

Wendy Wu bdm

WENDY Wu Tours has announced the appointment of Nicky Bain to the role of business development manager, Qld.

She brings more than 17 years of experience in the travel sector, most recently holding the position of sales manager New Zealand for Best Western Australasia.

Scenic France famil

SCENIC Luxury Cruises & Tours has announced a new sales incentive that will see five agents, three from Australia and two from New Zealand, score a spot on a 13-day South of France famil departing Chalon-sur-Saone 19 Oct this year.

To win a spot agents must sell the highest number of any 2019 Scenic European River Cruises between 01 Jul and 31 Aug.

The comp is being run to celebrate Bastille Day.

For further info **CLICK HERE**.

NCL Leonardo Class order

NORWEGIAN Cruise Line Holdings (NCLH) has confirmed an agreement with shipbuilder Fincantieri for two more Project Leonardo Class ships.

The two vessels are scheduled to join the Norwegian Cruise Line fleet in 2026 and 2027 and are the fifth and sixth Leonardo Class ships on order by the cruise line.

"Our six-ship Leonardo Class fleet will allow us to broaden our deployment into strong performing and mature unserved and under-served markets and offer new experiences to our guests," said NCLH president and chief executive Frank Del Rio.

The next generation class can accommodate up to 3,300

passengers and will build upon the company's Breakaway Plus Class ships.

"Following the Breakaway Plus Class...the highly anticipated Leonardo Class will fuel future growth with exciting and innovative offerings that will meaningfully drive demand from new and loyal returning guests alike," said Norwegian Cruise Line president and chief executive officer Andy Stuart.

The latest announcement means NCL Holdings now has seven ships on order for the Norwegian Cruise Line brand due for delivery through to 2027, with *Norwegian Encore* scheduled to make her debut in the third quarter of 2019.

The move follows NCL ramping up its efforts in the Australian market, last year kicking off its inaugural homeport season in Australia and New Zealand (**TD** 13 Nov 17).

ATAS code review prompts change

AFTA has announced a series of changes to the charter and code of conduct that govern its AFTA Travel Accreditation Scheme (ATAS) in response to its fourth-year review.

"The appointed reviewer, Hank Spier, has produced a detailed and extensive review of the ATAS charter and I am pleased to announce that the board has accepted 20 of the 29 recommendations in full," said AFTA chief exec Jayson Westbury.

Changes include an overhaul of Attachment D Solvency Definitions which detail the financial ratio tests that AFTA runs to assess an applicant or renewing applicant.

Additions to the code of conduct include obligations to incorporate Australian Consumer Law and Guarantees.

To access the reviewer's report and board responses **CLICK HERE**.

Today's issue of TD

Travel Daily today has seven pages of news and photos, plus a full page from:

- Travel Trade Recruitment



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APT small grp brox

APT has released its first stand-alone brochure dedicated to its Small Group Journeys, which includes the company's first visit to Tibet.

The operator's Small Group Journeys offer "a range of luxury holidays across the globe for groups of 20 travellers or less" and were previously included in the company's earlier brochures.

The program includes a journey to Sri Lanka and an itinerary to China, which ventures into a new region for APT - Tibet.

Also new is a trip across the peaks of Bhutan and Nepal, which will see travellers explore the ridges of Bhutan, where they'll join monks for a guided meditation and take part in a traditional cooking class.

APT said the itineraries would provide "special after-hours or behind-the-scenes access in select locations".

View the brochure online [HERE](#).

Lux Escapes grows fast

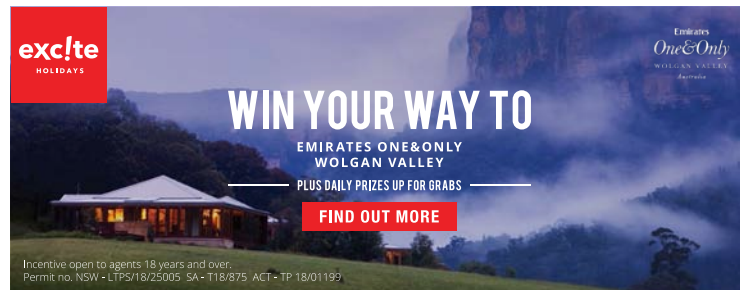
LUXURY Escapes has "fast-tracked" its way to over \$300m in top-line revenue in about 4.5 years of operation, making it "Australia's fastest growing company under five years old," gm Blake Hutchison told **TD**.

Speaking at an event in Sydney last night celebrating the launch of season three of the TV show *Luxury Escapes: The World's Best Holidays*, Hutchison said this year over 400,000 Australians would take a holiday with the company.

He attributed the popularity of the company's deals to the "overwhelming" amount of choice that consumers face.

"If you go to an OTA or you go in to a travel agent, there's just an infinite number of hotels you could stay at," he explained.

"What Luxury Escapes does is narrow it down to one hotel, gives that hotel a huge amount of marketing visibility and it



takes that hotel to a customer base which has been essentially trained to respond to a Luxury Escapes offer."

Hutchison said the company's model worked to provide hotels profitable demand from a customer who was going to stay a little longer, due to Luxury Escapes only offering five- or seven-night stays.

Looking ahead, Hutchison said Luxury Escapes was working on its flights offering and growing its customer base in South East Asia (**TD** 24 Oct).

It is also ramping up its business development team to expand its destinations and allow customers to link up multiple escapes.

This month Luxury Escapes voluntarily withdrew from the AFTA Travel Accreditation Scheme (**TD** 02 Jul).

More from Luxury Escapes on [page five](#).

ADL tops 1 million

ADELAIDE Airport has handled more than one million international visitors in the year to 30 Jun, the first time it has hit the seven-digit milestone.

An extra 52,500 international passengers travelled through ADL in the past financial year, an increase of 5.5% on the previous 12 months.

The biggest inbound boost came from an extra 11,000 Chinese visitors, while outbound figures were lifted by 8,000 South Australians taking advantage of new direct services operated by Fiji Airways to Nadi.

Crystal Ravel debut

CRYSTAL Cruises has welcomed its fifth river ship to its fleet, *Crystal Ravel*, which was christened in Budapest on Wed.

It will sail itineraries of six to 14 days between Vienna and Basel, & in 2019 will service seven-night round-trip cruises from Vienna.



Wilderness mixes with luxury in South Africa – read more in the July issue of *travelBulletin*.

CLICK to read
travelBulletin

Busabout incentive

BUSABOUT is currently running a competition that will see winning agents score a GoPro.

To enter the draw agents must answer questions after watching three videos on select hop-on hop-off adventures.

View the comp details [HERE](#).

Cruise Month rebrand

CRUISE Lines International Association (CLIA) Australasia has rebranded its “Plan a Cruise Month” in Oct to “Choose Cruise”, a move designed to motivate travellers to book a cruise rather than just plan one.

The move has been partly inspired by the success of CLIA Australasia’s past social media campaigns which used the #ChooseCruise hashtag and garnered positive traction.

“Choose Cruise is an opportunity for travel lovers to learn more about the different cruise options available, and to take advantage of promotions and value-adds from cruise experts,” said CLIA Australasia and Asia md Joel Katz.

“With weekly themes of ocean, river, luxury, and expedition throughout Oct, we are hoping to engage both new and existing cruisers in exciting ways,” Katz added.

The Choose Cruise push in Oct will involve a mixture of trade, consumer and media activities, as well as the activation of a dedicated Choose Cruise microsite, featuring cruise information, experiences and CLIA agent search.

A greater variety of marketing tools for agents will also be made available on 15 Aug that will include custom media releases, newsletter articles, social media tiles and infographics that can be used in email and social marketing campaigns.

Tauca cruise brochure

TAUCK Australia has announced the release of its 2019 Small Ship Cruising brochure featuring cultural journeys to North America’s Great Lakes and the Scottish Isles.

Cruises are all-inclusive - for bookings call 1300 732 300.

Pavilions appoints

THE Pavilions Hotels & Resort has appointed Scot Toon as md, Asia, and Tim Sargeant to the position of director of marketing for The Pavilions Phuket.

Toon originally commenced with the company in Jan in the role director of operations.

 Wendy Wu Tours.

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Splendor 2020

RESERVATIONS are open for *Seven Seas Splendor's* inaugural 2020 European summer itineraries.

Splendor joins Regent Seven Seas Cruises' fleet in Feb 2020 and will voyage across Europe during her inaugural Northern Hemisphere summer sailings.

The destinations will include Zadar, Croatia, Koper, Slovenia and Barcelona.

She will take guests to the British and Greek Isles, and to the Italian and French Riviera.

Seven Seas Splendor will accommodate up to 750 pax, with 375 suites ranging from the 28.5m² Veranda Suite, to the 413m² Regent Suite.

IATA financial stats

AIRLINES Financial Monitor has released its Jun report, showing that airline profitability was strengthening in Q1 2018 compared to the same quarter a year ago, while cash flow generation in the industry also picked up.

However, global airline share prices fell for the fifth consecutive month in Jun, which indicates that forward-looking investors expect more difficult conditions ahead than in Q1.

The global airline share price index has now fallen by 14.3% since the start of the year, compared to a 1.7% decline in the global equity index.

QF tops route revenue

QANTAS services on the key Melbourne-Sydney trunk route are among the most lucrative in the world, ranking second place internationally in a list of the top routes for revenue.

Figures released by OAG show only one airline route generating higher levels of revenue, with British Airways' operations between New York's JFK airport and London Heathrow raking in almost US\$1.04 billion in the year to Mar 2018.

Qantas flights on the MEL-SYD route generated almost US\$855 million over the same period, followed by Emirates and its LHR-DXB services which drew revenue of US\$819 million.

Other top 10 earners included Singapore Airlines LHR-SIN (US\$710 million), American Airlines LAX-JFK (US\$698 million),

United Airlines SFO-EWR (US\$688 million), Cathay Pacific HKG-LHR (US\$632 million), Qatar Airways LHR-DOH (US\$553 million), Air Canada YVR-YYZ (US\$552 million) and Singapore Airlines SYD-SIN (US\$544 million).

OAG notes that five of the top 10 revenue earners are either to or from London Heathrow, "which may explain the ongoing debate about the third runway with the increased competition damaging those lucrative earners".

It says all of the top 10 routes are high-cost operations, combining generally wide-bodied services with high frequency.

OAG highlighted the frequency of Qantas MEL-SYD operations in particular, with the Australian carrier operating around 65 flights a day on the route.

EK Cairo lounge

EMIRATES has opened its 42nd lounge at Cairo International Airport after a US\$3.6 million investment.

The new facilities cater to passengers on the airline's three daily flights from the Egyptian capital, including its First and Business class customers and Platinum and Gold members of the Skywards loyalty program.

The lounge offers seating for up to 152 customers, covering an area of 880m² and is on level two of Terminal Two.

OTA's new sign-ups

THE cloud-based data platform for the hospitality industry, OTA Insight, has announced a series of key partnerships in the Australia-New Zealand-Pacific region.

The recent signings include Staywell Hospitality, Punthill Apartment Hotels, Ovolo Hotels, Doma Hotels and Reflections Holiday Parks.

The company said as it continues to grow, more hoteliers in the region will have access to its tech offerings designed to help manage rates, parity and revenue.

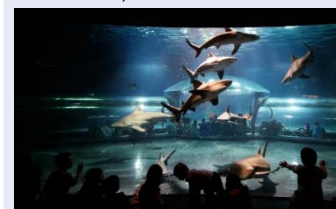
Window Seat

THE Oklahoma Aquarium is giving one "lucky" scuba diver the chance to swim in a tank full of aggressive bull sharks.

The opportunity certainly sounds like a prize worth dying for, however, the marine attraction is taking measures to avoid a grisly underwater reenactment of the Roman Colosseum by outfitting the "winner" with a specialist chainmail suit.

While contestants at this stage appear to be little "fin" on the ground, the Oklahoma Aquarium is confident the stunt will go off without a hitch.

At the very least they will save some cash on fish food for the week - win, win!



Oxley Norfolk trip

OXLEY Travel has announced a seven-night Taste Norfolk Island package from \$2,079 per person twin share SYD and \$2,039 per person twin share BNE, with departure dates from 23 Nov.

For full package inclusions - **CLICK HERE.**

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MD & CEO, Virgin Australia.

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Friday 13th July 2018

Luxury Escapes' sneak peek



LUXURY Escapes celebrated the return of the third season of *Luxury Escapes: The World's Best Holidays* with a sneak peek of the TV show in Sydney last night.

The 13-part series, which explores destinations ranging from the Maldives to Kenya, will premiere at 6pm on Sat on Network Ten (**TD** Tue).

Luxury Escapes general manager Blake Hutchison told **Travel Daily** the series was "another way to talk to our audience," emphasising the show was "not a sales proposition," and instead a

means to promote to the masses the diversity of destinations the company now offers.

Pictured are: Trent Ellen, partnerships and contracting manager, Luxury Escapes; Sophie Falkiner, co-host *Luxury Escapes: The World's Best Holidays*; Chelsea Healey, consumer marketing manager, Luxury Escapes; Sonia Pilovska, head of tours, Luxury Escapes; Shane Jolley, co-host *Luxury Escapes: The World's Best Holidays* and Blake Hutchison, chief revenue officer and gm, Luxury Escapes.



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.

Intercontinental Phu Quoc Long Beach Resort is offering a special opening deal, valid until 31 Oct. Prices start at \$345pn, with a minimum two-night stay, email reservations@icpq.ihg.com for more info.

The Capital Theatre Package, priced from \$175 is now available at the **Metro Hotel Marlow Sydney Central** on select theatre performance nights. Visit www.metrohotels.com.au for details.

Book three nights or more at the **Oaks Pacific Blue** or **Oaks Lure Port Stephens**, and pay \$1 per additional day. Valid until 20 Jul, more **HERE**.

Emirates has released a range of sale airfares ex-Perth, valid until 30 Jul. Return fares start from \$999 to Dubai; call 1300 303 777 for info.

El Questro in the Kimberley is offering 20% off nightly rates at its Homestead property. Three nights for the price of two at its Emma Gorge and El Questro Station properties are also available, **CLICK HERE**.

Book two nights and get one free at the **AYANA Komodo Resort**, Waecicu Beach, or book four nights and get two free. See offer **HERE**.

IHG Dundee opens

INTERCONTINENTAL Hotels Group has opened Hotel Indigo Dundee in Scotland.

Transformed from a 200-year-old jute mill, the 102-room hotel sits between the waterfront and shopping district, close to theatres and golf courses.

The property contains a restaurant and meeting room.

Special needs travel

TRAVEL With Special Needs launches today to assist families and carers of passengers with special needs in researching, planning and booking travel.

"The special needs segment is under-represented and under-served," said the organisation's co-founder Julie Jones.

The website "aims to fill this gap" by "providing timely information and tactical advice".

The packages available at launch include cruise offers, a deal to tropical north Queensland and a Blue Mountains escape, with at least one new package to be released each week.

Park Regis Arion

PARK Regis Arion opened yesterday in Kemang, Jakarta, marking StayWell Holdings first venture in the Indonesian capital.

Following refurbishment and rebranding, the hotel contains 96-rooms including junior suites and royal suites, a pool, gym, day spa, cafe, lounge bar, nightclub, and meeting and event spaces.

Airnorth sale xtn

AIRNORTH'S 40th birthday sale has been extended until midnight tonight with flights from \$99 (**TD** 11 Jul).

Valid for travel in 2019 between the periods of 29 Jan to 29 Mar and 29 Apr to 09 Jun.

For more info, **CLICK HERE**.

Journey Beyond sale

JOURNEY Beyond's 2019/20 season is on sale from 16 Jul, featuring overnight stays through to 21-night expeditions.

Guests can combine rail adventure with other experiences such as swimming with whale sharks at Ningaloo Reef, flying over Lake Eyre, admiring Kakadu's waterfalls, and dining adventures on Kangaroo Island.

Alternatively, they can navigate the Australian coastline on a cruise ship.

See greatsouthernrail.com.au.

APTMS LA Tours

SALES and marketing representation company Asia Pacific Travel Marketing Services (APTMS) has added LA City Tours to its portfolio.

LA City Tours takes visitors on trips which explore "everything from the glitz and glamour of Beverly Hills and Rodeo Drive, to the world-famous Hollywood Sign, to the end of Route 66 at Santa Monica Pier and the Hollywood Walk of Fame".

For booking enquiries, email reservations@aptms.com.au.

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CRYSTAL

Friday 13th July 2018

CWT adds price tracking

CARLSON Wagonlit Travel (CWT) has begun rolling out price-tracking technology it says can provide savings of up to 2% on total travel spend.

The technology monitors prices for flights and hotel rooms continually, checking them against existing bookings and rebooking where possible to obtain savings.

"This technology can save our clients up to 2% – that's a huge

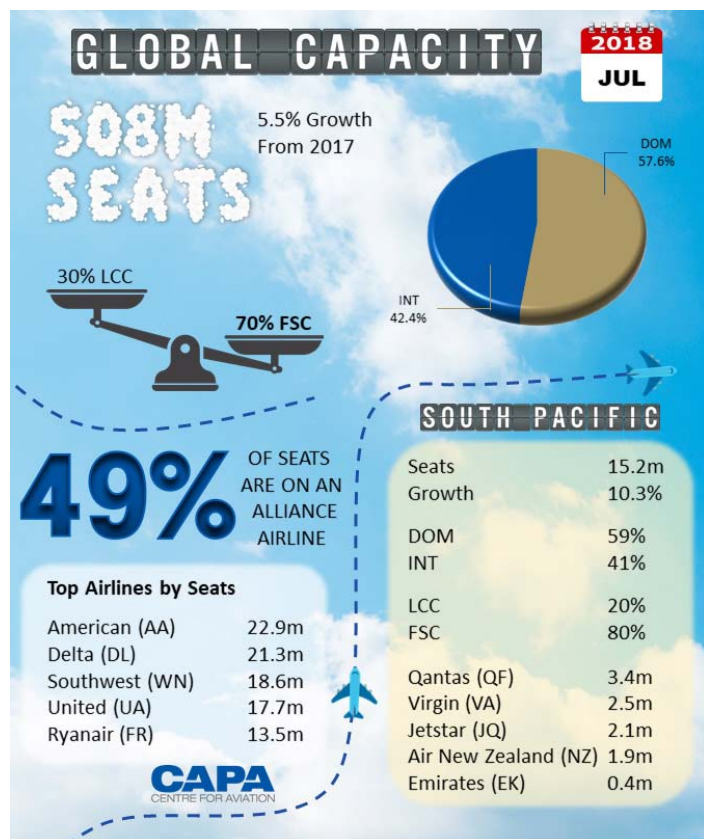
sum of money for any company with a sizable travel program," said Patrice Simon, CWT's chief technology officer for strategy and new product development. "It's largely automated, running in the background 24/7."

The service is the result of a partnership between CWT and airfare and hotel price-tracking provider Yapta, and will be offered to clients worldwide over the next 18 months.

CAPA
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CAPA Insights

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



IN THIS week's CAPA Insights, we take a closer look at the growing aviation market by focussing on global capacity.

In Jul 2018, the number of available seats has grown by 5.5% year-on-year and up 6.1% from Jun 2018, equating to a whopping 508 million.

Internationally there are 14,441 routes operating in Jul 2018 with 2,010 of these new (compared to Jul 2017).

There is a total of 229 countries with direct connections to at least one other country, France tops this list with 119, followed by Turkey with 111, the United Kingdom with 103 and the United States with 102.



Corporate Chatter

With David Lorimer

The NDC vision for TMCs

THE notion of IATA's much discussed New Distribution Capability (NDC) has been with us for some years now, and it's currently at a tipping point. IATA has claimed in their 2020 vision they want 20% of content from 20% of carriers to be distributed through NDC – by the end of 2020. A robust vision, as today it's less than 5%.

Firstly let's take a look at what NDC is not. It is not a system, a product or a service. Nor is it a website, an app or software. What it is, is the capability for the TMC community to retail different types of content (content we cannot receive today), content that is distributed through this new capability.

For example, air fare content will be able to be distributed which is relevant for the customer type, as opposed to a one fare product for all model. A budget conscious economy travelling client will have a different level of interest in premium cabin fares over a client with multiple C level road warriors. It has also been discussed that dynamic fares will be able to be distributed, for specific clients which have a life of a week or so as airlines try to fill their cabins, as opposed to an industry-wide, short-term fare special. These examples of

tailored faring by client or client segment deepen the relationship between the client and the TMC, and the client and the carrier. A good thing.

Some carriers have declared their hand and said they will distribute some of their fares through a direct connect model,

one assumes to save on distribution costs. For a TMC to direct connect with a carrier generally means an API link, which need to be constructed and maintained.

Some TMC's have built their own inventory 'warehouse' with multiple API feeds coming in, with downstream consultants

accessing inventory easily and efficiently.

Or carriers can choose to distribute through the GDS model, which is also efficient.

From a TMC's perspective it is critical that booking efficiency is respected by carriers as they distribute in the model of their choice. Booking efficiency (for the offline channel) drives TMC productivity per team-member, which is a key component in a clients transaction fee price points.

TMC's are seeking a distribution model which produces greater efficiency, not one that goes the other way.

‘From a TMC's perspective, it is critical that booking efficiency is respected by carriers as they distribute in the model of their choice’

David Lorimer is the managing director of Hogg Robinson Group Australia, the international corporate services company specialising in travel, expense and data management.

Insta risk for corp travellers

AIRPLUS International has warned of the potential security risks posed by business travellers sharing travel information on social media, including the possibility of kidnap, burglary and corporate espionage.

In its latest International Travel Management Study, the company says corporate travellers are publicly revealing details like their locations and travel companions

through "Insta-bragging" on social media channels.

Its study found 43% of Australian business travellers posted pictures and updates online, with higher rates in fast-growing economies like India (83%) and China (81%).

It says online posts can risk competitors gaining insights, or attract the attention of extortionists or kidnappers.

Radisson takes Blu to Bali



RADISSON Hotel Group has celebrated the grand opening of Radisson Blu Bali Uluwatu resort, which becomes the brand's first property in Indonesia.

Located between two beaches on Bali's southern peninsula, the resort features 111 rooms and

14 suites, two flexible function rooms that can accommodate up to 240 guests, and two alfresco pavilions, with audio visual tech & Radisson Blu's One Touch app.

It also contains a restaurant, outdoor pool, fitness centre, yoga room and beauty salon.

The property's rooms and suites range in size from 58m² to 148m², each offering either a private balcony or terrace.

The resort's executive team is pictured at its opening.

China Outbound

ACCORDING to joint research by ForwardKeys and the China Outbound Tourism Research Institute (COTRI), China outbound bookings for the summer are ahead 13.5%.

The demand for customised travel showed a 300% growth in 2017 and this year there are currently more than 120,000 new orders a month, representing a market share of almost 15%.

Europe and particularly the UK are the most favoured destinations by the customised travellers, who tend to be young and willing to pay more.

Marriott cut in Dubai

MARRIOTT International will no longer manage three landmark hotels in Dubai after reaching an "amicable mutual decision" with the properties' owners, the Al Habtoor Group.

The St Regis Dubai, W Dubai Habtoor City and the Westin Dubai Al Habtoor City will instead be managed by the owning company after 31 Jul.



Win a trip to Walt Disney World

This month, *Walt Disney World* in Florida, Virgin Australia and Delta Air Lines are giving *Travel Daily* readers the chance to win two places on "A Very Merry Toy Story Land Christmas Mega-Fam" flying Virgin Australia and Delta Air Lines to *Walt Disney World* Resort in Florida.

In a 1-min video, 250 word blog or insta-worthy photo/meme, tell us why your Christmas in July wish is to travel with Virgin Australia and Delta Air Lines to *Walt Disney World* Resort for the Christmas season?

Send your entries to disneycomp@traveldaily.com.au. The most creative judged entry will win one of two *Travel Daily* Exclusive places on the fam.

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Air Malta menu

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A selection of over 70 food and drink items is now available on board Air Malta flights for purchase, and guests can pay by credit card or cash.

Air Serbia sale

AIR Serbia flights from SYD or MEL to Belgrade, the Balkans, Berlin, Moscow, Thessaloniki and Venice are on sale 23 Jun-19 Jul.

Blackout and seasonal surcharge periods apply.

For more information, phone 1300 722 499 or email airserbia@aviationonline.com.au.

Ramada kids' club

RAMADA Resort Port Vila in Vanuatu has announced the launch of a Kids' Club to cater for the "increasing demand from the family market".

Open 9:30am till 5:30pm, the club is for children aged three to 12 and costs VUV1,500 per child per day (A\$18).

Regent webinar

REGENT Seven Seas Cruises will introduce its first "luxury connoisseur webinar series", which will run throughout Jul and Aug for travel agents in Australia and New Zealand.

The first webinar in the series will be held 17 Jul at 1:30PM AEST and is an overview of the brand - **CLICK HERE** to register.

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For more information please call Josh on
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Sales Manager

Sydney, Competitive Salary Package, Ref: 3494SJ1

Sales Manager required for a leading travel wholesaler to cover the NSW region. If you have a good networks with the NSW retail travel agencies, strong relationship building skills and exceptional sales abilities I want to hear from you! On the road promoting this brands awesome product you have the autonomy to manage your territory and help my client stay as a leader in their field. Great salary package, full maintained car and bonus scheme. Apply with your CV or call me for more information.

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

Travel Consultant

Sunshine Coast, Competitive Salary Package, Ref: 1282CGA1

A great opportunity has become available for a strong Leisure Travel Consultant with a minimum of 3 plus years' experience to build a strong network of clients within an established travel agency. Working in a supportive office environment, you will be servicing existing customers and taking new enquires predominately face to face and via email. If you have a positive can do attitude, strong attention to details and some good client following, this is could the perfect role for you. .

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

Sales & Account Manager

Queensland, OTE \$97,500, Ref: 3512SZ1

Calling all Sales Reps, BDM's, Account Managers, Sales Managers wanting to step into a well sought after role representing a well sought after brand which has a great reputation in the industry. If you are looking for a new challenge and be in a more Account Management focused role, then this is your chance to make a change. Your key focus will predominately focus on 6 key accounts per annum and you will have a massive hand in their growth and sales agreement over a 12 months period.

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

Marketing, PR & Trade Executive

Melbourne, Up to \$60k Package, Ref: 3513HC1

Are you an Experienced Marketing Executive from the Travel Industry? My client is a leading Travel Company and is currently recruiting for Marketing Executive to join their busy offices in Melbourne. The successful candidate will work within a supportive and successful team looking after multiple brands. This is a great opportunity to work for a reputable company and really expand your marketing career! This is a hands on role and will be extremely rewarding. INTERVIEWING ASAP.

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



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