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Terms and conditions: Only valid for bookings made between 14 February – 31 March 2018 for 2018 or 2019 travel. Deposits must be received by 5pm, 31 March 2018 to be in the draw. Minimum booking value \$2500. Not applicable to Special Groups or Essentials bookings, no split bookings. Weekly \$1000 Universal Visa cards are a game of chance. A total of 6 x \$1000 Universal Visa cards will be mailed to the winning agents via express post. Wendy Wu Tours takes no responsibility for cheques once they have been mailed. Universal Visa cards are to be treated as cash and cannot be replaced or redeemed for cash. Major prize is a Universal Visa Card valued at \$20,000. Major prize will be rewarded to the agent that achieves the highest deposited revenue between 14 February 2018 to Saturday 31 March 2018. Major prize is a game of skill. Total prize pool AUD\$26,000. Prizes are not exchangeable or transferrable for cash. Fringe Benefit Tax is the responsibility of the prizewinner. Entry is open to all Australian travel consultants over the age of 18, excluding directors, management, employees and their immediate families of the Promoter and its related bodies corporate. The promoter is not responsible for any lost, late or misdirected entries. The Promoter is Wendy Wu Tours (ABN 87 082 688 202) of Level 6, 20 Hunter Street, Sydney, Australia, 2000 Authorised under NSW Permit Number LTPS/18/21275 SA Licence No: T18/83 ACT TP18/00094. For full competition terms and conditions of entry, visit www.wendywutours.com.au/agents.

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Backing for QF-EK tie-up

QANTAS and Emirates have won support from the Australian Competition & Consumer Commission for their revamped alliance, with the regulator announcing today it proposes to re-authorise the partnership.

In a draft determination, the ACCC says it plans to endorse the alliance for a further five years, but expresses concern over levels of competition on the Sydney-Christchurch route where Qantas and Emirates dominate.

"To address this concern, the ACCC proposes to impose a condition requiring the Qantas and Emirates alliance to provide the ACCC with regular reports on seats and passengers flown, fares and route profitability," the ACCC said in a statement this morning.

"The condition would also allow the ACCC, at any time, to set a

minimum level of capacity on the route," it said, adding that it would require the airlines to increase seat availability if it felt the alliance was limiting capacity.

At the same time, the ACCC has decided to drop conditions placed on four other trans-Tasman routes, a response to Emirates' withdrawal from routes to Auckland from Sydney, Melbourne and Brisbane.

The regulator is now seeking submissions from interested parties on its draft determination before a final decision is made, with responses due 07 Mar.

MEANWHILE, the ACCC has decided to re-authorise the coordination of three Qantas Asian-based joint ventures involving Jetstar Asia, Jetstar Pacific and Jetstar Japan.

The carriers can operate as a single integrated organisation.

Today's issue of TD

Travel Daily today has nine pages of news and photos, a front cover page for **Wendy Wu** plus full pages from:

- Travel Trade Recruitment
- Hotel Connection prod page

Wendy Wu incentive

WENDY Wu Tours is celebrating Chinese New Year with an incentive offering a \$20,000 first prize and six weekly prizes of \$1,000 - see today's **cover wrap**.



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Footy tips are back

GRAB a mate and get on it, **Travel Daily** is running Super XV, NRL and AFL tipping competitions for the travel industry.

As a great sweetener, Emirates will provide flights to New Zealand, Dubai and Europe as major prizes for the winners.

Expedia TAAP is also keen to join the party, with \$100 travel vouchers up for grabs for the top tipplers in each code every week.

The Super XV competition kicks off tomorrow so if you want to take part in the whole season you need to sign up ASAP.

We've also set up the comps for AFL and NRL so you can register for all three now to make sure you're part of the action.

Tipping is free - join now **HERE**.

Mumbrella speak

MUMBRELLA Travel Marketing Summit has named Destination NSW ceo Sandra Chipchase and marketing and sales head for Big4 Holiday Parks of Australia Campbell Davies as speakers on a regional tourism panel.

The Mumbrella Travel Marketing Summit takes place on 12 Apr at the Four Seasons Hotel in Sydney with earlybird tickets on sale now.

Accor backs NT stimulus

ACCORHOTELS regional head Simon McGrath has applauded the Northern Territory Government's \$103 million tourism stimulus package, saying a strong investment pipeline is critical to support the industry's "tier-one" growth prospects for the Australian economy.

The NT this week announced a "Turbocharging Tourism"

Melb demand hit

THE Melbourne hotel market has been hit by demand constraints resulting from new supply, according to the Mantra Group which highlighted areas of disappointment in its first half results (**TD** yesterday).

Perth had also been impacted by increased hotel supply in the first six months of the financial year, the group said, along with properties in Hawaii.

Sydney, Brisbane and Adelaide's CBD had performed well, Mantra said, boosted by strong sentiment in corporate travel, while resorts in Queensland and New Zealand were thriving thanks to strong growth in domestic and international travel.



In a city that never sleeps, find out what you can do in Tokyo after dark in the February issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**

WEB to blockchain

WEBJET has launched what it says is the first working blockchain initiative in the hotel distribution industry, expanding its Rezchain initiative to selected external organisations.

It says its blockchain-based product enables companies to eliminate issues associated with reconciling accounts payable and accounts receivable, and the out-of-pocket costs that unreconciled data often causes.

"Rezchain is the hotel distribution industry's first functioning blockchain enabled technology platform where companies share data 'on chain' to address mismatched data in real time, eliminating disputes at invoice time," Webjet said in a statement to the ASX today.

"Thorough testing between Webjet's own B2B companies has proven the effectiveness of the solution," it said.

The company has signed Rezchain agreements with Thomas Cook (Europe), DidaTravel (China), Mitra Global (Indonesia) and the Far East Hospitality hotel group.

strategy involving a multi-million dollar spending program to boost infrastructure, marketing, festivals and events (**TD** Wed).

"Tourism supports thousands of jobs in the Northern Territory and it is so important that investment in infrastructure, marketing, festivals and events continues to grow to bolster the economy," said McGrath, chief operating officer of AccorHotels Pacific.

"The Northern Territory is home to our most iconic natural wonders and people from all over the world come here specifically to experience Uluru, Alice Springs, Kakadu, Kings Canyon and all the adventure, wildlife and Indigenous culture it brings."

He said AccorHotels looked forward to working with the NT Govt to support its action plan.

Hotel connection

HOTEL Connection is promoting the Cheval Apartments London as the perfect destination for Australian travellers in the city.

See **page 11** for information.

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OTAs dissed in Canberra

THE Accommodation Assoc of Australia's (AAA) ceo Richard Munro has highlighted the impact global internet-based companies are having on competition at a Parliamentary Committee hearing this week in Canberra.

Addressing the House of Representatives Committee on Wed, Munro continued his assault on online travel agencies (OTAs) for the "damaging impact" they have created for the accommodation industry.

Munro - reiterating comments he made last week following a survey of AAA members (**TD** 07 Feb) - singled out two of the primary OTA culprits as Expedia & Priceline, telling the committee they "command almost 85% of all online accommodation bookings in Australia, and they pay little or no tax in Australia and employ very few Australians".

"Our members have been forced to swallow constant increases in commission imposed on them by Expedia and Priceline, rising from 5-10% to the point where many operators are now paying 20-25% per room booked,"

he told Government officials.

However Munro pointed out that the "biggest concern" among members relating to online travel agencies was room-rates.

"One of the standard clauses in commercial agreements which exist between a hotel and either Expedia or Priceline is that the hotel must not publicly advertise - including on its own website - a room-rate which is lower than that which is being displayed for their property on Expedia or Priceline online travel agency websites, (such as) wotif, hotels.com and booking.com.

"This is known as "price parity" - and it is hindering consumers from accessing lower room rates from hotels, motels, serviced apartments and other tourism accommodation properties."

He called for price parity clauses to be banned in Australia, as is the case in some other countries.

In closing, Munro also slammed Airbnb, telling the committee the home-stay provider is "facilitating noncompliant" accom that meant AAA members were unable to compete on a "level-playing field".



Window Seat

QATAR Airways' rise to become a leading int'l carrier was part of a long-term strategy when competition in the Gulf was fierce, says ceo Akbar Al Baker.

In Canberra this week, Al Baker admitted Qatar Airways began as a "small backyard airline with five dilapidated airplanes with an average age of 22 years."

When appointed ceo in 1997, he was assigned to deliver an airline built on high standards of service and excellence, and faced competition from the likes of Gulf Air, Emirates, Kuwait Airlines, Saudi Arabian Airlines and Middle East Airlines.

"An airline from a small nation like Qatar cannot survive against big players in the region," Al Baker said he was told back in the day, "we will only ever have 35 planes and 35 destinations".

"Of course that was a smoke-screen for my plan," he quipped, with QR's fleet now comprised of over 200 aircraft flying to more than 150 destinations.

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New non-stop flights from Adelaide Airport starting 22 March

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Northern Air debut

FIJI has received a new airline, with Northern Air commencing operations to the Northern Islands of the country.

With a fleet of six aircraft, the airline serves Suva, Taveuni, Savu Savu, Labasa, Levuka and Moala.

The privately owned airline allows passengers to access some of Fiji's remote islands and explore the hidden paradises.

IHG Booker bonus

INTERCONTINENTAL Hotels Group has announced a double bonus points promotion for its IHG Business Rewards loyalty program, with the offer valid for bookings of meetings, accommodation or events before 30 Apr, and for events/stays prior to 31 Aug 2018.

The 100% bonus is capped at US\$20,000 per event, with members able to register for the promotion at ihg.com/bookerPR.

Better late than never for DNSW

DESTINATION NSW has commenced recruitment for a new general manager, marketing, almost four months after incumbent Anthony Laver took up his new role as Scenic's group general manager of sales and marketing (TD 18 Oct 2017).

The tourism body is promoting the role on LinkedIn, seeking someone with a "passion for advancing tourism in NSW, major sports and cultural events".

It is understood DNSW has also recently seen the departure of Allison Lee as director of media and public relations.

New Cal cyclone

DFAT is advising travellers in New Caledonia to monitor local media for updates with Cyclone Gita likely to bring strong winds, heavy rain and large swells to the Pacific territory.

Village confidence down

VILLAGE Roadshow believes the tragedy at Ardent Leisure's Dreamworld in 2016 that killed four people continues to "shake mums' confidence" in putting their kids on theme park rides.

The entertainment company's half-year results showed a significant drop in revenue for its Gold Coast Theme Park division, posting \$29.4 million in earnings before tax for 1H18, a drop from the \$38 million recorded for the corresponding period the previous year.

Despite the disappointing results, the company put on a brave face in the report, suggesting the figures are showing signs of recovery including improved ticket sales and revenue for Jan.

Village is also hoping future developments at its theme parks such as simplified pricing options,

the launching of new rides and the hosting of special events will aid the financial recovery.

The introduction in Jun of its newly-acquired franchise Topgolf is also expected to boost results.

thl jv with Thor

THE world's largest manufacturer of recreational vehicles, Thor Industries, has announced a 50/50 joint venture with Tourism Holdings (thl) to launch TH2.

TH2 aims to bring the full benefit of digital connectivity and the sharing economy to RV owners around the world.

Under the joint venture, TH2 will acquire Roadtrippers, a road trip planning service; Cosmos, a digital platform for RV fleet management; Mighway, a p2p RV rental operator in NZ & US as well as camping app Campermate.

Thor's initial investment in TH2 is expected to be approx US\$50m.

Thor president & ceo Bob Martin said the jv would be a game changer for RV'ers.

"With more and more younger consumers entering the market, we must provide them with innovative solutions to not only capture their interest but also to retain them," he said.

VA dining deal

VIRGIN Australia has inked a six-year agreement with Gate Gourmet to become the carrier's sole service provider on its flights across Australia, Asia and North America, effective late Jun.

Gate Group already works with Virgin Australia's high-profile head chef Luke Mangan.

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Travel exhibition's new look



THE team behind the Travel Industry Exhibition (TIE) has recently expanded as it prepares for a total revamp of the B2B event to be held between 21-22 Aug this year.

In addition to upping staff

to bolster the sales and marketing efforts of the show, a considerable redevelopment will see a greater emphasis that tailors the show towards mobile agents, MICE representatives and luxury travel buyers.

Speaking with *Travel Daily*, David Paterson, portfolio director of Exhibition and Trade Fairs, said the feedback from prospective exhibitors on the new-look stands, venue and event format has been very positive with interest coming from tourism bodies, convention bureaux and luxury hotel brands.

Pictured are Anne-Marie Mina marketing mgr, Kylie Wilson event exec, David Paterson portfolio director, Zambella Anosa event exec & Victor Araya account mgr.

Cholera in Kerala

TRAVEL health service Travolvax is warning India-bound travellers of reported incidents of cholera in four districts of Kerala state.

"Actual numbers are not specified by the health authorities who have advised strict personal hygiene measures for residents to avoid infection," Travolvax said in an update.

The organisation added the risk of infection for most short-stay travellers was low.

AKL H1 profit up

AUCKLAND Airport has reported an underlying profit after tax of NZ\$133.1 million for the six months to 31 Dec, up 7.8% on the same period last year.

Revenue jumped 6.9% to NZ\$322.4 million, the facility said.

Auckland Airport chair Sir Henry van der Heyden said passenger numbers increased by 6% to 10 million (with domestic passenger numbers rising 7.7% to 4.6 million and int'l visitors soaring 5.8% to 5.1 million), however the number of int'l transit passengers dipped 1.7% to 348,000.

Rail Plus campaign

RAIL Plus has rolled out a 12-week campaign designed to assist agents with handy information to help with planning 2018 Europe itineraries for clients.

The campaign will hone in on a different destination each week & provides a range of value-added incentives.

It kicks off with a focus on the UK, followed by the Netherlands, France, Switzerland, Europe overall, Belgium, Germany, Italy, Spain, Austria, Norway and a yet-to-be named final destination.

CLICK HERE for more details.



Destination NSW

Regional Tourism Development Manager Sydney Surrounds North

- Full Time role
- Sydney CBD – The Rocks
- Total Remuneration Package Grade 9/10 (\$115,423k - \$127,192k)

About the Organisation

Destination NSW is a Public Service Executive Agency with responsibility for developing and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

For more information about Destination NSW please visit our website at www.destinationnsw.com.au.

About The Role

The Regional Tourism Development Manager – Sydney Surrounds North is Destination NSW's internal tourism planning and development 'expert' for the Sydney Surrounds North region, which includes the Central Coast, Lake Macquarie, Newcastle, Port Stephens, Dungog, Singleton, Maitland, Cessnock, Hawkesbury, Penrith, Blue Mountains, Muswellbrook, and Upper Hunter Local Government Areas.

The Sydney-based role is responsible for working with the Destination Network Sydney Surrounds North team to deliver a diverse range of destination planning and management programs that will contribute to growing the region's visitor economy and help achieve the State's goal of doubling the overnight visitation by 2020.

Applying for the Role:

Please respond to the following two questions in a covering letter [maximum two pages] and supply your current resume [maximum five pages], highlighting relevant skills and experience, and demonstrating how these relate to the capabilities of the role.

1. Outline your destination management experience, including specific responsibilities for stakeholder management, destination development and marketing in a domestic tourism environment.
2. Provide an overview of your experience in building and maintaining positive relationships with external stakeholders, including examples of how you secured collaboration with diverse stakeholder groups to deliver high-impact projects, marketing plans and/or other promotional activities.

Closing date: 25 February 2018 at 11.59pm.

Enquiries: Stephen Mahoney on (02) 9931 1111 or stephen.mahoney@dnsw.com.au

Applications must be lodged electronically via the I Work For NSW website. Applications submitted via email will not be accepted.

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Fresh VA Biz menus

VIRGIN Australia and resident chef Luke Mangan have unveiled a number of new dishes that will feature on international and domestic Business class flights.

Business class guests will be able to snack on produce from local suppliers such as Pana chocolate, Gundowring ice cream and Molives hand-stuffed olives.

New Hardys and Grant Burge wines have been added to the on board offering.

Dishes such as a beef soup with Sichuan pepper and bok choy and for breakfast, falafel with roasted mushrooms, bacon and labne have been added to the menu.

Mangan said many guests preferred lighter options such as salads with bold, zesty flavours, whilst others were looking for something more substantial.

Crayfish festival

TASMANIA'S Flinders Island will hold a Food & Crayfish Festival over the weekend of 14 Apr.

Chefs such as David Moyle, James Viles, Matt Stone, Jo Barrett and Mark Labrooy as well as sommelier Alice Chugg will be on hand to demonstrate some of the region's best food and wine.

The festival's main event is a long lunch, with prices from \$240.

Adelaide accom full

ADELAIDE reported the highest hotel performance levels among the five Australian markets to host The Ashes cricket series from Nov 2017 to Jan 2018, according to an analysis by STR.

From 01-05 Dec, occupancy in Adelaide hit 96.2%, while average daily rate (ADR) jumped to \$306.54.

Occupancy levels at other Ashes cities included Brisbane at 87.2%, Perth on 85.5%, along with Melbourne at 85.2% and Sydney wrapped up the field with 81.6%, down 1.3% on Dec 2016.

Norfolk brochure

NORFOLK Island Tourism has released its new There's More To Norfolk Island brochure.

The guide provides details of the latest experiences to be enjoyed at this popular short-haul holiday destination for Australians.

Over the course of 28 pages, travellers can find a range of travel choices from wellbeing, dining, historical, family, relaxation, action-packed and nature-based island activities.

Festivals including Bounty Day at Kingston are featured inside.

Norfolk Island's latest brochure also includes an introduction from the island's ambassador, television royalty Ray Martin.

MTA's tower caretaker



MTA - Mobile Travel Agents member Ben Deering has taken on extra responsibility besides booking clients on a range of holidays by becoming the caretaker of the iconic Centenary Tower in Mount Gambier.

Opened in 1904, the Centenary Tower has always been a popular tourist attraction in the South Australian city.

Located 190m above sea level, the tower offers 360-degree views over Mount Gambier and the region's volcanic Blue Lake.

Unfortunately, the tower had been closed in recent years due to the local council struggling to find a suitable caretaker before

MTA agent Deering and his wife Tanya came along.

The Centenary Tower will now reopen three times a week and once every weekend for six months on a trial basis

Pictured: MTA – Mobile Travel Agents member Ben Deering atop the Centenary Tower overlooking Mount Gambier.

HA vego pre-order

HAWAIIAN Airlines is advising travel agents that customers can now pre-order vegetarian meals on international flights.

Requests for Lacto-Ovo (VLML) meals must be made in the GDS.



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Friday 16th February 2018

Technology Update

Today's Technology Update is brought to you by Excite Holidays.

All the bells and whistles



When it comes to agent booking technology, there has always been a dichotomy between productivity and beauty. Agents are extremely experienced and knowledgeable, so it has been of the thinking that the technology they require to make a booking doesn't need all the visual bells and whistles that one might see on a consumer site. They have been utilitarian in design. Functionally and visually, the goal has always been, 'just get me exactly what I need, and nothing more'.

Whilst this has been the case, agents are people too - and as they spend far more time interacting with booking platforms than any consumer would, there is arguably a greater need for their experience to be appealing to the eyes, as well as being efficient and effective.

At Excite Holidays, we have always asked ourselves - why can't we have both? Why can't agents have an efficient platform that is also user-friendly and beautiful to look at? As our industry goes through substantial change, technology becomes a more important battleground, and we believe quality technology is more than just effective. It's beautiful.

Nicholas Stavropoulos - Executive Director, Excite Holidays

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GSO bike trail plan

ACCOMMODATION

Association of Australia has backed a plan by Victoria's State Opposition to create a bike trail linking Melbourne with Adelaide.

The Liberal Party in Victoria has pledged that if elected this Nov it will commit \$500,000 to developing the Great Southern Ocean Bike Trail.

The proposed track will be 1,200 km in length and would be constructed in partnership with an elected Steven Marshall Government in South Australia and the Federal Government.

"Cycle-tourism is one of the fastest-growing segments of the visitor economy and any policy initiative which further promotes it is to be commended," said the ceo of the AAA Richard Munro.

SQ profit up 13%

SINGAPORE Airlines has recorded a Q3 profit of US\$330 million, an increase of 12.6% on the corresponding period last year.

Group revenue was also up by US\$230m for the carrier when compared to last year, with the bottom line assisted the most by its budget subsidiary Scoot which raked in US\$43m for the quarter, a healthy boost of US\$14m on the previous period.

Singapore Airline's SilkAir subsidiary experienced very different fortunes in Q3 however, down US\$11m on Q3 2016/17.

Beautiful Norway

SCANDINAVIAN Travel expert 50 Degrees North has released a new eight-day Beautiful Norway tour which includes private mini-bus transfer and overnight stays in boutique hotels.

The itineraries focus on the less traversed areas of Norway, taking travellers through the rugged mountain regions along passes such as Sognefjellsveien and Aurlandsfjellet.

Tours run weekly from May to Sep with fixed departures every Saturday from Oslo.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

To celebrate the opening of the **Six Senses Fiji** in Apr, the resort is offering a complimentary fifth night for guests who stay at the resort between 14 Apr and 31 May 2018. A deposit of two nights' accommodation is required when booking. View the deal [HERE](#).

Tempo Holidays is offering savings of up to \$800 per couple on a range of Greece and Croatia cruise & island hopping tours. The deal is valid until 11 Mar and includes the eight-day Idyllic Aegean Cruise that features stays in Mykonos and Santorini. For enquiries call 1300 362 844.

A \$200 per person discount is on offer with **Adventure World** on 2018 Exodus Travels trips until 28 Feb. Adventures span 90 countries. For further info contact 1300 363 055 or visit www.adventureworld.com.

Air Tahiti Nui has launched its Back-to-Work Blues sale with return Economy flights from Sydney to Papeete offered from \$1,179 per person. Return Economy flights from Sydney to Bora Bora are from \$1,689 per person. Promotion ends 26 Feb. More details [CLICK HERE](#).

Getting in early on Easter is the **Tank Stream Hotel** which is offering guests up to 40% off bookings and the chance to win a special Vivid Festival package. The deal is valid from 30 Mar to 02 Apr. Interested parties should email the hotel [HERE](#).

IAG calls to axe APD

INTERNATIONAL Airlines

Group (IAG) has called on British MPs to consider abolishing the Air Passenger Duty levy or risk losing new investment from long-haul low-cost carriers.

IAG is specifically concerned that budget Spanish airline LEVEL will be disincentivised to operate out of British cities such as Birmingham, Cardiff, Edinburgh and Manchester because of the tax affecting its viability.

Freemont upgrade

THE Las Vegas Convention and Visitors Authority has pledged US\$9.5 million to the upgrade of the Fremont Street Experience video canopy.

The attraction hasn't upgraded its technology in more than 14 years with the funding injection aimed at maintaining its popularity as a tourist site.

Approx 59% of the 43m annual travellers to South Nevada go to see the giant LED canopy.

HAPPY CHINESE NEW YEAR

Wendy Wu Tours.

#NEWYEARWUME

Wendy Wu Tours is rapidly expanding as a globally recognised Asia-and-beyond travel and tour specialist. With over 24 years in the industry, our vision is to **Be Extraordinary** by delivering extraordinary experiences and turning our valued customers into raving fans and our employees into brand ambassadors.

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CORPORATE UPDATE

Amex GBT takes the whole Hogg

AMERICAN Express Global Business Travel (GBT) is planning to exploit "complementary footprints" and "scale benefits" through its planned £410 million takeover of the Hogg Robinson Group (**TD Mon**).

The companies say their significant investments in technology over recent years will be combined to offer clients and travellers a more comprehensive range of travel management products and services.

"The complementary geographical footprints of each company will improve the global scale and reach of our business, enabling us to achieve efficiencies across a best-in-class platform and accelerate growth," said Amex GBT ceo Doug Anderson.

"The technology roadmaps of each business provide a powerful platform from which to drive future innovation," he said.

"We will deliver a superior client and traveller experience through fully integrated travel management solutions, including booking and expense management products."

In addition to the combined technology offering, the companies say they will be able to deliver synergies through cost savings and scale benefits, and leverage each other's existing infrastructure to maximise efficiencies across the businesses.

Hogg Robinson ceo David Radcliffe said the result would be the creation of "a truly world-class, leading-edge organisation, which will bring benefits to our clients, colleagues and supplier partners alike".

The acquisition is conditioned on receipt of antitrust and other regulatory approvals and is expected to close in the second quarter of 2018.

Sales Manager

QBT Business travel made simple

- Sydney and Melbourne locations
- Want to become a key member of a winning corporate travel team?
- Are you all about excellence and performing at the highest level?
- Does winning new business make you want to win more?

QBT, one of Australia's leading TMC's is seeking to appoint a top mid-to-large market sales manager to become a key member of our team with opportunity for continued growth across our wholly owned group.

Reporting to the Global Director of Corporate Sales QBT & APX and working collaboratively with the Account Management team, this role will see you implement agreed business strategies and programmes to identify emerging market opportunities and market shifts while being fully aware of new products and competition status to maximise business sales growth and revenue for QBT.

With proven experience in a similar role delivering client focused solutions and no stranger to extensive travel, you will be an innovator with the ability to influence at all levels, possess a high level of awareness & understanding of trends that affect the Travel Management industry coupled with the desire to win.

Applications will be treated in the strictest confidence.

To apply please send your CV and cover letter to careers@helloworld.com.au

Applications will close at 5pm AEST Friday, 23 February 2018
Only successful applicants will be contacted

Business outlook upbeat

INCREASED business confidence and improving economic conditions have led to upbeat forecasts for the international business travel sector, with the latest American Express Global Business Travel Forecast tipping increases in airfares and hotel rates in 2018.

This year's survey, released by Amex Global Business Travel (GBT) says demand for business travel is expected to grow over the next year, particularly in Asia where China and India lead.

While China remains a key driver, the report says this is counterbalanced by "widespread overcapacity and flatter demand" in Japan and Australia.

The report predicts Australian domestic economy fares are likely

to increase 2.5% this year, with international business fares to lift by about 1%.

Hotel rates in Australia are tipped to grow 4.5%.

ATPI new partners

TRAVEL management and events business ATPI is expanding its global footprint with the appointment of six new partners across Europe, the Middle East, South America and Africa.

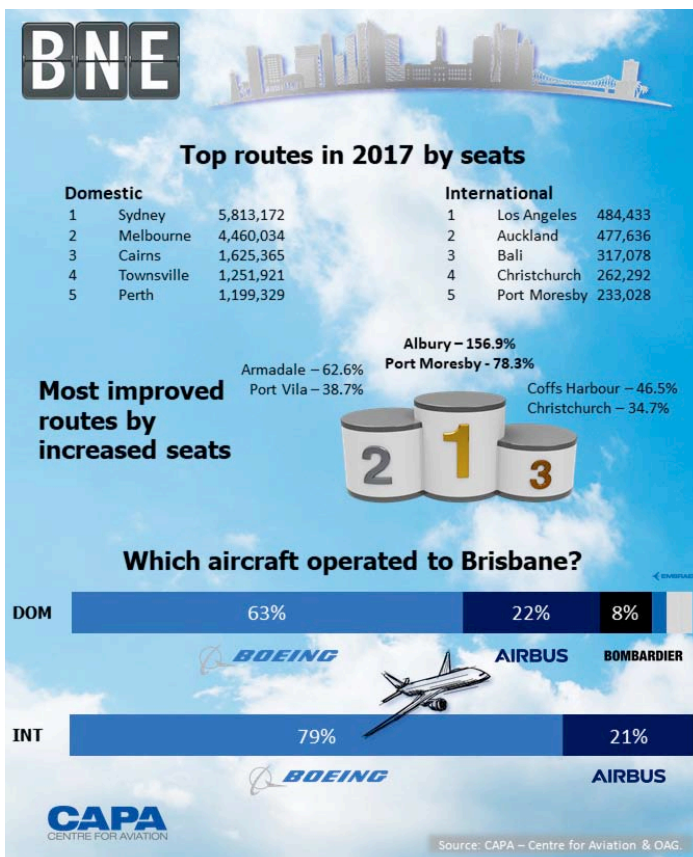
They include two offices in the Middle East - Hadassim Tours in Tel Aviv and Khimji's House of Travel based in Oman - which the company says will support demand for local expertise.

Other additions include partners in Hungary, Argentina and Kenya.

CAPA
CENTRE FOR AVIATION

CAPA Insights

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.



THE CAPA 2018 Queensland Aviation and Corporate Travel Summit was on in Brisbane yesterday, so here's a closer look at the year that was for the state's major airport in Brisbane. Since 2010, Brisbane airports traffic has increased at a steady rate of between 1-5%. In 2017, both traffic and capacity were up by 2.3%.

Sydney continues to be the main connector with Brisbane, accounting for over 5.8 million seats in the year. Internationally, Los Angeles tops the list, which will only be further boosted in 2018 when Qantas utilises its new Boeing 787-9 equipment to connect Brisbane with the US.

Princess Cay refurb

PRINCESS Cruises has recently completed renovations to its exclusive island destination Princess Cays, delivering a range of refurbishments to its bars and shopping areas.

New shore excursions have also now been added at the outer Bahamas island, including adventures focused on kayaking, cycling and getting up close and personal with stingrays.

"With new and improved island offerings and the addition of MedallionNet Wi-Fi ashore, guests can enjoy a memorable beach experience," said Princess Cruises president Jan Swartz.

Further additions at the island resort include an expansion of the marina, landscaping of all guest areas such as newly planted palm trees & refitted beach bungalows, and new guest services at the Welcome Centre.

New Contiki sounds

YOUTH travel brand Contiki has unveiled a new offering called Contiki Sounds, two limited edition tours heading to the Reading Festival in the UK.

The new packages combine partying at the festival with traditional British attractions such as Windsor Castle and Oxford.

Contiki is currently running a promotion valid until 28 Feb, offering travellers savings of \$300 on flights and 7.5% discounts on either of the two Reading Festival trips scheduled for Aug.

Enterprise Finland

GLOBAL car rental company Enterprise Holdings has signed a deal with the Lansiauto Group to expand its services to Finland.

Its brands will now be available to corporate, replacement & leisure customers in the country.

Join the team at Business Publishing Group

We are looking for a talented go getter to join our team of writers on a part-time basis to produce content for our portfolio of publications – *Travel Daily*, *Pharmacy Daily*, *travelBulletin*, *Cruise Weekly* and *Business Events News*.

You will be required to prepare, write and edit copy for the daily publications ensuring deadlines and quality standards are achieved. Your role will also involve conducting interviews and providing coverage of industry events for the generation of content.

We are looking for someone with a minimum of three years experience in journalism, PR or communications, a sound knowledge of Adobe InDesign and social media. Experience within the travel industry would be an advantage. This is a part-time role with a minimum of 20 hours per week, based at our Macquarie Park office, offering a competitive salary and flexible working hours.

A full job description is available on request. To apply email your confidential CV with cover letter to jobs@traveldaily.com.au before 21/02/2018.



Travel Daily

www.traveldaily.com.au

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Centara Grand Beach Resort & Villas Krabi



Win an escape to Thailand

This month *Travel Daily* and Centara Hotels & Resorts are teaming up to give readers a chance to win an escape to Thailand.

The prize

Return flights to Bangkok and seven nights accommodation at Centara Grand in Bangkok and Krabi for two.

How to win

1 Head to centarahotelsresorts.com/b2b to check out all the key selling points and amazing destinations that Centara has to offer your clients.

2 Send us your 3 favourite Centara selling points along with a picture or meme of you enjoying your ultimate Centara moment. The most imaginative entry will win. Send your entries to centara@traveldaily.com.au



BIG4 ambassadors

BIG4 Holiday Parks has announced former Olympic swimmer Giaan Rooney and comedic actor Shane Jacobson as ambassadors for the company.

"I have spent my life holidaying in caravan parks all over Australia," said Jacobson.

Myconian opening

DESIGN Hotels has announced one of its newest members, Myconian Avaton, will open in southern Mykonos on 11 May.

The 85-room property is set on a private beach, comprised of a mix of suites, and two- to four-bedroom villas with private pools.

CRUISE SALES CONSULTANT NORTH SYDNEY OFFICE

COMPETITIVE SALARY + INCENTIVE & BENEFITS



We are looking for a highly motivated and energetic self-starter to join our Cruise Reservations Team based in North Sydney.

This role will suit an individual who has Travel Industry experience with the ability to sell cruise, understand air, achieve KPIs, and work within a small dynamic team. Successful candidate can expect a competitive package including a generous sales incentive and health benefits.

Viking will be the world's largest small ship cruise company by 2019, and with Viking Sun arriving in ANZ waters for the very first time at the end of this month, there has never been a more exciting time to join the team.

Please send a short cover letter and resume to: jobsau@vikingcruises.com
Applications close Friday 23 February 2018.

Suite 1, Level 2, 64 Talavera Rd
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Working in partnership with the Australian Travel Industry

Travel Consultant, Part-Time

North West Sydney, \$40-\$45k + Commission, Ref: 2010AJ11

A rare opportunity has just opened up in the North Western suburbs for an experienced consultant to join a great team that specialise in looking after their team members. A healthy Work-Life balance is paramount and you can therefore look forward to enjoying 3 days off a week in addition to a friendly work environment. The store is in an ideal location with plenty of foot traffic leading to the potential to exceed targets and reap the associated benefits of doing so. Say Goodbye to Stress!

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

Leisure Travel Consultant

Brisbane, up to \$50k + super & comms, Ref: 2514SZ2

Would you like to work in an agency and run it like your own? Do you have the confidence and experience to work solely within a store that will provide you with at least a guarantee \$1.2-\$1.5 million dollar yearly turnover? Our clients use Galileo as a GDS and due to a long standing consultant leaving for overseas, this unique role has become available where you will have an existing client base, always getting 2 days in a row off which means no more 6 or 7 day working weeks!

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

Senior Travel Consultant – Escape to the Country!

Melbourne, up to \$70k + Super, Ref: 3158MC1

My client is seeking a senior travel consultant to join their team in regional Victoria. Specialising in holiday packages & cruises, this highly respected agency is looking for a senior consultant to join their team. Successful candidates will have minimum six years retail travel consulting experience. Proficiency in Sabre preferred but cross training will be available. Previous Management experience will be highly regarded. If you are ready for a sea change, this is the role for you!

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

Groups Coordinator

Melbourne, \$55-\$60k + Super, Ref: 3271HC1

Our client is looking for a group travel professional with corporate, incentives & groups experience to join a fantastic TMC in Melbourne. The successful candidate will ideally have a good telephone manner with excellent people and customer service skills. You will be experienced in the travel industry and have exposure to group reservations & corporate experience. You should have a passion to succeed and be keen to continue your career as this company encourages career development.

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

Accommodation Consultant

Sydney, Circa \$45K + Super, Ref: 3240SO104

Working for a fast growing and fun business that require a couple of additional consultants to join their diverse and supportive team. You will be predominantly working with an array of luxury accommodation across Australia and world-wide to book their dream hotels. With an events division you will be assisting everyone from the blushing bride and groom for their perfect wedding, to prestigious black tie corporate functions. Join this friendly and exciting business and never look back!

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

Wholesale Consultant

Brisbane, Competitive Salary & Uncapped Commission, Ref: 2020AW2

Join one of the largest wholesale brands in travel you will have access to educational trips, a competitive salary package and uncapped commission! Do you have a passion for travel? If you are an experienced travel consultant but prefer to work behind the scenes - then this wholesale role is for you! Dedicated to providing outstanding service and the best deals available, you will be working as part of the largest wholesale brand in travel. Step up to the challenge! Apply now!

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

Tramada Expert – Finance/Accounting Focus

Melbourne, \$60k-\$70k + Super, Ref: 1244CGA1

My client is seeking someone who has experience working in the travel industry and has a strong background in finance/accounting. It is mandatory to be expert in Tramada. Within your role you will be managing the day to day finances, forecasting and budgeting, liaising and managing relationships with external firms and more. Minimum 1 years' experience is required. This is a very rare opportunity, if you consider yourself a Tramada expert and proven success this is the role for you!

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

Leisure Travel Team Leader

Perth, Competitive, Ref: 3250SJ2

A fantastic opportunity to work within a leading travel company as their Team Leader. This team of experienced consultants are looking for a motivated & proactive leader. You will ideally have excellent experience in people and sales management as well as a passion for travel & cruise. This is a varied role involving strategy and change management. It is a great chance to focus purely on management in the travel industry. A great salary, plus bonuses, modern offices & a central location.

For more information please call Sarah on
(08) 6365 4313 or click [APPLY](#) now.



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch





Cheval Residences London

AUSTRALIANS are used to the serviced apartment concept, but in the UK hotels are much more the norm, with Cheval Residences providing a convenient alternative for travellers wanting extra rooms along with fully equipped kitchens, laundries and other amenities.

Cheval Residences offers both long and short stays, with one, two and three bedroom apartments available for periods from just one night.

The Cheval portfolio comprises more than 500 apartments in prime areas of London such as Sloane Square, Knightsbridge and

Kensington - along with an affiliated network of more than 15,000 apartments across the UK, Europe and major cities worldwide.

With 30 years' experience, Cheval's spacious apartments include Miele kitchens, washing machines and dryers as well as 24 hour concierges and daily maid services.

A bonus for travellers is the complimentary "Handy Phones" in each apartment which include free and unlimited wireless internet and no-charge phone calls to Australia and ten other countries.

Rates start at just £190 per night

plus VAT for a studio apartment, and on arrival guests are presented with a delightful welcome hamper with goodies to enjoy during their stay.

All Cheval Residences can be booked via GDS using the WV code and are ideal for both corporate and high-end leisure guests.

LOCAL CONTACT

For enquiries in Australia contact the Hotel Connection: **contact**
@thehotelconnection.com.au