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FC US home-base move

FLIGHT Centre Travel Group's US retail travel agency Liberty Travel has revealed the launch of a new home-based group called Independent by Liberty Travel.

The 65-year-old US company has traditionally operated as a bricks-and-mortar business, but is making the move into the home-based operation to capitalise on travel consultants who wish to do "business where and how they choose", Liberty Travel said.

"With today's increasing fluidity where we can work from home, airplanes, coffee shops and beyond, and the need for flexibility and entrepreneurship, the advent of Independent by Liberty Travel lends itself to work-life balance that is relevant to both consultants and the customers they are servicing," said FCTG president Dean Smith.

Liberty Travel's mobile agents

will have access to FCTG's hotel, air, cruise and tour partners, as well as access to tech support, marketing collateral, sales & ops support and financial services, while earning a commission split.

Consultants will also have access to workshops, webinars and self-guided online modules.

Independent by Liberty Travel brand leader James Bovino said "we're responding to the change in the workforce".

"People want their independence, a greater opportunity for flexibility in lifestyle and career. We're responding to that need," Bovino told *Travel Agent Central*.

Locally, last year FCTG acquired the Sydney-based Travel Partners as a "low risk and low cost entry to Australia's home-based agency sector" (TD 04 Aug).

Mona exits Oman

MONA Tannous has resigned from the role of Oman Tourism's country manager for Australia/NZ after more than 10 years to "explore a new direction", the Walshe Group has announced, with her final day on Fri 02 Mar.

Today's issue of TD

Travel Daily today has nine pages of news and photos, plus full pages from:

- Lux Island Resorts
- AA Appointments jobs

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Corporate Traveller facelift & retooling

CORPORATE Traveller has revealed new branding and technology tools as it marks its 25th anniversary.

The company says it has retooled its technology suite to allow increased customisation and also launched CT GO, a self-service online booking tool it says will enable customers to register and start booking with Corporate Traveller within 30 minutes.

Two platforms are now offered - GO as a simpler "plug and play" solution for businesses, and Ultimate with greater customisation and efficiency for more intricate travel programs.

Corporate Traveller gm Jess Anscombe said the variety of customer requirements necessitated more choice in the adaptability and scale of technology solutions.

CostSaver focuses on GIT

THE Travel Corporation's value operator CostSaver has revealed a new brand proposition under the tagline of *Essentials by Us, Tailored by You*, and dubbing itself as the "first true Guided Independent Touring brand".

CostSaver trips offer travellers with accom, sightseeing, some meals & a travel director trained by Trafalgar, along with free-time to enable guests to tailor a holiday - an "emerging market" the company has billed as the Guided Independent Traveller (GIT).

Managing director of CostSaver & sister-brand Trafalgar, Matthew Cameron-Smith said the company saw increased demand for a "differentiated touring experience globally" and moved to "refine and reposition CostSaver".

Cameron-Smith said "*Essentials by Us, Tailored by You* is precisely what we offer with CostSaver and



there's no one else really taking this 'building block', or flexi-touring approach".

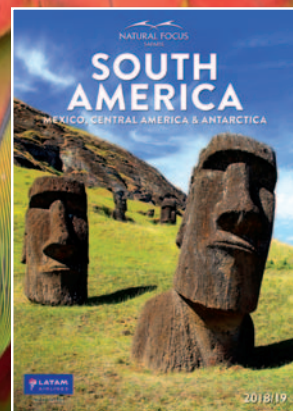
He said 2017 had been the brand's best yet, meaning it was "resonating well" with travellers.

CostSaver has also introduced a new three-step sales solution for agents called the 'C3 Factor' - "enabling agents to gain more **customers, cut time** by planning and booking within 20 mins & **close** the sale to ensure...agents & clients are kept happy".

US dream itinerary

AGENTS have a few weeks left to enter American Airlines' and Brand USA's 'All American Dream Itinerary Challenge' to create a holiday package suitable for one of four markets, to win a holiday for themselves valued at \$14,735.

The traveller types (markets) are either a family of four flying in AA's Main Cabin Extra, a retired couple's first overseas holiday travelling in Flagship Business, a millennial solo traveller sitting in Main Cabin or young newlywed foodies flying Premium Economy. For all the details, **CLICK HERE**.



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Ardent EBIT bounces 69%

DREAMWORLD remains "in recovery mode" after the tragic accident in Oct 2016 which saw four lives lost, the theme park's owner Ardent Leisure said this morning after announcing its first half FY18 results.

Ardent's theme park division achieved revenue of \$36.2 million for the six months to 31 Dec, down 11% on the corresponding period of \$41.8 million in FY17.

The firm reported an earnings before interest & taxes loss of \$29.1 million for the segment, which was up 69% year-on-year from the 1H17 loss of \$93.9m.

"Trading at Dreamworld continues to improve, with attendance up 32.6% & revenue up 55.6% for the period from 10 Dec '17 to 13 Feb '18 compared with the same post-incident period in FY17," Ardent said.

"However, the recovery has been slower than originally

projected", the company added, which has seen Ardent determine an additional non-cash, pre-tax valuation impairment charge of \$22.8 million this period.

Ardent said its theme park segment "will consolidate its position as a pre-eminent Gold Coast Attraction as the concept of a high quality leisure & entertainment precinct centered around Dreamworld evolves".

"The business is prioritising the growth in visitation to pre-incident levels and beyond by measured investments in new attractions and is also reviewing options for the owned and underutilised land adjacent to the Dreamworld attractions."

Ardent forecast that new tiger cubs (born in Jan), the upcoming Commonwealth Games and a new "walk-through" DreamWorks attraction planned for mid-2018 would help "bolster visitation".

Scandinavia Tour

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TAUCK

2017 OTP results

DOMESTIC flight departures and arrivals fell behind the long-term average in 2017, while flight cancellations increased, govt data released last Fri indicates.

According to BITRE's Domestic airline on time performance (OTP) 2017 study, the participating airlines reported an average on-time departure performance of 82.7% (down from 84.0% on the long-term percentage) and 82.0% for arrivals (down from 82.7%).

Flight cancellations numbered 1.9% of all scheduled services compared to the ongoing average of 1.4%, the figures indicate.

In 2017, Qantas had the highest number of on time flight departures and arrivals (85.8% and 84.7% respectively), closely followed by Virgin Australia (85.3% and 83.4%).

Jetstar and Tigerair were further back at 74.1% and 72.7% for departures and 77.2% and 71.4% for arrivals - more details [HERE](#).



Window Seat

HOCKEY-MAD Canadians should be on the lookout for overly affectionate German tourists after a touching travel warning issued on the weekend.

Having defeated Canada in the men's ice hockey semi-final at the Winter Olympics in Pyeongchang last week, Germany tweeted a travel advisory to its citizens via its Foreign Office account, urging caution.

"Germans in Canada should exercise a high degree of empathy," it said.

"Be nice, don't gloat, give hugs, buy rounds of hot chocolate," it suggests.

Canada responded with congratulations on Germany's first shot at gold, although the final was won by the Olympic team of athletes from Russia.



California Dreamlining

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CLIA celebrates cruise stars

THE cruise industry's biggest celebration of the year brought together more than 500 people on Sat night to reveal the winners of the Cruise Lines International Association (CLIA) Australasia 17th Annual Cruise Industry Awards.



Top achievers from across Australia and New Zealand were honoured in 16 categories in a night of glitz and entertainment, hosted by television presenter Natalie Barr. CLIA chair Steve Odell said the event had become a huge success since its humble beginnings with 150 guests 17 years ago. "This has been another milestone year for the Australian and New Zealand cruise industry,"

Odell said.

"We've witnessed double-digit growth - between Australia and New Zealand, more than 1.4 million cruisers - incredible when you think 10 years ago that figure was under 200,000, we've really come a long way."

Odell is **pictured**, right, with CLIA Australasia md Joel Katz.

See more on **page seven** and in tomorrow's **Cruise Weekly**.

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APT Ireland promo

APT is offering agents a chance to join an 11-day Emerald Ireland famil in Jun by booking any of its Small Group Discovery itineraries by 31 Mar.

Entrants go into the draw to secure one of four places on the famil and can double their chances of taking part by also booking a 2018 Magnificent Europe river cruise.

Contact APT's inside sales team on 1300 668 298 for details.

Red Centre package

KINGS Canyon Resort is offering a new Overnight Delight package that includes a 45-minute scenic flight over the Red Centre from Uluru to Kings Creek Station.

Guests will also visit the Karrke local Indigenous community to learn about traditions and culture before staying overnight at Kings Canyon Resort, with prices from \$1,150 per person twin share.

Level eyes 787s

INTERNATIONAL Airlines Grp is reportedly in talks to buy new aircraft for its LCC, Level.

The group's ceo Willie Walsh has said the company aims to expand its Level fleet to 15 by about 2020 and suggested Boeing 787s might join the five A330 aircraft being used to launch the carrier.

"We see an opportunity with Airbus and with Boeing," Walsh said in a *Reuters* report.

"The 787 more and more we see as a future opportunity."

Solomons webinar

THE Solomon Islands Visitors Bureau will hold an update webinar on Tue 06 Mar for industry staffers and agents looking to learn more on selling the Pacific destination.

The 20-min program features a Q&A session and will start at 8.30am AEDT.

To register, **CLICK HERE**.

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Hyatt offloads

HYATT has reached a sale agreement worth approximately US\$1b with Host Hotels & Resorts for the sale of three properties.

The deal includes the 301-room Andaz Maui at Wailea Resort, the 668-room Grand Hyatt San Francisco, and the 454-room Hyatt Regency Coconut Point Resort and Spa.

Hyatt will continue to manage the three hotels under long-term management agreements and the transaction is expected to close near the end of Mar.

Kerzner new ceo

KERZNER International has announced the appointment of Michael P. Wale as the group's new chief executive officer.

The company's hotel brands include the One&Only Resorts chain and Dubai's Atlantis Resort.

Wale has 40 years' experience in hospitality, most recently at Starwood Hotels & Resorts Worldwide as president of Europe, Africa and Middle East.

MedallionNet

CARNIVAL Corporation's new internet connectivity service, MedallionNet, will strive to achieve bandwidth of 1.5 gigabytes per second on board Princess Cruises' *Regal Princess*.

The company has declared MedallionNet provides its guests "the best wi-fi at sea", offering passengers "superior access to the internet at speeds that eclipse land-based connectivity".

Carnival Corporation is working with satellite-enabled connectivity solutions provider SES Networks to offer the service.

A4A block PFC rise

TRADE organisation for US carriers, Airlines for America (A4A), has urged US transportation Secretary Elaine Chao to oppose any attempt to increase the Passenger Facility Charge (PFC).

CEOs of Alaska Airlines, American Airlines, Hawaiian Airlines, JetBlue Airways, Southwest Airlines and United Airlines penned the letter, which said proposed changes nearly doubled the PFC, representing "a massive tax hike on travellers, simply for using the airport".

"Airlines are committed to making capital improvements in infrastructure alongside our well-funded airport partners, and we respectfully ask for your commitment to solutions that do not involve unnecessary tax increases on the travelling public," the letter said.

Swiss tourist record

SWITZERLAND set a new record high in visitor numbers from Australia in 2017, with overnight stays reaching 323,643 during the period (**TD** Fri).

The numbers represent a 14.1% year-on-year increase, with Mark Wettstein, director of Switzerland Tourism Australia & New Zealand, explaining the increasing number of Aussies heading over to the destination are spending more time exploring and getting to know the country.

He said the boost "reflects the shift from Switzerland being traditionally a stopover destination or as part of a multi-country European itinerary to now a stand-alone holiday destination with strong repeat visitor numbers."

ANA showcases menu



ANA - All Nippon Airways showcased its culinary offering last week, with a little help from the carrier's culinary ambassador, Adam Liaw.

At the Sydney Seafood Cooking School, Liaw showed guests how to prepare one of his dishes available on the menu on board

ANA flights to Japan.

Following the demonstration participants tucked into their dishes, finished with a dessert served in Business class called Asumi's Cheesecake, a recipe created by Liaw's wife.

The group is **pictured** above.

MEANWHILE, ANA will introduce free wi-fi internet on its domestic fleet from 01 Apr.

The service will allow pax on domestic flights to access internet and check emails or social media, watch TV programs in real time, read e-books inflight, watch videos and listen to music and shop on ANA STORE@SKY.

To use the wi-fi, pax must download the ANA mobile app.

NRA under fire

TRAVEL companies in the United States are continuing to sever ties with the National Rifle Association (NRA) in the wake of the recent Florida shooting in which 17 people were killed.

Car rental businesses Hertz and Avis will cease to offer members of the NRA discounts, while Delta Air Lines has discontinued its group travel discount offer.

United Airlines said on Twitter it would also no longer offer discounts to NRA members to their annual meeting and has asked the company to remove its information from their website.

QR 350-1K to LHR

QATAR Airways has selected its Doha to London (LHR) route for the world first commercial flight of its Airbus A350-1000.

The first trip was on 24 Feb & a service to Cardiff launches in May.

BUSINESS DEVELOPMENT PARTNER NSW

Travel Partners has a unique opportunity for an experienced Business Development Partner based in Sydney. The Role is responsible for recruiting both mobile and member agencies into the Travel Partners Group.

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Monday 26th February 2018

Kakadu takes top honours



THE 2017 Qantas Australian Tourism Awards held in Perth's new Optus Stadium on Fri 23 Feb saw the NT's Kakadu National Park take out the Major Tourist Attraction prize on the night, beating out Sovereign Hill in Vic and The Royal Botanic Gardens Sydney for the top gong.

Kakadu board member and Jawoyn traditional owner Maria Lee accepted the award on behalf of the Kakadu National Park.

"We've all worked very hard to offer more cultural experiences and events to benefit both the industry and community alike, with events such as A Taste of Kakadu introduced to showcase the culture, traditional foods and amazing landscape of our great National Park," Lee said.

The Major Festivals and Events award for 2017 went to the Toowoomba Carnival Of Flowers, while the Qantas Award for Aboriginal & Torres Strait Islander

Tourism honour was awarded to Sand Dune Adventures in NSW.

The Business Event Venue category saw the Adelaide Hills Convention Centre edge out Holmesglen at Eildon for the win, while major accommodation awards were split between the Grand Hotel and Apartments Townsville, Crowne Plaza Alice Springs Lasseters, and Tasmania's Saffire-Freycinet hotel for the standard, deluxe and luxury categories respectively.

Eighties icon Paul Hogan was also honoured during the evening, with "Hoges" formally recognised for his contribution to attracting North American visitors through his famous "I'll slip an extra shrimp on the barbie" Say G'day campaign.

Pictured receiving the award for best Major Tourist Attraction are Kakadu National Park traditional owners Bessie Coleman, Michael Bangalang and Maria Lee.

Sri Lanka website

BEYOND Travel Group has introduced a dedicated website promoting the virtues of Sri Lanka as a desirable travel destination.

The new online collateral features separate sections spanning tours, accommodation, transport and inclusions.

"We are a Sri Lanka expert with a dedicated department staffed by in-house experts," said Beyond's gm of sales and marketing Bryce Crampton.

View the new website **HERE**.

CZ A380s to AMS

CHINA Southern will deploy Airbus A380s on the Beijing-Amsterdam route between 10 Jul and 08 Oct, GDS displays show.

Operating on a daily basis, the superjumbo will replace Airbus A330s currently flying to AMS.

Apollo profit spikes

RV RENTAL specialist Apollo Tourism and Leisure has delivered a healthy Net Profit After Tax of \$15.95 million for the six months to Dec 31, more than tripling the result for the same duration the previous year.

Total revenue for the period also saw sharp improvement, jumping 128.5% on the previous result to \$72.35 million.

Factors contributing to the bottom line focused on the integration of recently purchased retail dealerships such as Sydney RV, Kratzmann Caravans and George Day Caravans, allowing Apollo to boost sales of its Winnebago and Adria brands.

The ongoing nurturing and integration of these acquisitions remains a key goal for the next financial period.

SCENIC°
LUXURY CRUISES & TOURS

Manager, Scenic Eclipse Marketing

Scenic started in Australia in 1986 and has become a leader and world renowned luxury cruise and tour operator. The Scenic team has earned a world-class reputation for creating and delivering the ultimate cruising and touring itineraries for travellers who seek wondrous experiences and exceptional 5-star service. We have now taken it one-step further with the introduction of the fleet of Scenic Eclipse, the World's First Discovery Yachts.

Scenic is a fast-paced, entrepreneurial, privately owned travel company and we currently have an exciting opportunity for commercially minded, experienced marketing manager who will be responsible for overseeing the marketing strategy for its fleet of 6-star luxury ships, Scenic Eclipse.

For this **newly created role of Manager, Scenic Eclipse Marketing** the successful candidate will be required to develop and implement strong industry leading, marketing and sales strategies in order to meet the business objectives and sales targets.

Reporting directly to the National Marketing Manager, the role will work closely with the Australian Product, Marketing, Sales and Trade team, as well as the international Scenic Eclipse team.

A full copy of the position vacant is available on www.scenic.com.au/employment, however the **successful candidate will be required, but not limited, to:**

- Develop and implement strong industry leading marketing and sales strategies to meet sales targets;
- Analyse market trends and develop recommendations to drive sales and lead acquisition;
- Develop and execute marketing campaigns through all channels to drive sales and meet targets;
- Manage an annual marketing budget.

To be successful in this role the candidate must possess;

- Minimum 6 years work experience in a related marketing role with demonstrated success;
- Excellent communication skills with strong cross functional team management experience;
- The ability to manage a complex workload and tight deadlines;

Ideally, we would prefer experience in the travel industry, preferably in the Ocean Cruise sector and travel both locally and internationally will be required.

Please send applications through to employment@scenic.com.au by COB Friday 16th March 2018

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Gambia upfront

GAMBIA'S Tourism Minister has issued a stern warning to western tourists not to treat the country as a destination for sex tourism.

"We are not a sex destination... if you want a sex destination, you go to Thailand," said the country's Tourism Minister Hamat Bah.

The impoverished West African nation's economy is heavily reliant on conventional tourism.

Spain/Portugal deal

SPAIN & Portugal Travel Connection is offering a 10% discount on select escorted tours in Spain and Portugal for travel between 01 Apr and 31 Oct.

Deal ends 31 Mar - more information **CLICK HERE**.



#Tag your travel buddy to win

Whether you want to play tourist here in Australia or you have a holiday overseas coming up, iVenture Card is your passport to the best attractions in 14 top destinations across the globe.

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This week *Travel Daily* has teamed up with iVenture Card to give you the chance to win an iVenture Card to a destination of your choice for you and your travel buddy.

For your chance to win, post a photo of you and your travel buddy on instagram or facebook tagging #iventure and #traveldaily and tell us where you want to go!

T&C's: Prizes must be redeemed by 31/12/2018. Packages and attractions are subject to change.

LA Excite campaign

EXCITE Holidays is offering its top selling agent of Los Angeles packages the chance to win 500K points under a new promotion run in conjunction with Discover Los Angeles.

The campaign runs from today through to 11 Mar and includes 300,000 points for the second top selling LA agent and 200,000 points for the third top-seller.

CLICK HERE for more details.

MEANWHILE, a curated website has been launched to showcase the best of LA, from foodie havens, popular tourist spots, and the best shopping precincts.

EY doubling Rome

ETIHAD Airways is ramping up frequencies on its Abu Dhabi-Rome route with an additional five weekly services added between the cities from 25 Mar, and an extra two from 01 May.

The Rome boost comes as EY's codeshare partner, Alitalia - which Etihad had significantly invested in - withdraws from its daily Abu Dhabi service on 25 May.

EY's second daily FCO flights will be operated by Airbus A330-200s.

More London pax

TWO of London's busiest airports claim they can handle 30 million more pax annually without building extra runways.

London Stansted Airport wants to raise the yearly pax cap by 42 million and London Heathrow believes that with bigger planes and optimised flights it could raise its intake by 12 million passengers to 90 million.

TK Freetown debut

TURKISH Airlines has launched a new service between Istanbul Ataturk Int'l Airport and the Lungi Int'l Airport in Freetown, Sierra Leone, operating twice weekly.

MEANWHILE, the Star Alliance member carrier is set to begin five weekly services between Istanbul and Krasnodor from 07 May.

Cruise industry sparkles



TOP achievers from across Australia & New Zealand were honoured on Sat at the Cruise Lines Int'l Association (CLIA) Australasia 17th Annual Cruise Industry Awards, including cruise pioneer Ted Blamey who joined the association's Hall of Fame.

Blamey (**pictured** right with CLIA chair Steve Odell)

was honoured for his 30-year contribution to the industry including as president of Sitmar International, ceo of Ansett Retail/Traveland and chairman of Sydney Ports.

Top honours went to Bicton Travel in WA which was named Australia's Gold Cruise Agency of the Year for the fifth year in a row, and to Kathy Pavlidis of Cruiseabout Kew in Victoria who won the award for Australian Cruise Consultant of the Year.

Other awards went to Kye Duffy of Our Vacation Centre, who was named Rising Star, and to Clean Cruising which was named Online Agency of the Year.

Pictured top are CLIA md Joel Katz and Phil Hoffmann Travel md Phil Hoffmann with Royal Caribbean Cruises' director of



marketing and sales Kathryn Valk & md Adam Armstrong AU/NZ.

Below, Travellers Choice ceo Christian Hunter with the group's gm marketing Robyn Mitchell and The Travel Corporation Australia ceo John Veitch.

Bottom, the Viking Cruises team - Keira Smith, Jane Moggridge, Ramon Drew, Marianne McAllister and Erin Kramer.

See **Cruise Weekly** tomorrow for more awards coverage and **FACEBOOK** for more pics.



Meridiana into Air Italy



MERIDIANA has rebranded as Air Italy and plotted a new business plan focussing on passenger experience and "the next generation of traveller".

The decision is on the back of Qatar Airways' acquisition of 49% of the airline's parent company, AQA Holding (**TD 29 Sep**).

Air Italy aims to have 50 aircraft by 2022 and will take delivery of 20 new Boeing 737 MAX aircraft

over the next three years.

It will also receive five Airbus A330-200 aircraft this year from the Qatar Airways' fleet, which will be replaced by Boeing 787-8 Dreamliner aircraft, commencing May 2019.

New long-range routes include Milan to New York and Miami, to be followed by short-haul routes connecting Milan and the airline's long range destinations to Rome, Naples, Palermo, Catania and Lamezia Terme.

Obama down under

FORMER US President Barack Obama will visit Australia and New Zealand in Mar to speak at an event hosted by the New Zealand-United States Council.

The event in Auckland will take place on 22 Mar and the function in Sydney on 23 Mar.

Air New Zealand is a supporter of the council.

Nevada/Qld tie-up

QUEENSLAND has teamed up with the US state of Nevada to become "sister states".

The tie-up aims to encourage joint cooperation across tourism, mining, renewable energy, water management, higher education, and innovation and technology.

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Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Natural Focus Safaris - South & Central America 2018/19

The 2018/19 South & Central America program from Natural Focus Safaris packs in a broad selection of accommodation ranging from wilderness lodges and secluded rainforest retreats to luxury properties in the Atacama Desert and on Easter Island. There are trekking options in destinations such as Machu Picchu and Torres del Paine, island hopping in the Galapagos and cultural experiences including picking grapes at a family-run vineyard in Carmelo, Uruguay.



Venture Far - Bali, Lombok & The Gili Islands 18/19

An expanded range of sightseeing, touring and resort options feature in the latest Bali, Lombok & The Gili Islands brochure from Venture Far. New resort icons of "Family + Friends; Romance; Wellness; Luxury + Water-Life" have been introduced to the catalogue to provide further information on each property and all-villa properties and resorts can be identified by the "villa" icon. Highlights include a seven-day Exotic True Bali Discovery, which takes in many of Bali's cultural highlights and views and a four-day Bali Beach Glamping and Dive Centre experience.



Collette - Explorations 2018/19

Collette's 2018 small group touring brochure brings to the table new itineraries, "off the beaten track" experiences, boutique accommodation and unique culinary experiences. Fresh additions include Italy's Bella Vita tour, which offers guests the chance to pedal the streets of Bologna on a bicycle tour and wind through olive groves and vineyards on a Vespa in Tuscany. New to the program are the nine-day Switzerland: Hidden Trails and Majestic Peaks, 10-day Novelties of Northern Spain and two-night Journey through Southern France.



APT - New Zealand 2018/19

A new six-day Brilliant Bay of Islands tour has made its debut in the latest New Zealand brochure from APT. The addition includes a visit to the Waitangi Treaty Grounds, a cruise to see the Hole in the Rock and a Pacific-themed dinner. Other highlights of the program are the 18-day Royal Tourer New Zealand and 16-day Great New Zealand Rail & Cruise Experience which features six rail journeys and a new Doubtful Sound overnight cruise. The company has also unveiled a selection of earlybird super deals to accompany the launch.

Iceland ups Tampa

ICELANDAIR will double its seasonal non-stop service departing Tampa International from twice to four times weekly.

Flights will operate from Tampa Bay International on Mon, Wed, Thu and Sat starting this northern autumn and return from Iceland's Keflavik on Tue, Wed, Fri and Sun.

Icelandair ceo Bjorgolfur Johannsson said the route benefitted families and leisure travellers and would also open up many opportunities for business, trade and foreign relations.

Zest Indo addition

SWISS-BELHOTEL International has revealed plans to expand its portfolio of Zest Hotels properties in Indonesia within three years.

Zest Hotels currently operates seven properties in Indonesia and by the end of the decade the collection is set to reach 20.

Hotels will be added in locations including Jakarta, along with towns and cities such as Ambon, Solo, Timika, Manado and Jailolo.

Zest Hotels targets young professionals, families, groups of friends and students.

Travel Daily

Monday 26th February 2018

JAL premium kits

JAPAN Airlines will roll out new ETRO amenity kits for international First Class and Business Class pax from late Feb.

The Italian fusion brand kits will initially debut in Business class, and then in First from mid-Mar.



SUPER XV ROUND 2 WINNER

Congratulations

CASEY DOWLER

from *Captain Cook Cruises*

Casey is the top point scorer for Round 2 of *Travel Daily's* Super XV footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.



The major prize for the 2018 footy tipping competition is return economy class airfares to Christchurch flying with **EMIRATES**.

NSW LTPS/18/2019 / ACT TP 18/00256

SKP name change

THE Macedonian Government has announced a new name for its biggest airport, changing from Skopje Alexander the Great Airport to Skopje International Airport in an act of goodwill towards neighbouring Greece.

The move should help quell a 25-year dispute with Greece over the use of the Macedonian name.

The govt also plans to change the name of a highway bearing Alexander's name to Prijatelstvo, Macedonian for friendship.

Konsortium collapse

A MALAYSIAN coach travel specialist based in Singapore has suddenly shut down operations, leaving many travellers who have pre-paid adversely affected.

Konsortium Express & Tours closed its head office last Fri with immediate effect, pasting a notice on its door informing clients the business was facing a "financial crisis" and was no longer operating.

In response, The Singapore Tourism Board (STB) said it had revoked the travel agent's license.

Affected travellers should contact their insurance providers for assistance.

DoubleTree Iquitos

DOUBLETREE by Hilton Hotel Iquitos in Peru has reopened following a multimillion dollar refurbishment of the property.

The 71-room hotel has debuted as part of the DoubleTree brand, and includes fresh updates to its guest rooms, lobby, pools, restaurants and bars.

MEL arrivals record

MELBOURNE Airport has revealed Jan to be a record-breaking month in terms of arrivals through the gates of the transport hub, recording 553,654 inbound international travellers.

The result is up 6% on last year.

Traditionally Jan has proven to be the busiest month for Melbourne Airport, with its management predicting a busy year ahead.

"We know we're in for a bumper year as our travellers take full advantage of flying to new int'l destinations introduced in the past 12 months," said Melbourne Airport chief ceo Lyell Strambi.

Int'l pax movements for Jan was at 1,032,144 and domestic was also up 2% to 2,199,636.

China to HK bridge

CHINA is gearing up to unveil the world's longest bridge and underwater road tunnel on 01 Jul, a 50km link between the cities of Hong Kong, Zhuhai and Macao.

Construction on the Hong Kong-Zhuhai-Macau Bridge commenced in 2009, with China credited with having to invent 120 new patented techniques in order to make the bridge a reality.

"It's more than just a physical link...it connects our thoughts, our sentiments," chief engineer Su Quanke told the *Executive Intelligence Review*.

The bridge cost over 100 billion yuan and is referred to as the "bridge of blood and tears" due to the number deaths and injuries incurred during its construction.

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



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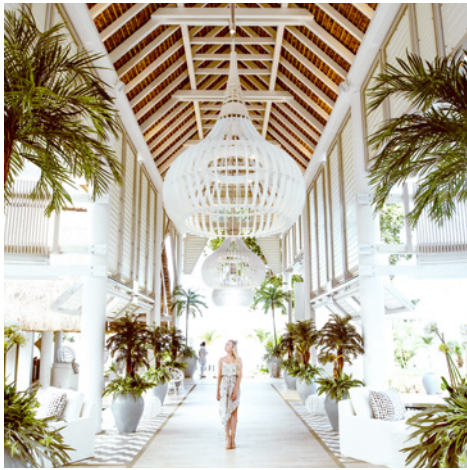
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WIN A ROYAL HOLIDAY

LUX* Resorts & Hotels in partnership with Air Mauritius is launching a special travel agent incentive. This is your chance to win a once in a lifetime spot on a luxury familiarisation trip to Mauritius. 8 spots up for grabs!!

For every booking made at any LUX* resorts in Mauritius between 10 February and 31 March 2018, be rewarded with an entry in the draw. The more bookings made, the greater your chance of winning.

Familiarisation trip to include:

- ♦ Return economy class tickets on Air Mauritius (taxes not included)
- ♦ 6 nights all-inclusive stay in our LUX* properties in Mauritius
- ♦ Return transfers in Mauritius to and from the airport

Terms and Conditions:

- ♦ Every booking made at any LUX* Resorts in Mauritius through our reservation department from 10 February 2018 to 31 March 2018 (inclusive) will be eligible for the prize draw on 06 April 2018.
- ♦ Bookings can be done via any Tour Operators featuring our hotel.
- ♦ Once the booking is sent to the Tour Operator, record the details on the following dedicated website: luxresorts.com/au/travel-agents.aspx
- ♦ The familiarisation trip prize draw will be conducted according to the number of bookings registered on this dedicated website.
- ♦ Prizes are not transferable. Spots for the familiarisation trip will be drawn on 06 April 2018 and agents notified accordingly.
- ♦ Incentive open for all agents in Australia only.
- ♦ Familiarisation trip to Mauritius will take place between 24 April 2018 and 13 June 2018.
- ♦ Air Taxes to be paid by participants. Any travel between East Coast and Perth would need to be supported by the participant.

For any further information, please contact:
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Email: kareen.rault@luxresorts.com

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*** NEW ROLE * PERTH IS CALLING**

SALES MANAGER (WA)

PERTH/ADELAIDE – LUCRATIVE SALARY PACKAGE

Looking after the WA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

*** NEW ROLE * GROWING TMC**

CORPORATE ACCOUNT MANAGER

SYDNEY- SALARY UP TO \$100K

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.

*** NEW ROLE * UNIQUE PRODUCT TO REPRESENT**

ACCOUNT MANAGER/BDM

NSW – SALARY \$70K PLUS UNCAPPED COMMS

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped commissions. Previous experience in a similar role required along with strong presentation, organisation & communication skills.

***NEW* ARE YOU TECH SAVVY?**

SYSTEMS SUPPORT

BRISBANE – \$\$ DOE + BENEFITS

Rare opportunity to join this travel provider in their systems management team. Your duties will include implementation & maintenance for suppliers/user, system release management, enhancements for business improvement, creation of documentation, troubleshooting & being the subject matter expert. Experience in a technical role with wholesale/cruise bkg. systems (Calypso, Traveltek) with great presentation & customer delivery skills. Salary DOE

MICE SALES

BUSINESS DEVELOPMENT MANAGER

SYDNEY– \$100 ++

Exciting time to join this expanding hotel group as a MICE BDM. Working as part of the sales team you will be responsible for managing the MICE market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

AND THE WINNER IS

BID MANAGER

SYDNEY–BASE SALARY TO \$100k + SUPER

Very rare opportunity with a leading TMC that is seeing extreme growth in 2017. Based in the CBD, we are on the hunt for an experienced Bid Writer/Manager to join their team. You will have experience in a similar role and if you are Shipley trained this will be held in high regard. Office located close to public transport, career progression is definitely something this company promotes. Please call for more information.

CORPORATE SALES ROLE

BUSINESS DEVELOPMENT MANAGER

BRISBANE – \$71K PKG + BONUS

Exciting time to join this expanding hotel group as a Corporate BDM. Working as part of the sales team you will be responsible for managing the corporate market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

BE CREATIVE

MARKETING MANAGER – PR AND PARTNERSHIPS

SYDNEY–\$95-\$110K PLUS DOE

Rare opportunity to join a growing and exciting brand, with over 20 offices globally opportunities could be endless. We are searching for a strong marketer who is confident approaching partners to sell the value proposition for this organization and also work with a PR agency or if you have the PR contacts do this in-house. This company offers a great working culture with an inspiring management team. Please call for a confidential chat.

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