## New CBR airport bus

**FROM** Mon 20 Mar, travellers to and from Canberra Airport will be able to take public transport from the city to the airport via Transport Canberra's bus Route 11, seven days a week.

Currently Route 11 services the Brindabella Business Park and Fairbairn with an additional service (11a) to service the airport via Russell and return.

A single cash trip costs \$4.80.

## Gold Coast to WOW

**THE** inaugural Women of the World (WOW) event, celebrating the women of the Commonwealth will be held in Brisbane in 2018.

Forming part of the GC2018 arts and cultural program, the three-day event begins 31 Mar 2018 & is designed to connect, inspire and empower women and girls from around the Commonwealth.

WOW will be held at the Brisbane Powerhouse and will include workshops, markets, exhibitions, performances, film, concerts and more.

See [wowaustralia.com.au](http://wowaustralia.com.au).



### Experienced Cruise Travel Consultant

Are you an experienced travel consultant with a passion for cruises and a commitment to providing exceptional service to your clients?

We are a boutique luxury cruise-specialist travel agency in Sydney's lower north shore looking for a full-time travel consultant who loves cruising as much as we do to join the crew!

As a member of Cruisecco, Magellan & Virtuoso we focus on creating unique tailor-made itineraries for discerning travellers.

#### To be successful in this role, you must:

- be customer focused with fantastic customer service skills
- have at least 2 years international travel consulting experience
- be self-motivated and organised
- have a strong work ethic
- demonstrate high attention to detail
- have extensive personal travel experience
- possess strong GDS skills, ideally with Galileo Smartpoint & self-ticketing

#### In this role, you will:

- manage client files & itineraries from enquiry through to completion
- issue travel documentation
- be generously compensated
- work predominantly Monday to Friday business hours
- join a friendly and supportive team
- benefit from our large existing client base

If this sounds like you please send your resume and a cover letter (email only) to: **Andy Webber, Discovery Travel Centre,** email: [andy@discoverytravelcentre.com.au](mailto:andy@discoverytravelcentre.com.au)

**ROUND 3 WINNER**  
Congratulations  
**DALE WOOD**  
from *Travel Beyond Group*

Dale is the top point scorer for Round 3 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 LTFS 11-11991-ACT permit 17-11/02/2015

## 2017 NATIONAL TRAVEL INDUSTRY AWARDS

INTERNATIONAL CONVENTION CENTRE, SYDNEY - SATURDAY 22<sup>ND</sup> JULY 2017

**2017 NTIA NOMINEES REVEALED**  
**VOTING WILL OPEN 9AM TOMORROW**

**afta**  
**NATIONAL TRAVEL INDUSTRY AWARDS**

CLICK HERE TO VIEW



## Cirque agent prices

**CIRQUE** du Soleil is offering Australian and New Zealand retail agents a trip to Las Vegas to see the entertainment group live.

Between now and 17 May, agents will receive one point for every show ticket sold to Las Vegas-bound travellers, putting them in the running for a trip.

Participating preferred wholesale partners include House of Travel, Hoot Holidays, GO Holidays, Qantas Holidays, Viva Holidays and Infinity Holidays.

Canuckiwi (Cirque du Soleil's market representation firm) will also host two live online training webinars on 16 Mar and 29 Mar, showing agents how to better sell tickets to their clients.

## Pullman for AKL

**ACCORHOTELS'** Pullman brand will open a five-star hotel at Auckland Airport, having been selected to manage the property by Tainui Group Holdings.

The 250-room hotel will be next to the international terminal, beside the Novotel.

Construction will start by the end of the year and is scheduled to be completed by late 2019.

Auckland recorded 9.3 million international passengers in 2016, up by 10.4% from 2015.

## Opera House access

**SYDNEY** Opera House has launched its Access Program, hoping to improve visitation for those with mobility issues.

More than 70 events have been planned for 2017/18, including Dance workshops for all physical abilities and performances that are AUSLAN interpreted and autism-friendly.

## BA winners see Adele in style



**THE** winners of British Airways' Adele competition had a fantastic time at the singer's Sydney concert at ANZ Stadium on Sat.

The **TD** readers won tickets to an exclusive event hosted by BA in the Presidential Suite.

Travelling in style to the event, aboard a London No. 19 bus, the group was treated to Moët and Chandon champagne and listened to Adele along the way to get geared up for the big night ahead.



**Pictured, top,** are winners Lee Parkinson, Egencia; Monique Zaruba, FCBT; Sarah Hackett, DBT; Sarah Bush, The Travel Authority and Josie Hanney, Travelcall.

Lee Parkinson was over the moon to be one of the winners saying "I can't even speak, I'm that excited - I just absolutely love Adele, I nearly cried when I found out I won".

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

Q9. List two cities in USA (one East Coast and one West Coast) that are permitted with all Lufthansa Group Global Business Class fares.

*Terms & conditions*

**Lufthansa Group** **SWISS**

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**Part of Business Publishing Group.**

## Round 2 Winner

Congratulations

# TIFFANY BURGESS

from Uniworld

Tiffany is the top point scorer for Round 2 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.



# Hello Toyko.



Experience the hustle and bustle of Japan's cosmopolitan capital, with 1 of 5 places to be won on our exclusive Tokyo famil.

To win, simply book Qantas International flights (on 081 ticket stock) to Tokyo, Singapore, Hong Kong or Beijing between 1 – 31 March 2017. The top 5 agents with the highest sales will win a place on the famil.

Bonus  
weekly prize  
**\$500**  
**voucher**  
to the top performing  
agent in each state

Valid for tickets issued by Consolidated Travel or via Quikticket between 1-31 March 2017 on QF International itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The top five national agents who have the highest Qantas International ticketed sales with a minimum of \$30,000.00 and a minimum 20% growth during the campaign period, when compared to the previous year, will qualify for a place on the famil. One agency each week per state will also qualify for a weekly prize of \$500 for the most improved Qantas sales during the campaign period, when compared to the previous year. The prizes are open to all full time international selling agents only. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. The Grand prize includes one return economy class ticket for the winning agent from their nearest Qantas port to Tokyo with dates TBC. Three nights twin share accommodation, transfers, tours and some meals. All additional travel expenses, insurance, ancillary costs etc. are at the winners expense. Air tickets cannot be reissued and are non-transferable, and cannot accrue Qantas Points or be exchanged for cash and cannot be upgraded with Qantas Points. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 28 February 2017.







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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.

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**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 PACKAGE ON OFFER**

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.

**FARMERS WANTED**

**ACCOUNT MANAGERS  
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.

**ON THE ROAD AGAIN**

**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.

**TAKE THE LEAD**

**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  
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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!

**CALLING ALL HUNTERS**

**CORPORATE SALES MANAGER  
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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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