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Cox & Kings chief leaves

EXCLUSIVE

COX & Kings Australia has confirmed the departure of its chief executive officer Damian Perry, with directors now making plans to recruit a replacement.

The company told **TD** today Perry had decided to "move on to pursue other business endeavours" and that his role would be divided among existing members of the leadership team

Aus focus for Rosie

FIJIAN destination management company Rosie Holidays says it will retain a focus on Australia, despite its split with Si Holidays (**TD** yesterday).

"As the largest DMC in the country, Australia is vital to our success, and will continue to be a major focus of our growth strategy," managing director Tony Whitton told **Travel Daily**.

"Rosie will be providing ground services to Si Holidays as well as continuing to grow our base of strategic partners that are seeking professional DMC services in the Fiji Islands," Whitton added.

on an interim basis.

"We wish Damian all the very best in his future endeavours," the company said.

Perry was appointed to the ceo role in Apr 2015 and has overseen brands including Cox & Kings Australia, Tempo Holidays, Bentours, Explore Worldwide.

He had previously been general manager of business development for the PEAK Adventure Travel Group.

Cox & Kings said its directors were evaluating potential candidates to replace Perry.

In the meantime, Bentours and Hurtigruten brand leader Ryan Bennett will manage business matters, while resident director Patrick Tully will take on corporate matters.

Today's issue of **TD**

Travel Daily today has nine pages of news, including a photo page for **Magellan**, plus full pages from:

- inPlace Recruitment
- CVFR/SQ incentive
- Globus product profile page

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Intrepid FIT to go global

EXCLUSIVE

INTREPID Travel executives will meet next week in Cambodia to discuss how the adventure firm can expand its product range further into the fully independent traveller (FIT) market globally.

The independent adventure travel specialist is best known for its group touring product across brands which include Intrepid, Peregrine Adventures & Geckos, but dabbles in the FIT space, with around 10% of bookings coming from non-group sales.

"The word adventure gets used a lot, so we decided that the businesses we are in is sustainable experience rich travel (SERT)," CEO James Thornton told *Travel Daily* yesterday.

"But traditionally Intrepid has always played in the group side of SERT, and that's great, and we've grown hugely in the space over the past 30 years.

"But with the advent of the internet and the fact that people are more informed and educated than ever before, and the reality that airfares are cheaper than ever, the ability for people to

take more holidays and do more things and want to travel in different ways is one we need to adapt to," Thornton said.

He said that after the launch of Urban Adventures a few years ago, Intrepid realised more people sought SERT, but not just in a group environment.

Thornton said Intrepid Grp's 19 DMCs around the world which tailor packages currently generate FIT products, a quarter of which is for non-Intrepid group brands.

"We are increasingly seeing our DMCs operating great product, so we see a great growth opportunity in non-group product, so let's start to build an FIT program," he told *TD*.

Thornton said the learnings and understandings from Latin America FIT specialist Chimú Adventures, with which Intrepid inked an alliance recently (*TD* 15 Aug), could be overlaid "with our size, scale and global presence".

The Intrepid boss said "we want to place more focus on FIT" with plans to adopt the learnings into Asia, Africa & Europe with a "formal FIT program" to come.



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Topdeck names leaders

TOPDECK Travel regional head Joe Ponte will relocate to London to take up the role of global general manager as part of revamped leadership team announced yesterday.

Ponte has been general manager of Asia Pacific operations for the past 18 months and has held previous positions at Insider Journeys, Brand USA, Stockland and Flight Centre.

"Ponte brings a market-driven/

customer-centric approach to the role along with a passion for making people thrive, which will contribute to maintaining the company's unique value proposition," the company said in a statement, adding that he would help meet Topdeck's "aggressive growth targets over the next five years".

Topdeck has also appointed Ben Ittensohn as regional manager Asia Pacific.

This year marks 10 years since Ittensohn first joined Topdeck, where he has held roles including director of sales for Asia Pacific and South Africa and sales and marketing manager for Australia and New Zealand.

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Island Escape rejig

NEW Zealand and South Pacific cruise operator Island Escape has announced it will introduce a new vessel next summer to replace its long-running *Island Passage*.

The *Windward Passage* is a purpose-built catamaran catering for 28 guests and will make its debut on the company's seven-night Bays and Beyond cruise from Auckland on 02 Dec, 2018.

The vessel will feature two Bridge Suites with panoramic windows and doors that open directly onto the decks, as well as six Promenade Suites, also with deck access.

Other cabins include two Solo Suites for single travellers.

The operator's existing *Island Passage* has been sold after 12 years of service, having been the launch vessel for Island Escape's entry to the small ship sector.



Window Seat

VISIT Oslo has enlisted a pair of New Zealanders to help take the mickey out of rival destinations elsewhere in Europe.

Showcasing the cool vibe of the Norwegian capital, a new campaign shows Oslo offering a Kiwi couple "The Great Escape" from the crowded attractions of other European cities.

The video features a pair found on Instagram who were dissatisfied with the Parisian weather and fighting for a peek of the Mona Lisa.

Via the social media site, the couple were invited to visit Oslo for 48 hours after being convinced it was not an internet scam - [CLICK HERE](#) to view.

Auckland fuel crisis

ANOTHER 30 flights from Auckland Airport have been cancelled today due to ongoing fuel shortages resulting from a ruptured pipeline.

Virgin Australia has issued a waiver code, BW000074, for changes/refunds for affected flights between 16 and 20 Sep.

Aircraft are having to carry extra fuel or make additional refuelling stops after the airport's main supply pipeline was damaged last week by a farmer operating a digger (*TD* yesterday).

Globus product pg

TODAY'S *Travel Daily* product profile showcases Globus and its range of tours across every major region of the world.

See the **back page** for full details, including current special offers and travel agent incentives.

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Today's issue of **TD** is coming to you courtesy of **Hawaii Tourism Authority & Hawaiian Airlines**.

DELEGATES attending the 2017 Global Tourism Summit will this morning arrive in Waikiki where they will settle into their designated accommodation for the next few days.

This afternoon the Australian and NZ travel trade contingent will join almost 50 key Hawaiian suppliers for a Welcome & Networking reception at Doubletree by Hilton Alana.

An early night is expected for many as delegates ready themselves for a full day of meetings, with the Summit kicking off tomorrow morning.

More from Hawaii's Global Tourism Summit on **page six**.

Comedy hypnosis tickets up for grabs

SYDNEY travel agent Rodney Pattison from Travel Central is exploring new horizons with a special Comedy Hypnosis show taking place this coming Sat 23 Sep 2017 at Club Bondi Junction RSL Club in Sydney's east.

Three double passes to the show are up for grabs to the first **Travel Daily** readers to email Rodney expressing interest at bookings@comedyhypnosis.com.au.

TMS Talent expands

TRAVEL recruitment firm TMS Talent has purchased UK counterpart New Frontiers Recruitment, building on its recent expansion within Australia.

New Frontiers has specialised in travel and hospitality in the UK for the past 24 years.

The purchase follows TMS Talent's growth in Sydney and opening of offices in Bris & Melb.

We've added 4 summer dates to our 2018 Treasures of the Aegean cruises

TAUCK

SET SAIL >

Fiji backs Phil Hoffmann Trvl Expo



TOURISM Fiji and partners brought some Fiji spirit to the annual Phil Hoffmann Travel Expo in Adelaide last weekend.

A variety of travel products in Fiji were on show, including Fiji Airways which was promoting its new Adelaide-Nadi direct flights.

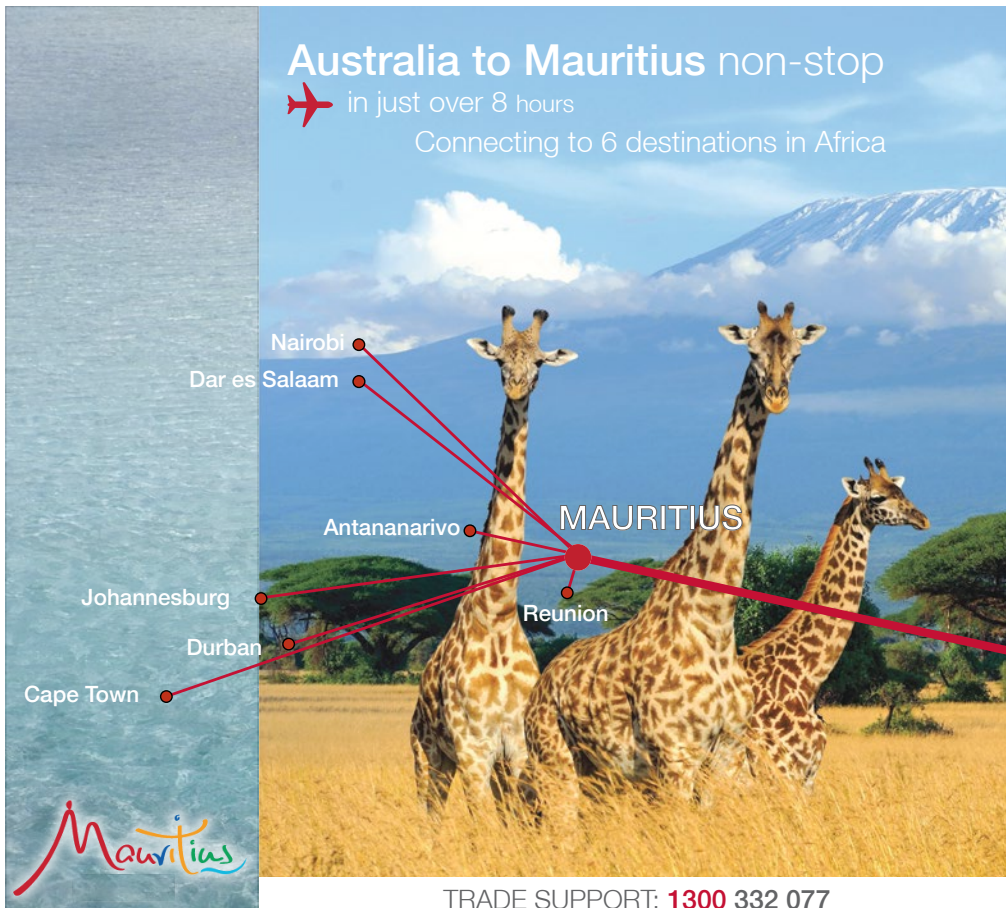
Pictured at the Expo surrounded by Fijian warriors from left are Ben Johnson, Outrigger Resorts; Christine McCann, Jean-Michel

Cousteau Resort; Maddy Carse, South Sea Cruises; Richard Hankin, Yasawa Island Resort & Spa; Lisa Costello, Raffie Hotels & Resorts; Phil Hoffmann, Phil Hoffmann Travel; Gordon Rigamoto, The Grand Pacific Hotel; Nina Holmes, Qamea Resort and Spa; Shashita Nand, Nanuku Auberge Resort; David McMahon, Tourism Fiji and Kristina Gerovac, Savasi Island.

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Today's issue of TD is coming to you from Bar Harbor, Maine courtesy of Discover New England and Avis.

BAR Harbor is located on the northern coast of Maine, on Mount Desert Island which is also home to Acadia National Park.

A host of famous residents make Bar Harbor their summer home, and this season there's even more celebrity in the air with a superyacht displaced by Hurricane Irma at the dock.

Bar Harbor is on Frenchman's Bay where scores of lobstermen ply their trade, making for delicious fare in the local eateries.

Popular activities here include visiting the nearby Acadia National Park, with kilometres of "carriage roads" ideal for cycling and hiking in the autumn colours.

G Adventures' 8 new Nat Geo trips

G ADVENTURES and National Geographic Expeditions have added eight new trips in Africa and Asia for 2018.

The move bumps National Geographic Journeys' collection of itineraries to 83, including destinations such as Borneo and Mongolia, as well as wildlife parks in Tanzania and Botswana.

New and updated tours include the 12-day Best of Borneo venturing to Mulu National Park, encountering the orangutans of Matang, a river cruise in search of Bornean pygmy elephants and the Lipad mud volcano.

Also new is the six-day Southern Tanzania Safari, which features wildlife-viewing in Ruaha and Selous & 12-day Wildlife Parks of Tanzania, exploring Lake Manyara National Park, Serengeti Wildlife Centre and Selous Game Reserve.

For more details, head to gadventures.com/ngj18.

Vanuatu campaign

THE second phase of Vanuatu Tourism Office's "Wake up in Vanuatu" consumer marketing campaign (TD 31 Aug) has now gone live.

The digital and radio push is designed to inspire Australians to use their annual leave and book a holiday to Vanuatu by playing on the idea that mistakes happen when you're in need of a holiday.

Radio advertising will run on Sydney Nova 96.9, Sydney Smooth 95.3 and Brisbane Nova 106.9 and will see more than 20 holidays for two given out.

The digital element will target couples and include gifs on Facebook and Instagram and engage influencers through the online marketplace Tribe.

The push will conclude 22 Oct - [CLICK HERE](#) for more.

Collette promo

COLLETTE has launched a "Cash in with Collette" incentive offering agents rewards for bookings made by 30 Nov for all 2018 departures.

Agents will receive \$25 for their first booking, \$50 for a second and \$100 on three and above.

Amanda McCann, Head of sales, said it was "a fantastic reward for agents to complement our 2018 Europe early bird program".

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Thanks to the tourism bodies of Tennessee and Memphis, you can get down to your grass roots with a free double pass to OLD CROW MEDICINE SHOW with VALERIE JUNE. Touring Sep - Oct 2017.

There are two pairs of tickets up for grabs for each concert in Brisbane (28 Sep), Melbourne (01 Oct) and Sydney (03 Oct).

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*Advertised fares are for Business and Economy Class return travel departing from Perth inclusive of taxes and surcharges, correct as of 24 August 2017, subject to currency fluctuation and availability. Offer ends 4 October 2017. Business Class fares are for travel commenced between 1 March and 30 September 2018, and Economy Class fares are for travel commenced between 1 March and 5 April 2018, 1 May and 21 May 2018, and 25 September and 30 September 2018. Higher levels apply for other travel periods. Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. Additional travel periods, destinations and fares are available from Sydney, Melbourne, Adelaide and Brisbane. For full terms and conditions, please visit emirates.com/au, your local travel agent or call Emirates on 1300 303 777. Offer subject to change. ^Best Airline in the World in the TripAdvisor® Traveller's Choice™ Awards for Airlines 2017.

SQ SWP traffic dips

PASSENGER load factor fell 4.6 percentage points (to 82.3%) compared to the same time last year on Singapore Airlines' South West Pacific network, according to the Aug operating results released by the carrier this week.

SQ said the SWP was unable to keep up with the capacity injection, however its global load factor was up 0.4% to 80%.

Pax numbers carried network-wide increased 1.4% to 1.635m.

Bushtracks local rep

AFRICAREPS has been appointed as the representative in Australia and New Zealand for Bushtracks Steam Safaris in Southern Africa.

Bushtracks operates two steam train experiences; one in Zambia called The Royal Livingstone Express and one in Zimbabwe named The Bustracks Express - see bushtrackssteamsafaris.com.

Fyfe joins AC board

AIR Canada has appointed former Air New Zealand ceo Rob Fyfe to its board of directors.

The predecessor to Air NZ's current ceo Christopher Luxon, Fyfe will join Air Canada's board at the end of the month following the retirement of Joseph Leonard.

"We are delighted that Rob has agreed to bring his leadership experience and deep knowledge of the airline sector and Asia-Pacific to the service of our company and our shareholders," Air Canada president and ceo Calin Rovinescu commented.

Scenic Take Flight

THE 'Take Flight' educational bird show at Scenic World in the Blue Mountains will return for the school holidays, operating daily from 25-29 Sep and 03-06 Oct.

The event is held on the Scenic Walkway and included within the entry price of Scenic World.

HA celebrates growth at GTS

AS INTEREST in Hawaii continues to grow, Hawaiian Airlines (HA) has confirmed its commitment to continue providing Oceania passengers with "the most convenient air services" to the island destination.

Speaking to **TD** ahead of the 2017 Global Tourism Summit, HA regional director Australia & New Zealand, Gai Tyrrell said, "The past 12 months have been a very significant year for us in terms of product and route innovation".

Yesterday, HA announced an increase to five weekly services between Auckland and Honolulu commencing 21 Mar which will also coincide with the airline's fifth anniversary of flights between the destinations.

On 16 Dec, HA launched its new fully lie-flat Business class product on all services between Sydney, Brisbane and Hawaii, plus expanded its Extra Comfort seating from 40 to 68 per aircraft "to meet demand", said Tyrrell.

"Both of these new product offerings have quickly gained popularity with customers and the travel industry," she added.

In Jan HA expanded its inter-island flight options, allowing Aussie travellers the opportunity to produce creative travel itinerary options by hopping directly between neighbour islands without having to hub through Honolulu.

In addition to product and route developments, Tyrrell said Hawaiian had achieved significant milestones in our region.



The list includes a cabin design for the A321neo fleet, a move into Terminal 5 at LA International Airport, the unveiling of its brand identity and aircraft livery, the 13th anniversary of direct flights between Sydney and Honolulu, and the introduction of 'Bid Up by Hawaiian Airlines' program.

"We also passed the 11 million passenger milestone in the year ending Dec 2016, which was a record for us, and a 3.5 percent increase over the previous year", Tyrrell said.

As for what's in store for 2018, Tyrrell said she was looking forward to working with HA's partners across the industry on plans, which is "again shaping up to be another exciting year for tourism in Hawaii".

Pictured above in Hawaii last night are HA's Karen MacMillan and Keiryn Osborne.

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Zim, Zam univisa shortage

ZAMBIA and Zimbabwe are facing shortages of KAZA univisa stickers, which are popular with tourists visiting Victoria Falls.

According to local media, Zimbabwe has run out of the univisa stickers, which is leaving tourists with no choice but to pay up to US\$55 for entry.

Zambia has also recently stopped issuing visas due to a shortage of the stickers at its four main entry points.

The visa allows tourists entry into Zambia and Zimbabwe as well as day entry to Botswana for a one time fee of US\$50.

DFW lounge grows

AMERICAN Express will expand its Centurion Lounge at DFW to feature an extra 278m² of space.

The revamped lounge will open in the first half of 2018.

The facility is relocating to a new home in Terminal D, which is where Qantas flies into ex Sydney.

Croisi addition

CROISI Europe has added *RV Indochine 11* to its fleet to cruise the Mekong River between Ho Chi Minh City in Vietnam and Siem Reap in Cambodia.

The ship features 31 cabins, all with full sized balconies as well as a swimming pool.

Cabins start from US\$2,800 per person for eight nights.

RV Indochine 11 will be the fifth ship from Croisi Europe to sail along the Mekong River.

AY Germany boost

FINNAIR is increasing capacity into Germany to meet demand, including a new fourth daily service to Berlin.

The additional Berlin flight will begin on 25 Mar.

Furthermore the German capital will also be served with larger aircraft during the European winter season.

The Finnish airline recently announced that it would start flying daily to Stuttgart from 23 April (**TD** 04 Sep).

Peregrine Adv Cruising ramps up



PEREGRINE Adventure Cruising will bolster & broaden its Europe program in 2018 after a stellar debut season which saw its seven Variety Cruises' Croatia charters operate with 95% capacity.

The new program was unveiled yesterday & includes new sailings to Greece, Spain & Portugal and Iceland in Europe, and further afield to Costa Rica and Panama.

CEO of the Intrepid Group which owns Peregrine, James Thornton said the adventure cruise program had started small but had "big ambitions", which would also see an expansion into Asia for the 2018/19 season with a four-to-five month Variety Cruises charter - see today's issue of **Cruise Weekly** for more detail.

Thornton said the product was a "disruptor" to the cruise industry,

with Peregrine "taking a slightly alternative way of travelling while continuing to offer all the benefits of cruising...but in a more sustainable and immersive way".

With a maximum of 50 pax on each charter, the product delivers on Peregrine's small group experience at an "affordable" price, leading in (on average) at \$500 per day, and with each departure carbon offset.

Unlike large ships, he said the Variety Cruises boats were able to "pull into the heart of a town, a cove or beach, spending lots more time in port and putting money into the local economy".

Thornton is **pictured** (right) with Intrepid's newly appointed Adventure Cruising brand and marketing manager Filippou Venetopoulos from Variety Cruises.



Vacancy at Vietnam Airlines Reservation and Ticketing Team

A vacancy exists for a Reservation and Ticketing Consultant at Vietnam Airlines Sydney CBD Office.

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Minimum requirements for the successful applicant include:

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- Working knowledge of airline major GDS & CRS with Sabre an advantage;
- Proven customer service and problem solving skills.

Interested applicants with full work right are invited to send their resume by Friday 29th September 2017 to Ms. Thuy Nguyen via admin.au@vietnamairlines.com.

Only shortlisted applicants will be contacted for interview.

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QBT Business travel made simple

Magellan toasts a record conference

IT WAS bigger and better than ever – Magellan Travel Group last week celebrated a successful three-day conference at the Perth Crown Towers, including a fabulous Gala dinner event held on Fri evening.

With more than 300 delegates in attendance, it was the biggest annual conference that Magellan has ever hosted.

Key highlights included the Group's announcement of an exclusive luxury affinity program with Signature Travel Network, the launch of the new Magellan Members Portal and new digital marketing tools and services which were launched to the



AT SANDALFORD winery: Deb Fox, APT; Andrew Macfarlane, Magellan Travel Group md; Susan Haberle, APT; and David Stafford, Magellan Travel Group.

group's members.

As the conference drew to a close, tributes were paid to the recently retired founding board member of the Magellan Travel Group, Kevin Dale.



ENJOYING the welcome event, Mark Pearman of Epping Travel, retired founding director of Magellan Kevin Dale and Simone Kaye of Worldwide Travel.



A GATHERING of new members celebrating coming together for their first Magellan Conference since joining.



ANDREW Macfarlane with Virgin Australia's Angela Grant (left) and Ann Elliott.



KRISTINE Chippendale of Qantas with prize winner Laura Maitland of Alpha Travel.



FAREWELLING founding director Kevin Dale: Andrew Macfarlane with Andrew Jones, Kevin Dale and Trevor Jones.



HAVING a round of golf: Kevin Dale; Melinda Gregor, Gregor & Lewis; Les Cox, Albatross Tours; and Rob Mackie, Trans World Travel.



LAURA Noccioli from Travelrite International with Andrew Macfarlane and Etihad Airways general manager AU/NZ Sarah Built.



TRAFALGAR'S Matt Cameron-Smith with Kevin Dale and Trafalgar global ceo Gavin Tollman.



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Travel Daily

Tuesday 19th September 2017

Ryanair chaos looms

OVER 400,000 Ryanair pax are expected to be affected by 2,000 flight cancellations over the next eight weeks due to an annual leave bungle.

Ryanair cancelled 160 flights over the weekend, with 164 services withdrawn over the next three days.

The most affected airport has been its hub, London Stansted.

Chief executive Michael O'Leary said the mess up was caused by "the planning of pilot holidays".

FR plans to scrap flights on routes with alternative options.

CLICK HERE for the latest info.

Insurance hesitation

RESEARCH from iSelect has revealed that only 17% of Australians always take out travel insurance regardless of whether they are travelling internationally or domestically.

The Galaxy research study, commissioned by iSelect, also reported that one in five Australians never take out travel insurance and 46% take it out for international travel only.

Over 2.2 million Australians are likely to rely on their credit card for travel insurance, with men twice as likely than women to take this approach.

WIN A TRIP TO NEW CALEDONIA



This month *Travel Daily*, *travelBulletin*, Aircalin and New Caledonia Tourism are giving readers the chance to win a trip to New Caledonia. The prize includes return economy class flights from SYD, BNE or MEL flying Aircalin and four nights in a one bed apartment including daily buffet breakfast at Ramada Noumea.

To enter the competition, all you need to do is take a creative photo of yourself with something typically New Caledonian.

Send your entry to aircalin@traveldaily.com.au



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EDITORIAL

Editor in Chief and Publisher – Bruce Piper
Managing Editor – Jon Murrie

Editor – Guy Dundas

Contributors – Jasmine O'Donoghue, Matt Bell, Jenny Piper, Christian Schweitzer
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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AFTA update

From AFTA's chief executive, Jayson Westbury



IT SEEMS the passport office is full of good news with reports in that in 2016/17 some two million passports were issued for the first time in our nation's history. This represents an increase of 6% over 2015/16 and forecasts are showing a continued growth (expected to be around 4%) in passport applications in 2017/18.

All good news for the outbound travel industry as the more people who have a passport the more chance of overseas travel there is. The strong economy is being flagged as the reason for this strong demand in passports and in deed the continued strong demand for overseas travel.

The passport application rate has doubled since the 90's and we appear to be getting younger when we apply for a passport. In 1989/90 71% of passport applications were from the 18 – 60 age group, but in 2016/17 this age group dropped to 55%. Adding to this is the fact that child applications have more than doubled over the same period meaning that more of us are taking the kids with us on these overseas trips.

A recent report by the passport office has revealed that more Australian adults are renewing their passports when they fall due, which is a change in behaviour from past years when a passport was something that would be obtained but not retained. This shows that more and more people want to have a valid passport at hand, meaning their ability to make decisions to travel overseas are more immediate and on their mind. Again, a very good thing for the Australian travel industry.

As with all these government reports they are full of interesting information, the important thing for the travel industry is how we take this information and use it to our advantage.

Australia has one of the highest passport penetration rates in the world with over 56% of the population holding a passport. It's a big market which is why so many cruise companies want to sail to Australia and so many airlines are sending larger and larger aircraft to our shores.

All positive signs for a strong period ahead and I hope whichever part of the industry you are in; you are getting your fair share.

Channel Island walk

ODYSSEY Travel has added a new 18-day Channel Island walking itinerary around Channel Islands in Europe.

The itinerary starts in May, finishes in early Jun and links with the Roaming Rural Britain tour.

Prices for the trip start from \$11,850pp and visits Jersey, Guernsey, Alderney, Sark & Herm.

Call 1300 888 225 for more.

Kakadu bird week

KAKADU is set to host the largest gathering of bird watchers and nature lovers for the annual Kakadu Bird Week 2017 in Oct.

Scheduled to run from 01-07 Oct, the event includes a photography competition.

Cebu drives SYD

CEBU Pacific is claiming to have the highest passenger market share on flights between Sydney and Manila.

Based off data from BITRE, Cebu said it had a 44% share of the market for its thrice weekly service, which was more than Qantas and Philippine Airlines, who also serve the market.

Qantas captured 24% of all pax traffic for its six times a week service, Philippine Airlines had a 32% share for its daily flights.

During this period, Cebu Pacific flew a total of 32,017 pax on the route, representing an 11% increase when compared year-on-year.

Cebu will operate the route daily over the summer period.

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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Travel Sales Managers

Sydney CBD

Salary \$100K + super + incentives

Our client is a global, internet media commerce company with 25 offices across Asia, Pacific, Europe & Nth America. They are seeking travel professionals challenged by sales to manage campaigns in the travel and corporate space. You will develop and manage existing & new relationships, develop sales strategies, proposals & presentations. Must have a proven sales record within the travel industry.

- Incentive program
- Access to travel discounts

Call Cristina or [click here](#)

Operations Manager - TMC

Sydney

Salary to \$100K + super

Fantastic opportunity for a career focused and ambitious people leader with this global TMC. This role will encompass 3 main areas - People, Technology & Customer Experience. With 4 team leaders reporting directly & 20 indirect corp. travel consultants, this role requires a strong leader. Must have previous management experience within a TMC and strong knowledge of technology and use of a GDS.

- Career opportunity
- Monday to Friday

Call Susan or [click here](#)

BDM Corporate Travel

Sydney CBD

Above average salary and incentive program

A newly created position in this boutique expanding TMC. This role will manage an existing portfolio of corporate accounts whilst proactively seeking to increase sales within the region. You will work closely with mgt on new initiatives & operational improvements as well as reporting intelligence on sales performance. An established business with lots of company benefits!! Previous TMC sales exp required.

- Above average salary
- Great working conditions

Call Cristina or [click here](#)

Area Sales Manager NSW - Wholesale

Sydney CBD

Salary up to \$65K + super + car + inc

If you have a knack for building relationships quickly & ethically, have a solutions orientated attitude & enjoy seeing the results of your sales activity, then this is the role for you! Our client is a first class touring brand with destinations around the globe. A great role with excellent benefits including a yearly overseas trip. You will maintain existing relationships whilst identifying new opportunities.

- Global Wholesaler
- Monthly incentive

Call Susan or [click here](#)

Multi-Skilled Corporate Consultants

Sydney, Competitive Salaries + bonuses

We have a number of opportunities in the corporate sector with well-respected brands working on a mix of portfolios including sport, entertainment and more! Previous corporate consulting experience required.

Call Cristina or [click here](#)

Cruise Travel Consultant

Sydney, Salary up to \$50K pkg + incentives

Sell a variety of packages on ships of all sizes to impressive destinations including Antarctica & the Mediterranean. With its impressive product range this is a fantastic opportunity for a consultant with GDS experience & cruising passion.

Call Susan or [click here](#)



SQ Spring Bonanza



CVFR Consolidation Services and Singapore Airlines are giving you the opportunity to win the following great prizes simply by selling Singapore Airlines between 04 September - 24 September 2017.

Top Selling Agents

1st prize: Westfield Gift Card worth AUD5000

3 runner up prizes: Westfield Gift Card worth AUD2000 each

Most Improved Agents

Top 5 Agents: Westfield Gift Card worth AUD1000 each



Business Class



Premium Economy

Terms and Conditions:

Only for Singapore Airlines Flights. Tickets must be issued via CVFR Consolidation Services between 04 September - 24 September 2017. To qualify for the top selling agent awards with over 20% revenue growth is required. To qualify for the most improved agent awards a minimum of \$20,000 in net international sales is required plus 20% year on year growth. Applicable tickets must be issued on ticket stock 618 and must be on 100% SQ flight numbers. Applicable to every adult and child return international ticket ex Australia booked on SQ. Infant, group sales and cancelled or refunded tickets are not eligible. Agents are responsible for any applicable FBT. CVFR Consolidation & Singapore Airlines reserve the right to change or withdraw this promotion at anytime without notice. CVFR Consolidation Services ABN: 80 088 894 482.

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Go Live It Up

For 90 years, we've been creating magical travel moments around the world.

WHATEVER destination guests choose, we take them beyond being there – from where they rest their head, to living their dreams and unlocking local favourites. The Globus guest wants to be free to indulge their senses in every destination - so we've taken care of accommodation, transport and VIP access to sights. Plus our Tour Directors and Local Guides share their secrets and get guests where they need to be. With Globus, guests create stories to tell, and memories they'll re-live over and over again.

DEMOGRAPHIC:

- Generally 55+ years of age

WHAT'S INCLUDED:

- Superior hotels (4+ star)
- Deluxe coaches with WiFi
- Immersive Experiences – VIP access to sights, Local Favourites
- Expert Tour Directors & Local Guides
- Regional Cuisine

DESTINATIONS:

- UK & Europe - 37 countries. Too many to list here!
- Middle East – Israel & Jordan
- North America – USA (incl. Hawaii), Canada, Mexico
- Central America – Costa Rica
- South America – Galapagos Islands, Ecuador, Peru, Brazil, Argentina, Chile, Uruguay
- Asia - Japan, China, India, Vietnam, Cambodia
- Africa – Kenya, Tanzania, South Africa, Botswana, Southern Africa

CURRENT PROMOS:

- 10% off all tours in Europe, North & South America
- 5% off Asia & Africa
- Repeat Passengers save an extra 5%

AGENT INCENTIVES:

- Passport to Rewards – for every \$1 spent, receive 1 Passport to Rewards point to exchange for your choice of products on offer.
**** DOUBLE POINTS ON EUROPE 2018 TOURS**
- Earn an extra 2% commission on groups of 8 or more plus take advantage of group FOC rebates
- Supertour – Annual Top Achievers trip

GOOD TO KNOW

GROUP SIZE

Europe – avg 36 max 44
Nth America – avg 39 max 45
Asia – avg 16 max 20
Sth America – avg 30 max 40
Africa – avg 17 max 20

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