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Flamingo FLOCK TO THE NEW FLAMINGO!

QF board addition

QANTAS has announced the appointment of Belinda Hutchison as a non-executive director on the company's board.

She has a past in financial services and has been Chancellor of the Uni of Sydney for 5 years.

William Meaney will step down from the board in Jun.

More appointments on **page 6**.

Albatross Europe

ALBATROSS Tours is showcasing three of its European itineraries which can be combined to create a giant 35-day tour between Frankfurt and Rome - see **page 9**.

Today's issue of TD

Travel Daily today has eight pages of news, a front cover wrap for **Scenic**, a photo page for **Travellers Choice** plus full pages from:

- Albatross Tours
- AA Appointments jobs

Tech driving agent bookings

TRAVELLERS booking complex itineraries continue to rely on travel agents, but store enquiries and reservations are increasingly driven by online searches.

That was one of the key findings reported during a presentation in Sydney today at the Mumbrella Travel Marketing Summit.

Travelport's vice president of Northern Europe Simon Ferguson cited figures from a Google study conducted in partnership with STA Travel which showed that for the youth-focused brand more than 60% of store bookings originated via either organic or paid search.

"Travel agents are still delivering substantial value...traditional travel agent retail is not going away any time soon," he said.

The research also noted that 80% of clients booked in store at STA, showing the importance of an omni-channel approach.

Ferguson also discussed a host

of trends in the rapidly evolving travel landscape, including the statistic that in the OTA space more than 93% of online travel was booked globally through just three players - Expedia, Priceline/Booking.com and Ctrip.

However the size of the online travel pie is so massive that there is still opportunity for smaller players such as Webjet, he noted, with 30 new OTAs launching globally every month.

The Travelport executive spoke about the current Facebook data privacy controversy, saying he doesn't expect it to have a long-term impact on the sector.

That's because studies have found that 64% of travellers are comfortable sharing their personal data, while 83% of millennials would let travel brands track their digital patterns if it results in a more personal experience.

More from Mumbrella on **pg 5**.

'Trump slump' halted

THE US Government has suspended the reporting of visitor statistics, blaming technical problems and inaccuracies in recent data.

The National Travel and Tourism Office (NTTO) has said it will not release new data while it addresses the issues, leaving the travel industry with no reliable figures since the month of Sep.

The move has prompted observations that the US has prevented analysis of the so-called "Trump slump" in arrivals, though the NTTO says visitors might have been under-counted.

Scenic Eclipse EB

ANTARCTICA itineraries aboard *Scenic Eclipse* in 2019/20 are available with earlybird discounts of up to 10%.

An online brochure for "the world's first Discovery Yacht" is available for download - see today's **cover page**.

Burnt out or fired up?

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Agents' insurance

ONLINE insurer Professionals Travel Cover is targeting travel agencies with a direct group annual product it says is the only insurance of its type in Australia.

The company's managing director Ian Jackson said travel agencies could now buy online easily without the need for a broker and without having to nominate all likely travellers throughout the year.

"We believe there is a great opportunity for Pro Travel Cover to become the 'travel agents' travel insurance'," Jackson said.

"This is a product for the agency, a way to save and have their agents comprehensively covered every time they travel."

Annual policies don't require declaration of pre-existing conditions - **CLICK** for details.

Aus Govt pro QF/AA JV

THE proposed aviation alliance & request for antitrust immunity between Qantas and American Airlines has received heavyweight support from the Australian Govt.

In a letter to the US Department of Transportation, the Australian Department of Infrastructure, Regional Development and Cities said the joint venture "will have a favourable impact on the aviation market between Australia and the United States of America".

Deputy Secretary Pip Spence told the DOT the planned pact is "compatible" with its objectives to help the aviation industry grow in an environment that is "safe, competitive and productive".

Citing the ACCC's re-approval for the QF/AA alliance in 2016 for a five year term (until 18 Mar 2021), Spence said the Dept of Infrastructure considers the Joint Business Agreement "is likely to deliver strong benefits for our

respective aviation markets".

MEANWHILE, American Airlines has this month provided a further 75 letters of support from the trade (predominately in the US) for the joint venture.

Among the latest batch of businesses to voice their support are representatives from Tauck, Student Universe, A1 Travel & Tours and World Trade Travel.

Australian tourism marketing agency Gate 7 has also pledged support for the AA/QF tie-up.

"On behalf of our 23 employees, we urge the Dept to approve and grant antitrust immunity to American and Qantas so that the two airlines can bring the benefits of joint ventures to travellers between the United States and Australia and New Zealand," said Gate 7 md Jo Palmer.

Austria Summit '18

THE Austrian National Tourism Office has announced its third Austria Destination Summit, with 20 Australian travel advisors to visit the country under the theme "Engage. Explore. Experience".

To be held 13-22 Oct, the event will involve high-end leisure agents at a three-day education program in Vienna, including a Destination Day at Schoenbrunn Palace with 30 top suppliers.

A social program includes a reception at Belvedere Palace with a viewing of Klimt's "The Kiss" as well as a private evening at the Spanish Riding School.

Afterwards, attendees can choose from four different Discovery Journeys to various regions in Austria.

For more info and application details, **CLICK HERE**.

SCENIC^o

2019 EUROPE RIVER CRUISING

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VIEW OFFERS

NSW Airbnb scheme

THE NSW Government has announced a pilot scheme offering the state's Seniors Card holders a \$100 cash reward for becoming Airbnb hosts.

The govt says the scheme will create economic opportunities for seniors while keeping them socially connected.

The cash incentive is paid when seniors sign up to Airbnb and complete their first booking of three nights or more.

Etihad 'committed'

ETIHAD Airways says it remains committed to the Australian market, despite the upcoming suspension of its Perth services (**TD** yesterday).

An airline spokesperson said the decision to end Perth flights on 01 Oct was part of "an ongoing review of network performance".

"Along with our travel agency partners, we will work closely with impacted guests to notify them of the changes to their itineraries and re-accommodate them on alternative flights," the spokesperson said.



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Asia surges for Uniworld

THE United States continues to dominate bookings for Uniworld Boutique River Cruise Collection, with Canada and Australia neck-and-neck to hold the number two spot for the cruise company.

Uniworld head Ellen Bettridge said the majority of customers were out of the USA, with "Australia battling it out with Canada for number two".

"Every year they are close to one another, and are followed by the United Kingdom and then Asia," she said.

Bettridge said the Asia market "has been growing in leaps and bounds - 100% growth every year, but on small numbers".

For Uniworld, the Asia region consists of Singapore, Malaysia & the Philippines, but not China.

"We haven't even touched the China market yet," Bettridge said.

"We only need 50,000 passengers a year and I'm filling them up with what I have," she said, when quizzed by *Travel Daily* about tapping into China.

"I'm not saying Uniworld isn't going to go there, but at the moment, knock on wood, we are doing pretty darn well capturing what we need from existing markets," Bettridge said.

"We absolutely will explore there. We are looking at spending some time in India as well as China, but it's key to have the right focus and sales people".

"But I believe in fishing where the fish are. So if we already know the fish are there, and

they are biting, let's go for it," Bettridge explained to *Travel Daily*.

The Uniworld ceo of 18 months said the cruise company explored the Singapore market in Asia at first, then branched out into the Philippines, saying "that has been very successful".

"Malaysia had a fantastic year last year, so now we're wondering what India can do, and Taiwan."

On the U by Uniworld product, Bettridge said most sales were, again, coming out of the USA however Australia was the clear second largest market.

Uniworld pax love French Balconies

UNIWORLD Boutique River Cruise Collection will continue to include French Balcony staterooms and suites on every new ship build or redesign, the company has reiterated.

Last week, ceo Ellen Bettridge told *TD* the line had no intention to offer Outdoor Balcony options on its vessels "to maximise the space within the cabin" (*TD* Mon).

Uniworld managing director for Australia Fiona Dalton told *TD* French Balconies were the line's most popular product by far.

"Outside balconies were not preferred by our guests because they impede on the stateroom floor space, which on a rivership, every inch counts", Dalton said.

More from Uniworld in today's issue of *Cruise Weekly*.

UMI winners named

G ADVENTURES has named agents heading to the Galapagos as part of its "Uber Massive Incentive", UMI in the Islands.

They are Ashley Goldsmith, Global Work & Travel Co; Baden Brown, Launceston Travel & Cruise; Dana Brown, Travel Managers Aus; Jake Morris, Echuca Travel; Jamie-Lee West, italktravel Midlands; Jennifer Voelzke, STA Travel Aus; Jos Bauk, Summit Travel; Gerry Tillson, STA Travel Aus; Kayla Kelly, STA Travel NZ; Naomi Zerner, Back Track Adventures; Rebecca Owen, STA Travel Aus; Rebecca Riley, Adventure World NZ; and Stephanie Jones, STA Travel Aus.

Memphis events

THE Memphis Convention & Visitor Bureau would like to clarify that only its Sydney and Gold Coast events are open to the trade (*TD* yesterday).

The Brisbane event is private.



Window Seat

AT LAST someone has come up with a solution to that age-old problem - how to get to the local comedy festival when you'd really prefer to stay in bed.

The folks at Travelodge Hotels know the situation well, so they've come up with means to propel dedicated bed fiends to the upcoming Sydney Comedy Festival without having to release their grip on the doona.

Called "Ubed" the service involves a rickshaw-style bike with a built-in bed that will pick up festival-goers in central Sydney and deliver them to gigs.

Comedian Becky Lucas will be on board for the ride, providing bedside jokes to set the mood - **CLICK HERE** to request a ride.

Travelodge Hotel Sydney also has a pop-up comedy club on Mon nights, 30 Apr-14 May.

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The position would suit anyone currently in a Corporate, Retail, Cruise or Wholesale environment who is very hands on with Sabre and Air Fares.

Successful candidate can expect a competitive package of \$60,000 + Super Please send a short cover letter and resume to: jobsau@vikingcruises.com Applications close Friday 20 April 2018.

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Contiki Latin prog

CONTIKI'S 2018-20 Latin America program is now on sale, with savings of 10% on itineraries of seven or more days when paid in full by 20 Jun.

The program includes a new nine-day Viva Costa Rica itinerary travelling through San Jose, Arenal, Playa Tamarindo, Monteverde & Manuel Antonio.

An In-Depth Explorer trip, it explores Costa Rica's volcanoes, rainforest, beaches, and reefs.

Contiki's partnership with Me to We involves an optional two-night extension in Ecuador where guests can contribute to sustainable development projects.

WA airport funding

THE Western Australia Government has announced \$1.4 million in regional airport funding to upgrade facilities in six regions.

Projects include funding for Shark Bay (Monkey Mia) Airport to widen the runway, allowing Rex aircraft to operate from Jul.

MEANWHILE, the WA Govt says it will review its State Aviation Strategy in response to the Parliamentary Inquiry into Regional Airfares.

It says it supports the inquiry's recommendations and will engage with airlines, community, local governments and mining companies as part of its review.



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Rocky lauds Aussie trade



THE Australian market has the world's highest level of brand awareness for iconic scenic rail operator Rocky Mountaineer, surpassing even the firm's native Canadian market.

This achievement was announced by Karen Hardie vp of global sales for RMR at an event in Sydney yesterday for the firm's wholesale and retail partners.

"The company would not be where it is today if it wasn't for the strength of the Australian market and the strength of the partnerships that have built the awareness and desire for the Rocky Mountaineer," said Hardie.

"Australia has the highest brand awareness of the Rocky Mountaineer of any country in the world," she said.

Sales for 2018 are set to hit an all time high according to Hardie, who said the rail operator's five-

year strategic plan was to "double the size of the company and add a second rail route by 2022."

The company remains committed to adding two additional SilverLeaf carriages each year and is soon to take receipt of luxurious new GoldLeaf carriages that will enter operation in 2019.

Hardie is confident the extra capacity will sell, saying "you'll see in 2019 we're adding new destinations including Kananaskis, Canmore and Sunshine Village," which will help market the Rocky Mountaineer to new customers.

A new agent reservations system is currently under development which Hardie said would help to deliver better service to the trade.

Karen Hardie is **pictured** left with Fiona Watson, managing director sales Asia Pacific.

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Cruise Product Manager

An exciting opportunity in our growing Cruise department for a Product Manager is now available.

You will be working very closely with the cruise lines, sales team and Marketing department to deliver unique and innovative cruise holiday packages to market.

Great knowledge of the cruise industry and negotiation skills are required. Beachfront Gold Coast location, salary details on application.

Cruise Product Co-ordinator

An exciting opportunity in our growing Cruise department for a Product Co-ordinator is now available.

You will be working very closely with the Cruise Product Manager, sales team and Marketing department to deliver unique and innovative cruise holiday packages to market.

Great attention to detail required, cruise industry knowledge preferred, however not required.

Beachfront Gold Coast location, salary details on application.

For more information or to apply contact (07) 5555 8888 by 27th April 2018.

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Travel marketing in focus



TODAY'S Mumbrella Travel Marketing Summit in Sydney is the third time the event has been run, and this year it is bigger and better than ever.

Several hundred attendees are attending sessions on travel trends, digital marketing strategy, disruption and the booking journey, along with practical topics around accessible travel, space tourism & the China boom. The event culminates tonight

in a gala dinner where the 2018 Mumbrella Travel Marketing Awards will be announced.

Travel Daily is one of the key supporters of the event and also participated in the judging.

Pictured above are international keynote speaker Simon Ferguson, vp Northern Europe for Travelpart with Tim Burrowes and Martin Lane of Mumbrella.

More pics from the conference at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

Guests Talk TAUCK

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Blue Mtns rail trips

FANTASTIC Aussie Tours has partnered with Great Southern Rail to provide an excursion in the Blue Mountains for Indian Pacific guests taking an optional off-train sightseeing tour (**TD** 19 Feb).

The trip is available on the eastbound service only.

The partnership also includes Scenic World, Blue Mountains Guides and Trippas White Group who own The Lookout Restaurant.

Next year, Great Southern Rail plans to offer the option to include an overnight stay in the Blue Mountains, Indian Pacific manager Penelope Milne said.

Boeing progresses on Embraer tie-up

BRAZIL'S Defence Minister Joaquim Silva e Luna has this week said the country's aircraft manufacturer, Embraer SA is getting close to finalising a deal with Boeing (**TD** 22 Dec).

The govt official said the three-way talks between Boeing, Embraer and the Brazilian Govt are ongoing and "are getting closer" to being finalised.

"I would say, in short, this will end in marriage," he said.

Splendor res open

BOOKINGS are now being accepted for the inaugural season itineraries for Regent Seven Seas Cruises' new ship, *Seven Seas Splendor*, debuting in Feb 2020.

The first sailing of the 750-guest all-suite, all-balcony vessel is set for 07 Feb 2020, with departures to the Panama Canal & Caribbean, North America & Atlantic Ocean crossings and the Mediterranean.

W debut in Jordan

MARRIOTT International's funky W Hotels brand has opened its first property in Jordan.

The 280-room W Amman hotel is in the heart of the city's up & coming downtown neighbourhood, Abdali.

See www.wammanhotel.com.

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*Conditions apply

BNE set for JQ's Uluru link



THE maiden direct flights from Brisbane to Uluru (Ayers Rock Airport) will be introduced by Jetstar starting 03 Aug.

The low-cost carrier will offer thrice weekly services between the Queensland capital to Uluru, providing 56,000 seats on the route annually.

Ireland honours The Cranberries' 25th

TOURISM Ireland is marking the 25th anniversary of The Cranberries debut album (in 1993) by releasing a director's cut of one of the country's most memorable tourism campaigns.

The four-minute clip features footage from 1996 (viewed **HERE**), including aerial shots of Ireland with the backing track of The Cranberries single, *Dreams* from the album *Everybody Else is Doing it, So Why Can't We*.

It was the first ever TV ad to market the island of Ireland as a whole, showcasing locations such as the Giant's Causeway, the Skelligs and the Cliffs of Moher, set to the distinctive voice of The Cranberries' lead singer Dolores O'Riordan, who died in Jan.

"We are marking the 25th anniversary of this iconic Irish album and honouring the memory of one of Ireland's greatest musicians by sharing this never-before-seen version of our ad from the 1990s," Tourism Ireland ceo Niall Gibbons said.

"With Brisbane continuing to grow as one of Australia's largest tourism hubs, we are confident that our low fares will encourage more people to travel to the Northern Territory," Jetstar exec manager Alan McIntyre said.

Queensland Tourism Industry Development Minister Kate Jones said the route was secured via the state's Attracting Aviation Investment Fund.

Brisbane Airport welcomed the move by Jetstar, saying it will provide a convenient gateway for international travellers to AYQ.

"Having convenient direct flights to more iconic domestic destinations will encourage more and more international visitors to choose Brisbane as their preferred gateway to Australia," Brisbane Airport Corp ceo and md Julianne Alroe commented.

Pictured from left are Andrew Brodie, Brisbane Airport Corp; Alan McIntyre, Jetstar with Karena Noble and Peter Graham from Voyages Northern Territory.

Rural events funds

THE NSW Govt has committed a further \$300,000 to lure & create more business events in rural and regional parts of the state.

It builds on the success of last year's Regional Conferencing Development Grant Pilot Program which has provided \$350,000 for 12 business events that will inject \$2m into the local economy.



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.

Sandra Cahill has been recruited by **Oman Air** as the airline's new Sales Manager Australia. Cahill's travel industry background includes previous roles at the Ministry of Oman Tourism, Gulf Air, Air France, APT Group and most recently Pandaw Cruises.

Travel and expense technology solution **Serko** is expanding its ops in North America, appointing **Tony D'Astolfo** as Senior Vice President, NORAM. He joins former Amex exec Rich Miller and former Concur exec Murray Warner as the newest members of the leadership team at Serko.

eRevMax, hotel and distribution connectivity specialist, has named **Diako Sali** as Director of Global Sales based in Sweden. Diako will lead the next stage of the sales strategy and execution of the firm's hospitality operating system.

Carnival Australia has advised that **Ken Triffitt** has departed the company, most recently as P&O World Cruising Sales Manager Australia and New Zealand.

Mandy Veale has taken on the role of Trade Marketing Manager in New Zealand for **Tourism and Events Queensland**. Veale's experience includes stints with First Travel Group, Infinity Hols & Mondo Travel.

Singapore-headquartered destination & event management company **Pacific World** has announced two additional sales directors for the US market - **Cherryl Brazier** and **Patricia Perez-Sahin**. The duo will be based in Los Angeles and Miami respectively, working alongside Pacific World's Director of Sales, Ruby Serra, in Chicago.

Tassie earlybird

TRAVELMARVEL is offering earlybird specials on a range of itineraries in its newly dispatched 2018/19 Tasmania brochure.

The program includes a 10-day Grand Tasman tour that traverses the island including stops at Cradle Mountain, Port Arthur and Freycinet National Park, currently priced at \$3,295ppts.

New for Travelmarvel in 2018/19 is a stay at Hotel Grand Chancellor in Launceston, with a cruise aboard the brand new *Spirit of the Wild* cruiser.

Earlybird specials are available until 31 Jul - call 1300 196 420.

Cassia Bintan grows

BANYAN Tree Group's second hotel residence branded property, Cassia Bintan will introduce new beachfront residences this month that offer direct beach access.

The beachfront complex offers a selection of 32 one- and two-bedroom units ranging from 41m² to 73m², all equipped with a fully stocked kitchenette.

Rates start at USD\$180++ per night, with a 30% discount for stays until 20 Dec, inclusive of daily brekkie and return transfers if booked before 31 May.



WIN WITH HKTB

Hong Kong is where East meets West and old merges with new to create a dynamic kaleidoscope of cultures, entertainment and culinary feasts.

Test your knowledge on Asia's cosmopolitan hub for your chance to win one of five "HK Goody Packs", courtesy of the Hong Kong Tourism Board and *Travel Daily*.

To win be the first person to send the correct answer to the question to hktb@traveldaily.com.au

Name the district in Hong Kong which is has the world's longest outdoor covered escalator system?

Visit www.discoverhongkong.com/au to learn more about Hong Kong, plus complete the training program at www.specialisthk.com/au by July 2018 to win a place on an incentive trip.



A quest for Travellers Choice Gold

A GROUP of award-winning Travellers Choice members ventured to Ecuador's interior last month on an Adventure World itinerary that read like the plot of a Jules Verne novel.

The 'ripping yarn' began with a three-night cruise into the heart of Ecuador's Amazon and included encounters with an array of colourful locals, including monkeys, sloths, toucans, macaws and even some notoriously shy pink Amazon dolphins.

A few brave souls even dipped their feet into the black waters of Lake Piranha and had their toes duly nibbled by some curious – but thankfully not too hungry – inhabitants.

The agents – all Gold Choice Award winners – then jumped aboard an antique steam locomotive for the 'Train of Wonders', a luxurious journey from the Andes to the Pacific coast via the Avenue of Volcanoes, charming Haciendas and the mythical Devil's Nose pass (one of the steepest stretches of railway in the world).

Each year a total of 30 Travellers Choice members are awarded Gold, Silver or Bronze Choice Awards based on their level of support for preferred suppliers. As well as dedicated educational trips, winners enjoy exclusive sales incentives and service grants worth up to \$1,500 per agency. For more information please visit www.travellerschoice.com.au.



MEETING the locals and their traditional Ecuadorian devil masks!

CONQUERING the Andes: Sherrilyn Wigg, Discover Travel & Cruise; Lucinda Metcalfe, Maria Slater Travel; Lesley Shepherd, Select World Travel; Deb Long, Weston Cruise & Travel; Christian Hunter, Travellers Choice; Leonie Ivey, Windsong Travel; Tania Allen, Oliver Travel; Mark Brady, Ballina Cruise & Travel; Dave Hulsman, Ucango Travel and Ana Salazar, Adventure World.



EMBARKING on the 'Train of the Wonders'.



GOLD Choice winners in Ecuador's capital Quito.

CHRISTIAN Hunter with the last glacier-ice merchant, who hauls blocks of ice from Mount Chimborazo to sell to local traders.



TREVOR rides with a chagra (Ecuadorian cowboy).



3,600M above sea level in the Andean highlands.



A DEADLY jungle blowpipe-wielding Dave Hulsman with fellow 'hunter' Travellers Choice mascot Trevor.

Top of the world at 55 George



THE wine was flowing and the music going as Holiday Inn Old Sydney in the Rocks opened its newly-branded rooftop space 55 George on Tue night.

The area, with views of The Opera House and The Sydney Harbour Bridge, has a capacity of between 30-180 guests and can be reserved for private functions.

"The rooftop is a great space for product launches, birthday parties, and corporate cocktail functions," said Thomas Zinn general manager for Holiday Inn



Old Sydney.

"We've increased the footprint of the space...we've worked on this concept for a while now and the name contains our address so people know where we are."

Pictured above and inset: The launch event in full swing.

Etihad ups Morocco

FOLLOWING increased demand for travel between Casablanca, Rabat and Abu Dhabi, Etihad Airways has announced a boost in flights operating between the three cities.

From 1 May, a new Boeing 787-9 *Dreamliner* will be introduced on the route between Abu Dhabi and Casablanca, while a third weekly service will also be added on the Rabat route.

Capella for Hainan

CAPELLA Hotel Group will open the doors of its latest luxury venture on China's Hainan Island when beachside resort Capella Sanya is completed in late 2018.

The hotel's design is inspired by the Silk Road, with 190 rooms, suites and villas catering to guests including honeymooners, families and incentive groups.



Win flights to anywhere on Royal Brunei Airlines' network

Royal Brunei Airlines is celebrating four years of flying from Melbourne to London with the 787 Dreamliner.

Show us in a photograph or meme how you would best celebrate with Royal Brunei Airlines on the 787 Dreamliner to London. Make sure you include the RBA Dreamliner in your entry (you can take a screenshot of the picture from the first day of the comp).

The most creative entry will win two return Economy Class tickets from Melbourne to anywhere on the Royal Brunei network.

Send your entries to rba@traveldaily.com.au by COB 30 April.



Terms and conditions apply.

California rail deal

FOLLOWING a series of recent natural disasters in Southern California, Amtrak Pacific Surfliner is offering a "friends and family discount" in an attempt to bring tourism back to the region.

Travellers who buy one full fare to select cities, including Ventura and Santa Barbara, can receive up to three additional tickets at a discount of 50% off

For full details [CLICK HERE](#).

Vic hooks big fish

VICTORIAN town Nagambie will host Australia's biggest freshwater fishing festival, which will attract new visitors and boost local businesses to the region.

The two-year deal will bring together up to 5,000 competitors, and will include family entertainment, education programs and local food stalls.

The 2018 event is on 25-28 Apr.

Frasers Singa build

IN A bid to keep up with evolving technology, Capri by Fraser China Square Singapore has opened its doors with an extensive interactive offering.

New services include an app that allows guests to check in and make housekeeping requests digitally, as well as in-room controls such as lighting.

Ritz-Carlton delay

THE launch of luxury yacht collection from cruise brand Ritz-Carlton has been delayed from late next year until early 2020, with the first cruise now scheduled to depart in Feb.

Yachts will have a max capacity of 298 guests, and bookings will open in Jun this year.

THE WHO'S WHO OF SUPPLIERS ARE IN THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY.

[VIEW HERE](#)

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Tour 1/3



German & Austrian Christmas Markets

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- Savour 8 fabulous Christmas Markets in Frankfurt, Rothenburg, Würzburg, Bamberg, Nürnberg, Innsbruck, Salzburg and Munich
- Stay 2 nights in Rothenburg and Salzburg
- Stay 3 nights in the Passion Play town of Oberammergau
- Visit Neuschwanstein Castle, extravagant Linderhof Palace, and explore picturesque Füssen
- 15 meals - buffet breakfast daily and 6 dinners
- No Optional Extras - fully inclusive tour

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Tour 2/3



An Alpine Christmas Adventure

16 CAPTIVATING DAYS | MUNICH TO MILAN
DECEMBER 12 - 28, 2018

- Visit 6 Christmas markets in Aosta, Montreux, Bern, Luzern, Interlaken and Chur
- Enjoy 3x3 night stays in Klosters, Leukerbad and Grindelwald
- Stay 2x2 night stays in Chamonix and Montreux
- Ride on the Glacier Express
- Relax on a horse drawn carriage ride on Christmas Eve
- 27 meals - buffet breakfast daily and 11 dinners
- No Optional Extras - fully inclusive tour

[Find out more](#)



Tour 3/3



New Year in a Venetian Villa

9 MEMORABLE DAYS | MILAN TO ROME
DECEMBER 28 - 05 JANUARY, 2018

- Stay 3 nights over New Year in a grand Venetian Villa, enjoying a visit to Palladio's beautiful city of Vicenza, and celebrate New Year's Eve 'Italian style' in the Villa's Restaurant "Le Scuderie"
- Stay 3 nights in a beautiful hotel inside Lucca's old walls and visit the Piazza dei Miracoli in Pisa, with its Leaning Tower
- Visit the medieval, fairytale 'town of towers' San Gimignano
- 15 meals - buffet breakfast daily, 1 lunch and 6 dinners
- No Optional Extras - fully inclusive tour

[Find out more](#)



Longer Stays



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LEAD AND INSPIRE

OPERATIONS DIRECTOR

SYDNEY – SALARY TO \$100K plus

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a salary of up to \$100k plus DOE. Experience in areas other than Inbound will also be considered.

LAST CHANCE TO APPLY

MARKETING MANAGER

MELBOURNE – UP TO \$120K PLUS SUPER

This company has a rare opportunity to join their marketing team. You will be responsible for all marketing strategy & implementation, running end to end campaigns, measurement of results & working closely with key stakeholders on strategy & branding to deliver product to market. Proven track record in running successful campaigns across all channels including digital required. Top salary on offer. Call for more information.

NEW LEAD YOUR TECHNICAL TEAM

TEAM LEADER - SYSTEMS

SYDNEY – 80K DOE + BONUS

Rare role available to join this global company in their systems area. Your team will act as support between the vendor and system users supporting different booking systems. If you have calypso this will be highly desired but not essential. Working in state of the art offices in the city and endless career opportunities this is well worth applying for. Great salary and incentives on offer.

NEW GLOBAL ROLE

CORPORATE ACCOUNT MANAGER

SYDNEY- STRONG SALARY PACKAGE

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

WESTERN AUSTRALIAN COAST

GENERAL MANAGER

REGIONAL WA – \$70 - \$80K + SUPER + BONUS

A unique General Manager position has now become available for someone looking to step up and progress in their hotel management career. You will be responsible for the overseeing the day to day operations, leading the team, strategy, budgeting & forecasting to achieve goals. Current hotel management experience essential along with proven results in sales & marketing & leading successful teams. Strong salary + bonus + benefits on offer.

LEAD THE TEAM

RESERVATIONS SALES MANAGER

MELBOURNE – \$100K PLUS

Turn the key and open the door to success when you join this travel company. Managing a team of reservations and support consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge & experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

RARE ROLE IN OLD

RESERVATIONS MANAGER

BRISBANE – DOE UP TO \$70K + SUPER

A great new opportunity to join this unique & expanding hotel brand as Reservations Manager. Work as part of the wider Revenue team you will work closely with the General Manager to maximise their position in the market through strategy and driving revenue through all channels. Previous Reservations experience in a senior role essential along with strong communication, organisation & problem solving skills. Great salary on offer plus career progression.

ARE YOU A DYNAMIC LEADER?

GENERAL MANAGER

MELBOURNE – \$110K-\$120K + SUPER + BONUS

We are looking for an experienced General Manager or Hotel Manager for a beautiful property in Lorne. You will be responsible for overseeing all aspects of the property, lead a capable management team, and focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. Good career progression plus a great team environment. Apply today!

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