



Albatross savings

THERE are just two weeks left to take advantage of a \$400 per couple discount on Albatross Tours' 16-day Italian Lakes and Tuscany itinerary, travelling between Milan and Venice. See **page 10**.

AFTA price war warning

INTENSIFYING competition between online travel agents (OTAs) and traditional travel retailers and suppliers risks a discounting war, AFTA Chief Executive Jayson Westbury warned this morning.

Speaking at the inaugural Travel Tech Summit in Sydney, Westbury welcomed competition but urged that "competing on price alone has no future," with a number of OTAs anticipated to arrive in Australia over the coming year.

Westbury said that tech would be a key differentiator among competing brands & would largely determine the success of new OTAs entering the local market.

"Their technology platform will be a decisive factor in their success," he said.

In other topics, Westbury affirmed that Australia had the highest number of travel agents per capita, and that the number of home based travel agents would rise 15% in the year ahead.

Currently there are 1,200 home based agents.

"Retail is not going anywhere," Westbury said, adding that 72% of outbound bookings were channelled via travel agents.

He said the outbound market alone was valued at \$37 billion and anticipated to grow between 4-5% in the year ahead.

Several emerging travel trends were highlighted within Westbury's presentation including curiosity surrounding "dark tourism" such as travel experiences involving prisons and graveyards.

Seniors backpacking and "flashpacking" were two other trends observed, with the latter targeting the "upwardly mobile, late 20s traveller on \$200,000 a year and wanting to stay at a five star hotel...with a backpack," Westbury said.

Travel Tech Summit continues today in Sydney.

Today's issue of TD

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

- Albatross Tours
- Travel Trade Recruitment

Museum falls flat

ATTENDANCES at Australia's \$100 million World War I museum in northern France have been far below projections, according to a *Sydney Morning Herald* report which says as few as 61 people per day are visiting.

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12Ks of Christmas

HELLOWORLD has announced a \$12,000 Trip Dollar giveaway for travel agents who book holidays from across its wholesale brands including Qantas Holidays, Viva! Holidays and Sunlover Holidays.

Under the 12Ks of Christmas promotion, every booking made and deposited between 02-22 Dec will provide a chance to win \$12,000 Trip Dollars.

Plus, consultants with the highest number of bookings per region will win weekly prizes of \$300 Trip Dollars, with prizes of \$150 and \$150 also available.

CLICK HERE for details.

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Aussie travel France

FRANCE specialist French Travel Connection has confirmed the Australian market continues to display resilience following the recent riots over increased fuel taxes (**TD** 26 Nov).

Sales Director of parent company Entire Travel Group's Greg McCallum told **Travel Daily** "The Australian market has traditionally been resilient in the face of isolated issues such as these, and once again, despite the unrest, it has very much been business as usual."

"We will continue to monitor events in Paris – where protests have only affected very specific and identified areas of the city - but to date none of our products and/or suppliers have experienced any major disruptions," he continued.

McCallum also told **Travel Daily** that the French Government's suspension of the fuel taxes was also expected to calm the unrest.

G Adventures UK purchase

SMALL group adventure travel company G Adventures has announced the acquisition of the UK-based youth travel operator, TruTravels.

The company was co-founded in 2012 by entrepreneurs Joe Fallon and Mark Pope, both of whom will continue to run TruTravels as minority shareholders.

The purchase was undertaken to strengthen G Adventures' reach in the youth travel space, and follows a spate of British purchases last year including Travelsphere, Just You, and Swan.

Commenting on the acquisition of TruTravels, G Adventures Founder Bruce Poon Tip said the decision was also motivated by the pursuit of a new "grassroots style of small group travel" catering for younger people.

"When I started digging deeper into what TruTravels does, I discovered that while their ethos is closely aligned to ours, the

way they communicate, and how they travel, is so different to G Adventures," he said.

"For this reason, we don't want to change what TruTravels does. Joe and Mark are doing an incredible job in this space with this new style of fun-focussed travel which is rooted in meeting new people and driven by social media influences," Tip added.

TruTravels' Mark Pope said the company's similarity in culture was an important selling point in accepting the takeover.

"While it's obviously exciting to be partnering with the most established and experienced operator in our space, the most important thing for us in saying yes was that we were culturally aligned," he said.

TruTravels is comprised of 25 staff in England and 40 tour guides in Asia, with the purchase to fuel sales team recruitment and agency distribution growth.

Qantas new services

QANTAS has announced next year it will be introducing a number of changes to its Qantas Agency Connect service.

Among the updates will be a new form for agents to submit ticket requests, and from Mar 2019 Qantas will also introduce a \$60 fee for select telephone and email services performed by Qantas Agency Connect and Qantas Group teams.

Agents will still be able to process many services online with no service fee charge.

A webchat service will launch in 2019 to help agents with the Qantas Agent Connect changes.

The updates follow new services launched this week such as the ability to make a request to correct names on bookings containing a codeshare or interline flight, as well as a new manage passwords feature allowing agents to reset and change their own passwords.

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Marriott lawsuits

MARRIOTT is facing multiple lawsuits and several government investigations after revelations that the personal details of up to 500 million customers have been stolen in a long-term data breach (**TD Mon**).

Law firm Morgan & Morgan has reportedly sought court approval for a class action trial in the US state of Maryland where Marriott is headquartered, one of several actions announced since details of the hack were revealed.

Several investigations have been launched in response to the breach, including inquiries by the FBI in the US and the Information Commissioner's Office in the UK.

Several US state investigations are also underway, announced by attorneys general in New York, Illinois, Pennsylvania, Massachusetts and Connecticut.

Stolen data has included names, addresses, phone numbers, emails, passport numbers, dates of birth and other details.

SIA buys into Aus tech

SINGAPORE Airlines (SIA) has bought into Australian technology firm Data Republic as part of a strategy to increase the carrier's digital capabilities.

The airline yesterday announced it had acquired a minority stake in the company through a placement of new shares, having gained approval from the Australian Foreign Investment Review Board.

Data Republic has created a governance platform called Senate, which allows organisations to safely collaborate on shared data projects in a secure environment.

It says its technology protects privacy, provides audit trails and ensures data security.

"Singapore Airlines recognises the increasing importance that data plays in allowing organisations to have an enriched understanding of customers' preferences," said SIA Senior

Vice President of Information Technology George Wang.

"Our investment in Data Republic highlights our commitment to data innovation through a platform which leverages technology to ensure data security and privacy and further enhance our digital capabilities," he said.

SIA plans to work with Data Republic to provide organisations with "a practical means to collaborate and innovate at speed using Data Republic's unique secure data sharing technology".

It says it has been significantly enhancing its digital capabilities through a company-wide program that includes IT-related recruitment, training and staff involvement in innovation projects, large-scale investment in IT infrastructure and increased collaboration with global technology leaders, start-ups and research institutes.



Window Seat

AS ANYONE with a love of Japanese cultural icons knows, there are times when too much Hello Kitty is never enough.

Which is why rail authorities in Tokyo have courageously surrendered one of the city's busiest stations to a commuter-crush of cute, all in celebration of Japan's greatest feline export.

Visitors who head to the Hello Kitty Land Tokyo theme park via the Odakyu Tama Center Station can now prepare themselves for the spectacle ahead thanks to 270 images of Hello Kitty and friends emblazoned around the concourses. Kitty purrfection.



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Peregrine special

PEREGRINE Adventures has revealed a suite of new "Limited Edition" experiences in 2019 and 2020 for groups of 12 or less.

Peregrine's Limited Edition trips include the eight-day Christmas in Bethlehem, where travellers will experience an adventure in Israel and the Palestinian Territories.

Also new is the eight-day Wine in Georgia, a tour of Kvareli, Caucasus Mountains, the 18th-century hilltop town of Signaghi and Tbilisi.

For more info, [CLICK HERE](#).

Castaway investment

CASTAWAY Resort in Rarotonga, Cook Islands, is looking to restructure its existing shareholding and raise capital for its expansion plans.

The plans include six additional units and moving the restaurant and kitchen to the beach front.

For more details on the resort, [CLICK HERE](#).

Cunard spa details

CUNARD will launch its holistic spa concept Mareel Wellness & Beauty on board the refurbished *Queen Elizabeth* this Dec (**TD** 19 Sep), followed by *Queen Victoria* later in the month and on board *Queen Mary 2* from Nov 2020.

The facilities offered by Mareel on board *Queen Elizabeth* will include a couples' suite for seaweed bathing rituals, a meditation room with acoustic resonance loungers, a fitness centre and studio space, along with sound therapy facilities in every treatment room.

"We are delighted to share news of Mareel Wellness & Beauty, Cunard's first ever own spa concept," said Angus Struthers, Vice President Marketing Cunard.

"Wellbeing is key to life, and feeling relaxed in mind and body is an important part of any holiday, and we are thrilled to offer such a luxurious spa at sea for our guests."

AITTC toasts 2018 successes



IT'S been a busy 12 months for the volunteer committee at Australia India Travel & Tourism Council (AITTC), and last night they celebrated their deserving achievements with partners and suppliers at a Christmas dinner.

Under the leadership of Chairman Sandip Hor and Co-Chairman/Treasurer Phillip Boniface, AITTC has made a solid mark in the industry this year in Australia and India.

"This year has been a very productive year for us at AITTC in terms of strategic movements, the biggest one is getting involved with the Australian Govt's India Economic Strategy, a strategy developed by the Australian Government and focused on how

to do business in India," Hor said.

This year also saw AITTC sign a MoU with the Australia India Business Council to offer travel and tourism as part of their portfolio, and a research project undertaken with UNSW on bilateral travel trends between Australia and India over a 10-year period.

Another key achievement included lobbying with Sydney Airports to have signage in Hindi on arrival to welcome visitors from India, which was agreed to and came into effect in Oct.

Pictured at Fortune Chinese Restaurant in Sydney last night is the AITTC team: Vishnu Daram, Sandip Hor, Thushara Liyanarachchi & Phillip Boniface.

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Orion inspections

VIKING Cruises' *Viking Orion* will host a number of ship inspections across Australia and NZ as part of her inaugural visit down under this summer.

More than 3,000 agents have already expressed their interest in stepping on board *Orion*.

"We're thrilled at just how eager our travel partners are to walk through our beautiful new ship," said Viking Cruises Australia and NZ MD Michelle Black.

Viking Orion arrived in Darwin yesterday (**TD** yesterday).

Register your interest **HERE**.

Bentours discount

BENTOURS is offering a saving of \$200pp across its 2019 Scandinavian summer range.

The deal includes tours covering Norway, Iceland and Sweden.

The offer is valid on summer series bookings until the 31st Jan 2019, quote "summer" to access.

Peter Sommer '19

THE latest brochure from Peter Sommer Travels contains a record number of tours for 2019, with over 50 departures of escorted holidays in Croatia, Greece, Ireland, Italy, Turkey and the United Kingdom.

New to the 2019 collection is a tour of Wales led by expert historians and archaeologists.

View the brochure online **HERE**.

Trafalgar volunteers

TRAFALGAR Tours has called on businesses to join them today in getting involved with International Volunteer Day, an initiative that champions the notion of volunteering for socially responsible causes.

"It is about empowering your own people to make a difference, in whatever form that takes," said Trafalgar CEO Gavin Tollman.

Trafalgar offers its staff two paid days a year for volunteering.

Crystalbrook snaps up Syd



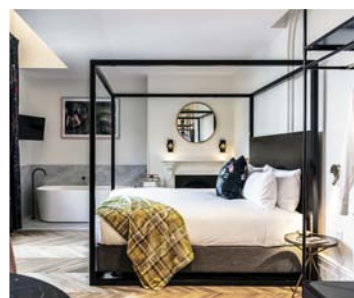
CRYSTALBROOK Collection has officially taken ownership of its first Sydney Hotel, the 35-room Little Albion.

Located in Surry Hills, the boutique hotel is set in a heritage building with a rooftop garden.

Crystalbrook announced the acquisition of the property in Oct (**TD** 11 Oct) and will retain all the existing staff including General Manager Wendy Morris.

"All of our properties are like siblings, each similar but with their own unique personality and style," said Crystalbrook Collection CEO Mark Davie.

"So naturally Little Albion's refreshingly unpretentious



personality and beautifully chic style was the perfect addition to our growing collection."

Pictured are: Mark Davie, CEO Crystalbrook Collection; Wendy Morris, General Manager Little Albion, a Crystalbrook Collection Boutique Hotel, and Geoff York, Group Director Hotels - Crystalbrook Collection.

The Big Albion room is **inset**.



Immerse yourself in Gothenburg

Enjoy a breathtaking mix of scenery, culture, and history in Sweden's second largest city. From the charming town centre and the countless museums, to the waterfront promenade and the Paddan boat excursions, Gothenburg takes you on a wondrous journey by both land and sea.

Enjoy flights five-times weekly to Gothenburg starting 12 December 2018.

Book by **22 December 2018** for travel until 31 October 2019.*

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* Offer valid until 22 December 2018, unless sold out prior. Fares quoted above are the lowest adult return prices per person including taxes, fees, and airport charges. Economy Class fare quoted is for departures from Melbourne. Business Class fare quoted is for departures from Perth. Economy Class fares are valid for departures between 15 January - 8 April 2019, 23 April - 6 June 2019, and 1 September - 31 October 2019. Business Class fares are valid for departures between 15 January - 31 October 2019. Other sale dates may be available. Other sale fares are available from Sydney, Melbourne, Perth, Canberra, and Adelaide. Fares may vary due to currency or tax fluctuations. Seasonal and weekend surcharges may apply. For all other terms and conditions please review at time of booking.

Travel Daily

Wednesday 5th December 2018

Crystal 2019 brox

CRYSTAL Cruises has released its 2019 Captivating Europe Brochure featuring sailings in the Mediterranean Sea, Adriatic Sea, British Isles, and Baltic Sea.

The 15-page brochure also includes voyages on the newly refurbished *Crystal Serenity*.

Highlights of the collection include a 10-night Monte Carlo to Venice journey departing 08 Apr 2019 and a 13-night itinerary visiting Rome and the Greek Isles.

Call 02 8074 6500 to order brox.

CWT appoints CFO

CARLSON Wagonlit Travel (CWT) has appointed Michelle Frymire to the role of Executive VP and Chief Financial Officer.

Current CFO Brad Hall will vacate the position to become Executive VP, Chief Administrative & Financial Officer of CWT's parent company Carlson Inc.

The two appointments will be effective from 21 Jan 2019.

&Beyond expansion

&BEYOND has revealed plans for several new initiatives in the next 12 months across South America, Asia, and Africa.

The company will open the Tengile River Lodge in the Sabi Sand Game Reserve in South Africa later this month, offering nine large suites with river views.

The &Beyond Sossusvlei Desert Lodge in Namibia is set to undergo a complete refurbishment which will include the addition of a gym, a spa, and a new design concept.

Chile's Lake District will be home to the company's first lodge in South America, with &Beyond Vira Vira to open in Sep 2019.

The property is located near the Villarricca Volcano which has many ski slopes.

A selection of new curated itineraries will also launch in 2019 including the 13-day Endangered Eight Impact Small Group Journey in India which visits the Gir National Park.

Omniche agents see Norfolk



NORFOLK Island Tourism and Air New Zealand treated a group of agents to an Omniche Holidays fam trip to Norfolk Island last month.

The group stayed at Aloha Apartments and Castaway Hotel and sampled island activities and experiences including a ghost dinner and tour at Kingston, a Mini Moke car rally, a wine and cheese tasting, fabulous food and a fascinating bushwalk.

Pictured in the back row are: Angela Jenkins, Christine McKerrrell, Vicki Harris, Christine Byrne and Sonia Williams.

Front row: Lauren Jenkins, Lauron Pasquale and Katrina Humphrey.

PNG e-Visa portal

PAPUA New Guinea Immigration & Citizenship Authority has announced the launch of a new electronic visa (e-Visa) application portal.

Travellers can use the portal to apply for a visa anywhere that an internet connection is available.

The portal covers the Tourist 60 day, Tourist 30 day, Short Term Business, Aid Worker Volunteer and Journalist visa.

Australian travellers are still eligible to apply for a Tourist Visa on Arrival.

For more information on the visas and to visit the new portal, **CLICK HERE**.

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Applications close Friday, December 7. Only successful candidates will be contacted.

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Emirates Christmas

EMIRATES is getting festive these holidays by offering customers seasoned sweaters (**pictured**) and pyjamas for adults and children.

The Christmas gifts are available at the Emirates Official Store and online.

CLICK HERE to browse gifts.



P&O campaign

P&O Cruises is running a series of ads promoting the brand's Good News Sale.

The ads show good news being delivered to "soften the blow" on the bad news.

For more details, **CLICK HERE** and watch the campaign, **HERE**.

Cruiseco brochure

CRUISECO has launched its Cruiseco Collections Europe 2nd Edition featuring sailings across 13 cruise brands.

Highlights include the "Mediterranean Legends and Ancient Empires" package where travellers experience a 25-night journey across Italy, Croatia, Greece, Turkey and Malta, from \$7,495 per person ex Sydney, Melbourne, Brisbane, Adelaide or Perth.

CLICK HERE to view the brox.

Underwater art

THE Great Barrier Reef Marine Park Authority has approved the next stage of the Underwater Tourism Infrastructure project in the Whitsundays.

The \$7 million project will see the installation of six underwater artworks and the planting of more than 400 coral colonies in sheltered bays around the Whitsunday Islands.

Skye Hotel Suites launch



SKYE Hotel Suites Sydney opened its doors last week in the Arc by Crown Group tower in Kent Street.

The 25-storey tower offers 73 serviced luxury apartments for short-term and long-term-stay domestic and int'l travellers.

It has a mix of studio suites, one- and two-bedroom suites, along with an ice cave-themed lobby, swimming pool and gymnasium.

"We are incredibly excited to open our doors to SKYE Suites Sydney after such success in Parramatta," said Crown Group Chairman and Group Chief Executive Officer Iwan Sunito.

"This architectural masterpiece in the city's CBD will not only form a striking addition to Sydney's skyline, but will also enhance the existing streetscape for domestic and international



guests and Sydneysiders."

Crown Group Director of Hotels and Suites Wayne Taranto said "the location of SKYE Suites Sydney is within easy walking distance to the International Convention Centre, Darling Square, Barangaroo precinct and transport that connects to the rest of the city".

The Crown Group team, **pictured** above, includes Natasha Sawdy, Brand Executive; Iwan Sunito, Chairman and Group CEO; Ellie Cashman, Marketing and Communications Director; and Irfan Zaki, Director of Sales and Marketing Hotels & Suites.

Inset is the rooftop of SKYE Suites Sydney.

For more information, visit www.skyehotels.com.au.



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Scenic treats agents to the wonders of Jordan

SCENIC recently showcased Jordan to a group of 32 agents, who experienced the destination's historic sites, cuisine, customs and most of all, its people.

The agents came away with a new appreciation and understanding of the country, and are excited to spread the word to all their customers.

Highlights included visiting ancient biblical sites such as Bethany, where Jesus was baptised, and Mt Nebo, where Moses saw the promised lands.

Visiting one of the Seven Wonders of the world, Petra, was also a major bucket list tick for all of the group.

Staying at the five-star Martian tents in Wadi Rum, sand duning and camel riding also made the top of the list.

To top it all off, agents enjoyed floating in the Dead Sea and its mud mask therapeutic benefits.



THE ancient ruins of Jerash.



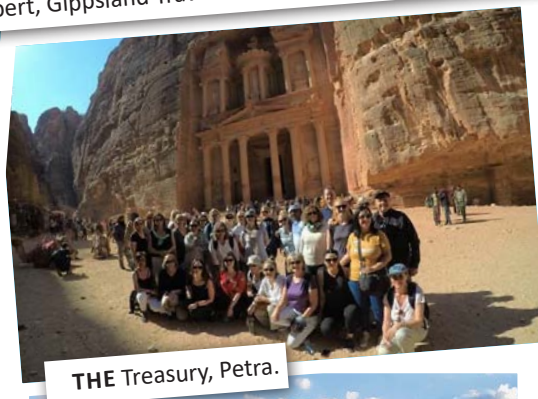
TAYLOR Murray, Travelandtourhunters and Kate Jury, Flight Centre, camel riding through Wadi Rum.



LYNTON Jones, The Savvytraveller, and the must-have photo whilst floating in the Dead Sea.



MARGARET Ong, Travel Team; Margaret Hobbs, Travel Associates; Karen Jones, italktravel; Kate Jury, Flight Centre; Arlene Mack, Cruisefocus; Janine Keenan, itravel; Debbie Hulbert, Gippsland Travel and Rose Febo, Travel Managers.



THE Treasury, Petra.



KATE Jury, Flight Centre at Wadi Rum.



AGENT mud mask therapeutic benefits: Salah Badea, Scenic and Karen Jones, italktravel.



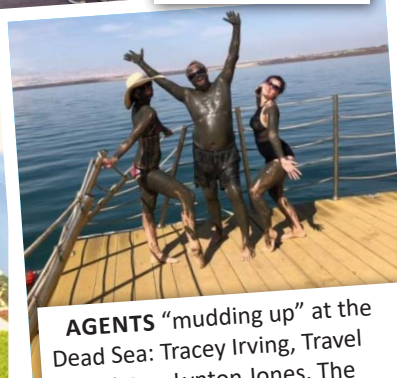
SARA Puglia, Scenic at the ultimate Martian tents at Wadi Rum.



ENJOYING an exclusive Scenic Sundowner experience at Wadi Rum - taking in the sunset with a drink in hand.



SARA Puglia, Qld Sales Development Manager Scenic, at the Hilton Dead Sea.



AGENTS "mudding up" at the Dead Sea: Tracey Irving, Travel Associates; Lynton Jones, The Savvytraveller and Caitlin Coote, Flight Centre.

Wednesday 5th December 2018

WA museum details

WESTERN Australia's Culture and the Arts Minister David Templeman has launched an animated tour of the state's new museum in the Perth Cultural Centre, which will open in 2020.

The museum is set to offer visitors exhibition galleries, including a view of the iconic blue whale skeleton.

"The new museum is almost three times the size of the previous museum," said Templeman.

"It features exciting new exhibitions, exceptional visitor experiences, greatly improved accessibility and impressive architecture and design."

Qld accom stats

QUEENSLAND'S accommodation sector recorded growth in its occupancy rate of 0.1% in Oct, according to the Queensland Accommodation Report Oct 2018.

Average daily rate was up \$1.97 & revenue per available room rose by \$1.73 compared to Oct 2017.

The recently published report also highlighted that during the same period, the supply of rooms grew by 1.5%, while demand increased 1.7% across the state.

The Gold Coast, Sunshine Coast, Southern Great Barrier Reef and Whitsundays recorded growth across all key metrics.

To read the report, **CLICK HERE**.

ACCOMMODATION

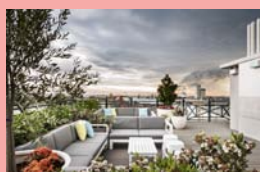
WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Scala Italian restaurant also underwent an extensive six-month reno.



Sri Lanka's KK Collection has unveiled two new pool villas at Kahanda Kanda, located near Galle. The "Kadju" villa features views of the on-site tea estate and has a four poster bed and infinity-edge pool. The "Kumbuk" villa has been designed as a cottage-style villa set in its own private walled garden.



Fremantle's **National Hotel** has launched a rooftop bar and 12 luxurious hotel rooms, marking the last stage of a \$7m refurbishment. The individually styled heritage ensuite rooms are spread over two floors, with six featuring 3.5 metre ceilings and a private veranda.

New Cal on sale

AIRCALIN has announced its New Caledonia Summer Sale offering direct flights from Sydney, Melbourne or Brisbane to Noumea starting from \$261 one way from Sydney.

Flights departing from Brisbane lead in at \$261 while Melbourne services are prices from \$272.

Sale ends 26 Dec and travel periods apply.

The discounted airfares have protected inventory.

Call 02 9264 3255 for more info.

RCL new Director

ROYAL Caribbean Cruises has announced the appointment of Stephen R. Howe Jr. to its Board of Directors.

Howe Jr. was formerly the Chairman and Managing Partner at Ernst & Young.

"His 35 years of involvement in professional services...will be a valuable addition to the board," said Royal Caribbean Cruises Chief Executive Officer Richard D. Fain.

Scoot 2019 changes

SCOOT has revealed further details of routes it will take over from SilkAir in 2019 as part of SIA Group's restructure (**TD** 23 Nov).

Services transferred include weekly flights to Indian cities such as: Coimbatore (27 Oct), Kota Kinabalu (03 Dec), and Thiruvananthapuram (07 May).

SilkAir will also cease flights to Chiang Mai, Thailand, with Scoot boosting services from four to 10 weekly next year.

voco "Be the First"

INTERCONTINENTAL Group's voco Gold Coast is celebrating its grand opening with a special "Be the First" package valid until 31 Dec for stays until 31 Mar.

The deal includes overnight accommodation for two, buffet breakfast at Waves restaurant, two glasses of sparkling wine and a tapas plate at Social House, and 15% off all food and beverages across all venues.

Prices start from \$183 per room - see more details **HERE**.

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- Gourmet meals and all day snacking
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- Nightly entertainment

To win, tell us in 25 words or less which Club Med resort you'd love to go to for Christmas and why.

Send your entry to clubmed@traveldaily.com.au

EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Managing Editor – Jon Murrie

Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, 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

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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2 WEEKS LEFT TO SAVE \$400 PER COUPLE TO ITALY



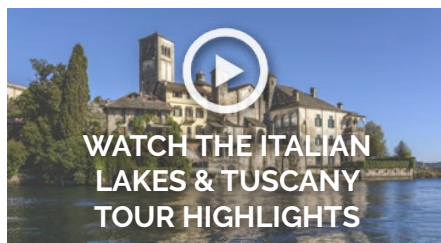
Ahhhh...Italy

Sadly so many travellers quickly dash through Italy, only just scratching the surface, and subsequently realising that they just have to go back.

This totally unique tour evolved quite naturally with half the time devoted to the gorgeous necklace of Italian Lakes and the other half to the coastline of Liguria, the Cinque Terre and wonderful, sensual Tuscany. So if your clients have the urge to go back and rekindle their Italian romance, this tour is designed specifically for them! Come share our love of Europe.

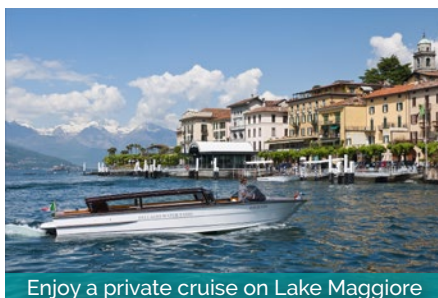
Italian Lakes & Tuscany - 16 Days - Milan to Venice

Was only \$7,947. Now only **\$7,747pp twin share**



Why should you recommend this tour?

- Leisurely 2, 3 and 4 night stays
- Small, personal groups from just 10 to 28.
- Genuinely inclusive tours, which means you earn more commission!
- Unique itineraries designed for Aussies and Kiwis.
- Authentic, character style hotels in superb locations.
- 'My Time' guaranteed, so your clients can relax and truly enjoy the destinations they have travelled so far to see.



Enjoy a private cruise on Lake Maggiore



See the palaces of Genoa on a walking tour



Italian Cooking Demonstration with Lunch



Explore the famous Cinque Terre



Wine & Cheese Tasting in Lake Garda



Explore Romeo & Juliet's Verona



Smaller Groups



Longer Stays



Genuinely Inclusive



Guaranteed 'My Time'



Working in partnership with the Australian Travel Industry

Sales Manager

Sydney, \$70-\$100k, Ref: 1989AJ1

A rare opportunity has become available to become the new Sales Manager for this large market leader within the Travel Industry. You will be experienced with on the road sales and have experience leading a team of BDM's to hit and exceed sales targets. You will be a natural leader and have extensive experience within sales. Existing contacts within Travel in NSW preferable. An exciting company that is a well sought after employer and offer an exciting product. Contact me for more information!

For more information please call Antony on
(02) 9119 8744 or click [APPLY](#) now.

Cruise Travel Consultant

South Brisbane, High Salary, Ref: 1344CGA1

I'm looking for a travel industry professional who wants to step away from face to face sales & work for a leading online travel provider. You will be booking packages & tailor making international holidays as well as assisting with online bookings while always delivering excellent customer service. A fun & vibrant team in luxurious offices & a real chance for career progression. A great base salary is on offer with lucrative commissions & the chance to work for an industry leader.

For more information please call Courtney on
(07) 3123 6107 or click [APPLY](#) now.

Group Travel Coordinator

Nth Melbourne, \$53-\$58k + Super, Ref: 1325JP1

If you're looking for more variety in your day where you really enjoy going to work every single day with a company that is willing to invest in you this is the role for you. You will be responsible for all the group administration on a daily basis. You will need to have a strong eye for detail and have the ability to work well under pressure. You will be rewarded with a great salary as well as the backing of a well-known respected company investing in your continued development and training.

For more information please call Josh on
(03) 9988 0616 or click [APPLY](#) now.

BDE | Travel/Cruise QLD

Brisbane, Salary Package + Bonus, Ref: 4001AW1

This cruise & travel company are looking for an experienced BDE to join their team to promote their product in QLD! Ready to cruise into a NEW role? You will be working for a brand that is going from strength to strength and experiencing growth unlike ever before. BDE is directly accountable for the generation of increased passenger numbers and revenue from assigned geographic areas. If you have extensive knowledge of key partners in the travel industry, with special focus on cruising.

For more information please call Amanda on
(07) 3123 6107 or click [APPLY](#) now.

Luxury Travel Consultant | High End Clients

North Shore, to \$58k + Comms, Ref: 3770PE1

My client a well-known Sydney bespoke travel company is looking for a superstar retail consultant that excels in customer service & knows luxury travel and how to sell it to elite clientele. You will be rewarded with excellent remuneration & uncapped commission along with other fantastic in-house bonuses. Once you join a unique agency like this you never go back, High end clients, big spenders & strong client retention, Make the big \$ from the huge commissions achievable.

For more information please call Paul on
(02) 9119 8744 or click [APPLY](#) now.

Travel Consultant

Brisbane Inner North, Uncapped \$\$, Ref: 3772SZ1

A mix between a retail travel consultant & an emergency assist specialist. This role gives you best of both worlds where you will be booking predominately last minute, or instant trips around the world. Most will book with you without the thought of price beating or fare comparison due to the nature of the enquiries & location of store. Enjoy flexibility in your working day & start times, If you are keen to make quick money & work in a fast pace role, then this could be for you!

For more information please call Serena on
(07) 3123 6107 or click [APPLY](#) now.

Key Account Manager

SE Melbourne, \$70k-88k + Super, Ref: 3763HC1

Our client is seeking an experienced Key Corporate Account Manager for their growing office. If you have extensive and strategic Travel Account Manager in a TMC then this role could be what you are looking for. Your main responsibility is to manage business relationships between the TMC and your clients while promoting account retention and growth. This company have a fantastic reputation for staff retention, valuing their employees and they have an excellent & supportive working environment.

For more information please call Hannah on
(03) 9988 0616 or click [APPLY](#) now.

Travel Groups Consultant

Sydney, Up to 55k + Super, Ref: 1724JB1

Our client is seeking a Travel Groups Consultant for their office based in Sydney CBD! The ideal candidate will have experience organising travel for small, medium and large groups of travellers, negotiating group rates with various hotels, airlines and ground operators and using their exceptional attention to detail to ensure all aspects of the trip are booked accurately. Experience with inbound product is desirable. The successful candidate will receive a competitive base salary plus super.

For more information please call Jacqueline on
(02) 9119 8744 or click [APPLY](#) now.



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online... on mobile... in branch