



# Travel Daily

First with the news

Thursday 18th May 2017



## Albatross giveaway

**AGENTS** booking any Albatross 2017/18 Pre-Christmas, Christmas, New Year or Winter Wonderland itinerary by 31 Jul have a chance to win a trip for two for themselves, valued at up to \$8,500 - for all the details, see **page nine**.

## Collette's Special Offer Collection Is OUT NOW



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## Helloworld means business

**HELLOWORLD** Business Travel has flagged an aggressive expansion push, with the network's head David Padman this morning unveiling plans to target members of other groups.

Speaking at the Helloworld Business Travel Summit on the Gold Coast (see **page 4** and **7**) he said the initiative follows a strong response from members re-signing with Helloworld.

Currently there are 72 agencies in Helloworld Business Travel and members representing 98% of the company's volume have re-contracted with the group.

"For too long we have been the feeding ground for these other buying groups in Australia.

"We're going to get on the front foot...we have a really big strong program to go out and secure other agents who are transacting through other networks right now," Padman promised.

He said Helloworld Business Travel was the "best home for independent TMCs in Australia," outlining the ongoing value proposition which addresses pain points for agencies like offering

a global presence through GlobalStar, securing major deals with suppliers such as Serko & Amex, and other advantages that cut the costs of doing business.

Helloworld Travel ceo Andrew Burnes also indicated plans for strong consumer promotion of the new Helloworld Business Travel brand.

Last year this kicked off with some major *Financial Review* print advertising but Helloworld pulled back as plans advanced for its brand refresh.

"We will support the Helloworld Business Travel brand nationally... to bring you business," he said, with the campaign including print, digital & website elements.

## ETG appoints cfo

**EXPRESS** Travel Group (ETG) has appointed a chief financial officer, with David Cincotta joining ETG after almost a decade with Flight Centre Travel Group.

He was most recently FCTG commercial leader for Vic/Tas/SA, and will be based in Express' Melbourne head office.

Cincotta will report to ceo Tom Manwaring, who said his trade experience with financial processes and strategies plus strong people and leadership skills "will benefit not only the ETG group of companies but importantly, interaction with our 700 plus agency members".

More appointments on **page 6**.

## APT Russia program

A **24-PAGE** Russia river cruising brochure has been released by APT for 2018, featuring a 12-night Russian Waterways journey from St Petersburg to Moscow aboard *MS Excellence Katharina*.

To view a copy, **CLICK HERE**.

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## Insight clarification

**DAVID** Farrar will assume the role of sales director for Luxury Gold, not director (**TD** yesterday), effective 03 Jul, as the brand continues to grow in awareness.

Farrar has been with Luxury Gold's sister-company Insight Vacations for more than a decade.



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## Virgin Samoa to conclude

**EXCLUSIVE**

**VIRGIN** Australia Group will end its 12 year joint venture with the Samoan Govt which will result in its off-shoot Virgin Samoa being wound up later this year.

The Australian airline has a 49% stake in Virgin Samoa, with the Samoan Govt holding an equal slice in the carrier, along with a private investor who holds a 2% share in the business.

It's understood Samoan PM Tuilaepa Sa'ilele Malielegaoi informed VA boss John Borghetti of the decision to terminate the joint venture by letter on Fri.

Virgin Samoa has one branded Boeing 737 jet, operated by Virgin Australia to Apia from Sydney (twice weekly), Brisbane (weekly) and Auckland (six weekly), but following "recent discussions" with the govt, the joint venture will not continue after 12 Nov.

A spokesperson for Virgin told **Travel Daily** it was currently working with the Samoan Govt to confirm exact timing for the end of Virgin Samoa services.

Existing flights are still planned to operate as scheduled.

"We are reviewing options to and from Samoa after the Virgin Samoa services conclude."

"We will provide an update on operations and timing in due course and any affected guests will be proactively contacted to discuss their travel options," the Virgin Australia Group spokesperson said.

**MEANWHILE**, Virgin issued a trading update (**TD** breaking news) confirming it continued to lose money in the third quarter.

VAH reported a statutory after-tax loss of \$69m for the three months to 31 Mar, citing currency fluctuations, subdued domestic trading conditions, fleet changes & Tigerair Australia's Bali withdrawal as factors for the result.

The ACCC also today granted authorisation to the fly-in fly-out alliance with Alliance Airlines, reversing an earlier interim decision knocking back the pact (**TD** 19 Dec).

## Dell takes ATMC chair

**ROB** Dell has been appointed as the new chairman of the Association of Travel Management Companies.

Dell is head of government and enterprise sales for Flight Centre corporate offshoot FCM Travel Solutions in Australia.

He takes over from former Carlson Wagonlit Travel md for Australia/NZ Lisa Akeroyd, who is relocating to London to take up a senior role with Regus.

She's only been ATMC chair since Jan, replacing former CTM executive, Craig Smith who is now Asia Pacific director of aviation for Anjuna Global (**TD** Mon).

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**BREAKAWAY**  
International Travel Industry Club

**SEABOURN**

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25OCT17 – Seabourn Encore - 16 Nights Dubai to Singapore. From \$7,299\* **\$5,803\*** pp Aud including taxes & port charges  
\*Conditions Apply.

**CLICK HERE for further details**

## New platform for Si Holidays

**SI HOLIDAYS**, the company which has taken over Freestyle Holidays and Rosie Holidays (**TD** 19 Oct) has announced the launch of a new online booking platform.

Dubbed 'pronto' the system will go live next Mon 22 May, powered by a new version of CalypsoNet.

Si Holidays md Tui Eruera said the new portal would deliver a streamlined booking experience for agents while delivering "content rich product information and new enhanced booking

functionality".

He said pronto would boost consultant productivity, efficiency and accuracy, allowing agents to export booking details directly into Tramada's mid-office solution.

"Travel and technology are at the core of our business and we are constantly listening to our customers to help us improve and drive our business forward."

Eruera said the new platform followed strong positive feedback about the recent rebrand of Freestyle Holidays and new-look brochures for both Freestyle and Rosie which feature an expanded product range and a "richer mix of destinations".

Newly released brochures for 2017/18 include USA, Canada, Hawaii, Bali, Maldives, Singapore/Malaysia, Hong Kong/Macau/China and Fiji, all of which are now available via TIFS or online at [siholidays.com.au](http://siholidays.com.au).

## Instant hotel policy

**CUSTOMERS** are now able to cancel a non-refundable hotel reservation up to 24 hours prior to check-in and receive an 80% refund through Instant Travel.

"This product has been designed in response to market demands," Instant chief executive Darryl Ismail said.

Instant's hotel cancellation protection is available to customers for a "small fee".

"By selecting the flexible price option, customers are getting the best deal available.

"Additionally, we believe that it will help travel agents to increase sales conversion, reduce customer service issues and most importantly create new revenue opportunities," Ismail said.

## TIME applications

**APPLICATIONS** for the next intake of TIME mentees closes on 02 Jun, not 02 Jul as mentioned in yesterday's issue of *Travel Daily*.



## Window Seat

**DUTCH** King Willem-Alexander must need some breathing space away from his role as monarch to 15 million citizens, and he's found it...up in the sky.

Willem told the *National Daily de Telegraaf* that he enjoyed his role as a regular guest pilot on KLM's fleet of Fokker 70 planes for the past 21 years.

The monarch calls flying a hobby because it lets him "leave his royal duties on the ground."

Surprisingly he isn't recognised at Amsterdam Schiphol Airport in KLM uniform and cap.



## Rocky role for Farrelly

**STEVE** Farrelly has been promoted to a new role at Rocky Mountaineer in Vancouver as senior manager - business transformation.

He was previously the rail operator's manager of trade sales and prior to that Rocky's Sydney-based Asia-Pacific sales manager.

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## Travel Daily

on location on the  
Gold Coast

Today's issue of *TD* is coming to you courtesy of Helloworld Travel, which is hosting its Helloworld Business Travel and Owner Managers Conference (OMC) at the Gold Coast Convention & Exhibition Centre.

**HELLOWORLD** Travel members from across Australia are gathering on the Gold Coast for their annual conferences which this year are being held as a combined event.

Helloworld Business Travel is the first cab off the rank, with a day full of sessions today and a dinner tonight attended by Qantas ceo Alan Joyce.

The Owner-Managers will be welcomed at Sea World tonight before sessions all day tomorrow - some of them combined - followed by a joint gala dinner.

## Luxperience moving

**HIGH-END** travel trade show Luxperience is switching locations from Carriageworks to the nearby Australian Technology Park (ATP) in Sydney for 2017.

The move back to the same venue utilised by Luxperience the past two years is a result of a delay to ATP's slated conversion to apartments."

"The delay in the development enables Luxperience to again be based at the popular venue," luxury brand strategist Michelle Papas said this morning.

The event runs from 17-20 Sep.

## Delta, Lyft agreement

**DELTA** Air Lines has partnered with Lyft to offer members of its loyalty program, SkyMiles, the ability to earn miles by requesting a ride with the rideshare firm.

Members will accrue one mile per dollar spent on Lyft rides, including Lyft Line, Classic, Plus & Premier services - details **HERE**.

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## Marriott discounts

**SAVINGS** of up to 25% are available at 26 Marriott Int'l hotels and resorts across the Pacific, spanning Australia, Fiji, New Caledonia and Samoa.

The Winter Getaway is based on stays between 19 May and 08 Oct when booked before 02 Jul, with prices starting from \$109 a night.

Rates at the brand new Fiji Marriott Momi Bay Resort begin at \$290 - see [marriott.com.au](http://marriott.com.au).

## AS to Paine Field

**ALASKA** Airlines will introduce new services to Paine Field/ Snohomish County Airport in Washington state from next year.

Routes are yet to be revealed but AS said it would operate nine daily services from Paine Field using a mix of Boeing 737s and Embraer 175 aircraft.

PAE provides new flight options for residents of North Seattle and the near capacity Seattle-Tacoma International Airport.

## Canadian rules eased

**CANADA** is planning to ease airline ownership & joint venture rules next year, paving the way for greater foreign investment in Canadian air carriers.

Transport Minister Marc Garneau said the change would enable airlines to plan joint flight scheduling & pricing on routes.

Air Canada executive Lee Poh Kait has previously told *TD* the airline is mulling such a tie-up with Virgin Australia (*TD* 15 Dec).

## Shangri-La mission

**A CONTINGENT** of close to 20 Shangri-La Hotels & Resorts will be participating in a sales mission to Melbourne and Sydney in Jun.

Among those attending are reps from the newly opened Kerry Hotel Hong Kong (*TD* 12 Apr) and Shangri-La Hotel Singapore which recently completed a renovation of its Tower Wing.

The events are planned for 06 Jun (Melb) and 08 Jun (Sydney).

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# Infinity Hols Crail Crusade



**THIS** group of courageous Aussie agents has just returned from the third and final 'Crail Crusade' hosted by Infinity Holidays, having explored Canada and Alaska over 13 days.

The famils recognised the top 20 retail sellers of Infinity Cruise and Rail, and allowed the group to experience the GoldLeaf service on board Rocky Mountaineer between Vancouver and Calgary as well as seven nights on board *Norwegian Jewel*.

Highlights of the itinerary include grizzly bear-spotting in Skagway, visiting Stanley Park in Vancouver, the Capilano Suspension Bridge, Flyover Canada and Butchart Gardens.

Part of the group is **pictured** above enjoying the view at the Fairmont Banff Springs hotel.

The whole group included Helen Hersom, Rocky Mountaineer; Dylan Hearne, Norwegian Cruise Line; Nicole Constantin, Norwegian Cruise Line; Tammy Marquet, Infinity Cruise; Lauren Cahill, Infinity Rail; Justin Birchall, Infinity Atlantic; Garry Galea, FC North Essendon; Stephen Gainer, Student Flights

Pacific Fair; Michele Horvath, CruiseAbout Rouse Hill; Charmain Robold, FC Salamander Bay; Claire McMullen, FC Kew; Emma Skuratowski, Escape Travel Penrith; Billie-Jo Direen, Thorpe & Turner Travel Associates; Lisa Chow, Cruiseabout Castlecrag; Jennifer Saberton, Cruiseabout Turramurra; Jessica Shakeseare, FC Greensborough; Katie Devereaux, FC North Lakes; Emma De Vos, Cruiseabout Mt Eliza; Michelle Patrikis, Escape Travel Shellharbour; Raelene Young, Escape Travel Runaway Bay; Chloe Park, FC Garden City; Vicki Disselkoe, Escape Travel Toronto; Shontee Gillette, Escape Travel Helensvale; Atareta Paewai, FC Joondalup; and Elizabeth O'Donoghue, FC.

**MEANWHILE**, Infinity has announced next year's Crail Crusade will be split into two different reward trips.

Its 'inCrowd Cruise' famils will travel to New York City and cruise to Bermuda on *Norwegian Escape*, while a separate 'inCrowd Rail' trip will head to South Africa for a Rovos Rail journey and a wildlife safari.

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## Webjet tests content

**WEBJET** has finished the first round of a testing program for rich content provided by tech developer Routehappy, showing an increase in conversion rates.

The tests involved Routehappy Hub, a platform in which airlines offer standardised rich content including unique feature descriptions, images, and videos.

In the tests, one group of Webjet shoppers were offered Routehappy's rich content while those in another were not.

Those who interacted with the rich content showed a 26% higher rate of conversion, Webjet said.

## Malindo MAX plan

**AN UPDATED** schedule for Malindo Air shows the introduction of the world's first Boeing 737MAX 8 on 22 May.

The aircraft will operate from Kuala Lumpur to Dhaka, Lahore, Langkawi and Singapore.

As the aircraft's launch customer (**TD** yesterday), Malindo will rebrand as Batik Air Malaysia in the second half of 2017.

## Bentours awarded

**BENTOURS** was this week named the 2017 Norway Coast Ambassador of the Year for the Asia-Pacific region at the annual Hurtigruten conference.

The award was accepted in Norway by the ceo of Bentours' parent Cox and Kings Australia and New Zealand, Damian Perry.

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## QF Karratha lounge

**QANTAS** today unveiled a revamped and expanded lounge at Karratha Airport in Western Australia's Pilbara region.



The new facility, **pictured**, has almost tripled in size and offers seating for 80 people on the upper level of the airport.

Designed by Woods Bagot, it draws from the Pilbara's landscapes with vivid reds, oranges and muted greens.

It aims to serve business, leisure and fly-in-fly-out workers.

## QTIC Innovation

**NOMINATIONS** for the Queensland Tourism Industry Council (QTIC) Prize for Innovation in Tourism are open.

The award recognises small, medium and micro businesses in Queensland for their innovative products, services or processes, and supports the state's Small Business Week.

For details **CLICK HERE**.

## NORWEGIAN CRUISE LINE® IS HIRING IN SYDNEY!

Norwegian Cruise Line is one of the fastest growing global cruise brands, delivering world-class experiences to its guests across Europe, the Caribbean, and the U.S, including Alaska and Hawaii. NCL will also have a ship homeporting out of Sydney from November.

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We are seeking a results-driven Marketing Executive to join our APAC team. Reporting to the Marketing Manager and working closely with the global team in Miami, this hands-on role will act as custodian for the Norwegian Cruise Line brand in Australia & New Zealand. You'll be given the opportunity to contribute to marketing planning whilst also co-ordinating campaigns, communications and sales collateral across both digital and traditional channels and supporting stakeholders, partnerships and PR.

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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](mailto:appointments@traveldaily.com.au).

Former **inPlace Recruitment** business manager **Ben Carnegie** has taken a new role as Senior Associate, Marketing at u&u Recruitment Partners. Well known to the travel industry, Carnegie had been with inPlace for almost nine years.

**Bec Williams** has been named as Director of Sales, Western USA for **Etihad Airways**. Williams has been with EY since 2014, including roles as state manager for Western Australia, and before that was with Broome's Cable Beach Club Resort & Spa.

**Douglas Rucker** will replace Kelly Hoen as Managing Director of **The Modern Honolulu**. Rucker currently serves as Managing Director of Human Hospitality, providing strategic leadership in his role.

**Ebrahim Abdullah Al-Khuzam** has replaced Rasha Al- Roumi as CEO of **Kuwait Airways**. Al-Khuzam was formerly Managing Director of AREF Investment Group KSCC.

**DriveAway Holidays** has appointed **Rita Abourjaily** as Product Marketing Coordinator. Abourjaily has been with DriveAway for eight years and spent the last two years in a management position, overseeing the motorhome and motorcycle rentals team.

**Sarah McCully** has been made General Manager for Development of **Choice Hotels Asia-Pac**. McCully has over 20 years of management and marketing experience and was formerly GM of Star Ratings Australia.

**Accor Hotels** has announced four new General Manager appointments. **David McDonald** is GM of Pullman Magenta Shores Resort, **Sam Panetta** is GM of Pullman Quay Grand Sydney Harbour, **Chris Naylois** is GM of Ibis Styles Alice Springs Oasis and **Cleo Seaman** is GM of Quay West Suites Sydney.

**Fiji Airways** has appointed **Marc Cavaliere** as Chief Marketing Officer. Cavaliere has 37 years of airline industry experience and served as board member of the Star Alliance Airline Management Board for five years.

**Outrigger Resorts** has welcomed **Kelly Hoen** as Area General Manager for its iconic beachfront properties Outrigger Reef Waikiki Beach Resort and Outrigger Waikiki Beach Resort.

**Jumeriah Group** has appointed **Stefan Bollhalder** as Managing Director for Madinat Jumeirah, overseeing the Groups Arabian resort. He has worked in management roles with Hyatt International.

**Craig Smith** has been appointed as Director- Aviation of **Anjuna's GSA** business in Australia & New Zealand. Smith has over 28 years of travel & tourism experience and co-founded travel management company CTM.

**Leo O'Reilly** is the new General Manager of **Airways Aviation Australian** operations. O'Reilly has 36 years of operational and executive leadership experience with 25 years as an Australian Army Pilot and flying instructor where he rose to the rank of Colonel.

# Travel Daily

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## Singapore Airlines comp winner

### SINGAPORE

Airlines' celebrated its 50th anniversary by offering two agents from Australia Business Class return flights to any of its destinations in the UK or Europe.

Agents had to answer 15 questions throughout Apr and complete an inspired final entry.

**Pictured** is corporate sales executive WA, Daryl Dickson presenting the prize to the lucky winner Lisa Byers from The Travel Authority WA.



## Topdeck bargains

**TOPDECK** is offering free flights one way and 60% off selected Australia and New Zealand trips.

The 14-day Island Suntanner includes a free one-way flight from SYD or MEL to CNS.

The offer is on sale to 25 Jun - **CLICK HERE** for details.

## KiwiRail buys Kaitaki

**KIWIRAIL** has purchased the largest domestic passenger ferry in New Zealand, the Interislander *Kaitaki* and secured the future of the Cook Strait link.

She holds 1,350 pax at a time, sails 4,000 times a year and carried 800,000 last financial year.

## Timeless Experiences

**TOURISM** Tropical North Queensland has launched a new marketing initiative to promote indigenous culture in the region under the 'Timeless Experiences' banner.

TTNQ aims to connect people to nature and deepen their connection to the Reef and Rainforest through authentic experiences like hunting with spears & smoking ceremonies.

Indigenous products in Cairns & Great Barrier Reef will be promoted by 20 companies and represent 34 of the destinations.

The brand was developed over two years & \$500,000 was invested to activate it.



**NATIONAL TRAVEL  
INDUSTRY AWARDS**

## 2017 NATIONAL TRAVEL INDUSTRY AWARDS

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# Helloworld Business Travel gathers on Gold Coast

**LAST** night the 2017 Helloworld Business Travel Summit kicked off with a poolside cocktail party at the newly refurbished The Star on the Gold Coast.

Delegates and suppliers mingled and networked, in the lead-up to the formal business sessions of the conference today at the nearby Gold Coast Convention and Exhibition Centre.

These pics were taken at the conference, with lots more online at [facebook.com/traveldaily](https://facebook.com/traveldaily).

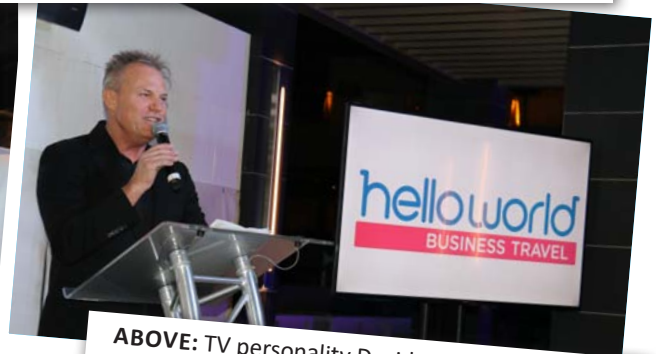


**ABOVE:** Smile - it makes people wonder what you're up to. Helloworld's Mike Thompson and AFTA CEO Jayson Westbury.

**RIGHT:** Tom Goldman, Goldman Travel Corporation; Sandy Osborne, Helloworld; and Phil Hoffmann, Phil Hoffmann Travel.



**ABOVE:** Yes - it was a very 'Gold Coast' event, with delegates captivated as fairy light-adorned performers floated in the pool inside giant inflatable spheres.



**ABOVE:** TV personality David Reyne welcomed attendees to the Etihad-sponsored party.



**LEFT:** The American Express Cards team with John Challis from Serko.



**HELLOWORLD** Business Travel head David Padman presents at the opening session this morning.



**OLIVIA** Wirth, Qantas Group Executive, was the keynote speaker this morning.





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## DNSW wins Expedia award



**A MARKETING** campaign by Destination New South Wales to drive visitation to Sydney and regional NSW has won 'Australia & New Zealand Campaign of the Year' at the Expedia Media Solutions 2017 Asia Pacific (APAC) Partner Awards.

The award was presented at the Australian Tourism Exchange and acknowledges campaigns that demonstrate innovation, creativity and achievement in travel marketing.

DNSW ceo Sandra Chipchase said the campaign's success was a great example of what could be

achieved through collaboration.

"For the award-winning campaign, Expedia developed a bespoke digital hub that featured inspirational videos and images alongside recommended hotels, allowing audiences to instantly book their Sydney or regional NSW holiday."

**Pictured** above are Expedia Media Solutions senior business development manager for Australia and New Zealand, Lisa Whitelaw and Destination NSW ceo Sandra Chipchase.

## Airnorth agent comp

**ENTRIES** for Airnorth's weekend in Cairns comp close on 31 May.

The agent prize will see a lucky winner stay at the Hilton and explore the Great Barrier Reef.

To enter, agents need to provide the booking reference of any Airnorth flights in/outbound from Cairns that they've made from 19 Apr - 31 May, and answer how many times a week TL flies between Toowoomba and Cairns.

**CLICK HERE** to enter.

## TN schedule change

**AIR** Tahiti Nui is adjusting the departure times of its services temporarily to work around a fire services strike at Tahiti's international airport.

TN is adjusting its AKL-PPT service on 18 May to leave an hour early at 1510 local time.

Flights have also been disrupted on the PPT-LAX/CDG route.

**CLICK HERE** for more details.

## Canada bill of rights

**AIRLINES** won't be allowed to bump passengers from a flight against their will under a new passenger bill of rights introduced by the Canadian government.

Canada's Transport Minister Marc Garneau said air carriers wouldn't be able to involuntarily remove from flights people who has a legitimate right to travel.

"If somebody has bought a ticket for a particular flight that person cannot be removed from that flight. This is non negotiable."

The proposed new rules will apply to any airline operating flights in and out of Canada.

## Statendam bookings

**BOOKINGS** are open for the premiere voyage and 2018-19 inaugural Caribbean cruise season of Holland America Line's *Nieuw Statendam*.

*Nieuw Statendam* will spend its inaugural season exploring the Caribbean from Fort Lauderdale.

The ship is due for delivery on 01 Dec, 2018.

## Chimu Chile stopover

**CHIMU** Adventures is welcoming LATAM's new Melbourne to Santiago service starting in Oct 2017.

To highlight the launch, Chimu is promoting its four-day Santiago stopover package, which takes in Santiago and Valparaiso.

Prices start from \$660pp.

## EK A380s to PVG

**EMIRATES** will move all flights on the Shanghai-Dubai route to an Airbus A380, latest GDS shows.

From 01 Jul, EK304/305 will use an A380 instead of a 777-300ER. EK302/303 remains as an A380.

## Scrubba inclusion

**CROOKED** Compass has announced a partnership with the company behind travel the Scrubba wash bag.

All travellers who book a Crooked Compass small group tour will now receive a Scrubba wash bag as part of their touring inclusions, plus product discounts.



This month, Travel Daily is giving travel agents the chance to win a trip to New Caledonia, courtesy of Aircalin, New Caledonia Tourism and Sheraton New Caledonia Deva Spa and Golf Resort.

The trip for two includes return economy class tickets flying with Aircalin from SYD/MEL/BNE, 4 nights accommodation and buffet breakfast at Sheraton New Caledonia Deva Spa and Golf Resort and return airport transfers courtesy of New Caledonia Tourism.

To win, answer each question correctly and have the most creative final answer. Send your entries to [newcaledonia@traveldaily.com.au](mailto:newcaledonia@traveldaily.com.au)

14) Who were the first inhabitants of New Caledonia?



**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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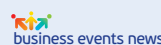
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A relaxing horse drawn carriage ride through the snow



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## Win a European Festive Tour for 2! Valued at up to \$8,500

For YOUR chance to win a trip for 2 on any Albatross Pre-Christmas tour all you need to do is book and deposit your customers on any 2017/18 Pre-Christmas, Christmas, New Year or Winter Wonderland tour before 31 July 2017.

You will receive one entry for each passenger booked. The winner will be drawn at random on 2 August and will be notified by email. Good luck!

Visit [www.albatrosstours.com.au/agent-competition](http://www.albatrosstours.com.au/agent-competition) for details or contact Albatross Tours on 1300 135 015.



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**CUSTOMER IMPLEMENTATION MANAGER**  
**MELBOURNE- UP TO \$76K PKG**

Come and join a leading travel management company that is going from strength to strength. As customer implementation manager you'll be responsible for managing the seamless implementation of new customers to the company to ensure long term retention and satisfaction. Your strong corporate travel industry experience and OBT knowledge will see you shine and progress in this challenging role. Strong salary package on offer.

**\*NEW \* MANAGE THE OPERATIONS**  
**CUSTOMER SALES MANAGER**  
**MELBOURNE- \$80-85K + super + bonus**

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

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Looking for a new product role? This leading wholesaler has a Senior Product Executive role based in their CBD offices. You will be managing a unique destination whilst acting as 2IC when needed to the head of product. This is that next step in your career you have been waiting for. If you are currently a product coordinator or executive send your cv or ring today for a confidential chat. Interviews will commence next week so apply now.

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**GLOBAL CORPORATE ACCOUNT MANAGER**  
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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.

Call today to find out more.

**REPRESENT LUXURY**

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**SYDNEY - SALARY PACKAGE \$80K**

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

**MOVE YOUR SALES CAREER FORWARD**

**BUSINESS DEVELOPMENT MANAGER –X 7**  
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Create a valued impression when you join these outstanding corporate travel companies. You will have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing these well-known brands in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. If you want to join a fast paced role with excellent progression apply now!

**LOVE THE THRILL OF THE HUNT**

**CORPORATE TRAVEL BUSINESS DEVELOPMENT MANAGER**  
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Due to expansion this globally recognised brand requires talented sales managers to grow and retain their client base. You'll be experienced working within the corporate market, pipeline development and winning new business through to key account management, growth and retention of clients.

The rewards here are huge including superb \$\$, international travel benefits and incentives. Interviewing next week so get in quick and call us today.

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