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## Bne port concerns

**THE** ACCC has today proposed to allow an arrangement between Port of Brisbane & Carnival Cruise Line to support a new dedicated cruise terminal in Brisbane, but has expressed "concerns" - see today's *Cruise Weekly* for more.



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## Orphanage crackdown

**MINISTER** for Foreign Affairs Julie Bishop has unveiled a new campaign to stop travellers from inadvertently contributing to child exploitation through the practice of orphanage tourism.

The govt's Smart Volunteering Campaign discourages Australian travellers from any form of short-term, unskilled volunteering in overseas orphanages which may support trafficking and slavery.

The campaign also provides guidelines on how Aussies can be a "child-safe volunteer".

Minister Bishop said that while

Australia had a long history of volunteering abroad to build skills and support economic growth in developing countries, some volunteers had "unwittingly contributed to harmful practices by participating in the 'voluntourism' industry and engaging in orphanage tourism".

The Smart Volunteering push encourages volunteers to avoid short-term, unskilled work in orphanages, stay clear of any activity where children are promoted as tourist attractions and to "do your homework to ensure you are making a positive impact in the local community".

The govt will work with states and territories and universities to heighten awareness with school groups & students about its new orphanage tourism strategy.

## Win flts to Europe!

**IN TODAY'S** issue of *Travel Daily* we are launching a new monthly competition in conjunction with Singapore Airlines and Lufthansa Group to win a trip to Europe.

The prize includes Economy class flights with SQ to Singapore & Economy class flights from SIN onwards to Europe with LH, Swiss International Air Lines or Austrian Airlines for two people - for all the details & to enter, see **page 9**.

## Double QF points

**QANTAS** is offering double Qantas Points on select domestic and international flights booked between today and 05 Mar.

The promotion - see the **cover wrap** - is based on travel between 12 Mar-14 Feb 2019, on services with a QF flight number.

## Today's issue of TD

*Travel Daily* today has nine pages of news, a front cover wrap for **Qantas**, a photo page for **Excite Holidays** plus a full page from:

- AA Appointments jobs

## Accor MEL T4 hotel

**ACCORHOTELS'** Novotel and Ibis Styles' brands will be built as part of a mixed-use 464-room development at Melbourne Airport's new The Hive precinct.

Located adjacent to Terminal 4, the dual-hotel brand project will feature a wellness centre, conference rooms, pool, gym, rooftop garden, cafe, bar & combined restaurant facilities.

Melbourne Airport chief of property Linc Horton said current on-airport hotels were operating at significant capacity year-round, "so it is crucial we expand our hotel amenity".

"This hotel will be a great addition to Melbourne Airport.

"Not only will the property give travellers more choice in accommodation style, it will offer two price points within the mid-market sector - reflecting the 3-star Ibis Styles and 4-star Novotel options," Horton added.

The properties will be located within two 10-storey structures.

Construction is slated to begin in the second half of 2018 and the development will take around two years to build.

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Find out what a day in the life of TTC looks like, from the sales staff to the CEO in the March issue of *travelBulletin*.

CLICK to read  
travelBulletin



## Winter exiting GCT

**GOLD** Coast Tourism chief exec Martin Winter will resign from the role following this month's 2018 Commonwealth Games, saying yesterday "there could be no better time to hand off to the next generation of leadership".



## Dundee campaign delivers

**TOURISM** Australia's Dundee campaign launched in the United States during the Super Bowl early last month (**TD** 06 Feb) has had its desired effect, generating record traffic for Australia.com.

The Coalition Government's Minister for Trade, Tourism and Investment Steven Ciobo said the star-studded trailer for a spoof *Crocodile Dundee* film, aimed at encouraging Americans to holiday down under, had achieved a social media reach of about 890m - 80% of which was from the US.

Ciobo said the media coverage was valued at \$74 million.

"Feedback from the tourism industry has been incredibly positive, with initial results indicating a spike in booking

enquiries since the launch".

He said Qantas Vacations' online traffic had surged following the Super Bowl, with double the normal number of leads; Aspire Down Under has tipped a 42% y-o-y rise in Australia sales and Down Under Answers saw web traffic quadruple the week after the campaign launch.

Such was the campaign's appeal, immediately after the broadcast, Tourism Australia's website was attracting visitors from more than 10,000 towns and cities in the US.

"These results show the Dundee campaign has brought Australia to the forefront of travellers' minds, more than 30 years after the original film helped put Australia on the map for many Americans," Minister Ciobo said.

## Hawaii Jan record

**VISITOR** spend in the US state of Hawaii soared to new heights in Jan, with tourists injecting US\$1.69 billion, up 5% from the same month in 2017 and the highest ever for a single month.

Record monthly expenditure was also set on Maui (up 18%), Kauai and the island of Hawaii.

Arrivals grew 5.4% to 796,483, fuelled by a nearly 10% increase in air seat capacity to the state.

Visitor arrivals from Australia increased 2.1% to 28,404, while NZ entries rose 19% to 4,707.

Air seats from this region also increased 5.4% year-on-year, Hawaii Tourism Authority said.

## Touring guide

**THIS** week is the final opportunity for suppliers to participate in the 2018 **Travel Daily/travelBulletin** Touring Guide which is being produced in cooperation with the Council of Australian Tour Operators.

Last year's inaugural edition of the guide has been widely adopted by travel consultants as a handy reference to highlight the huge array of touring options available for their clients.

Suppliers wanting to participate should contact Lisa Maroun at [lisa.maroun@travelbulletin.com.au](mailto:lisa.maroun@travelbulletin.com.au) urgently to ensure they don't miss out.

To view the 2017 version see [www.travelbulletin.com.au](http://www.travelbulletin.com.au).

## QF points bonuses

**QANTAS** is offering up to 40% additional loyalty points on transfers from credit or charge card schemes this month.

The tiered bonus program offers 15% more Qantas Points on transfers of up to 350,000 points, 25% extra QF points on transfers between 350,001 and 1,249,999 points, and 40% additional Qantas Points on transfers of 1,250,000 points or more.

The offer is valid for transfers between today and 31 Mar 2018, with Qantas also highlighting its range of more than 1,200 destinations worldwide for travel with QF and the more than 50 partner airlines available for awards redemption.

## Changi ups PSSF

**CHANGI** Airport Group will increase the Passenger Service & Security Fee (PSSF) by SGD\$2.50 annually for the next six years for all pax departing Singapore Changi Airport from mid-year.

The price hike will help fund the Changi East development, as well as upgrades and refurbishments of SIN's existing terminal security and infrastructure facilities.

The PSSF, presently SGD\$27.90, will rise to SGD\$30.40 on 01 Jul for travel until 31 Mar 2019.

Subsequently, the PSSF will be adjusted annually on 01 Apr, with the last increase on 01 Apr 2024.



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## What makes TTC tick

THE latest edition of **travelBulletin** is out this week and provides a rare look at the inner workings of a major travel company, from the reservations team all the way up to the CEO.

The Mar issue's "day in the life" cover story looks at what makes things tick at The Travel Corporation (TTC), where senior staff and CEO Brett Tollman have given us access to their schedules and personal insights.

Key team members provide details on a typical day at TCC and show how they juggle demands while operating across the world's timezones.

This month's issue of **travelBulletin** continues our fresh new design for 2018 and includes destination updates on Europe and Africa as well as special features on driving holidays, unique accommodation and shopping trips.

Our monthly **Business Events**



**News** section focusses on New Zealand, plus there's our regular Cruise feature, Business View and all the latest news and analysis.

**travelBulletin** is being mailed out now and is also available to download by **CLICKING HERE** or via [travelbulletin.com.au](http://travelbulletin.com.au).

## Fiji visits fall 3.5%

THE number of visitors entering Fiji slipped 3.5% in Jan to 62,648 compared to the corresponding month in 2017.

According to data released by the Fijian government, there was a 6% decrease in Australian entries during Jan 2018, down 1,815 to 28,313 on the year prior.

China visitor numbers decreased a whopping 36.4%, likely due to the Chinese New Year period occurring in Jan 2017, while there was a 28% slump out of the UK.

Increases were recorded from markets including New Zealand (up 14.7%), Continental Europe, the USA, Canada & South Korea.

## Amadeus profit up

**AMADEUS** Group has announced a full-year adjusted profit of €1.1 billion during 2017, an increase of 22.5% on 2016.

Revenue grew 8.5% to €4,852.7 million, while EBITDA increased 9.7% to €1.8 billion.



## Window Seat

**WHEN** Richard Branson invites you to bunk for the night, you know you're in for an out-of-the-ordinary experience.

So we were intrigued to see the human headline's latest venture in the accommodation sector, tucked away in a lounge at Heathrow Airport.

"When we set up the Virgin Atlantic Clubhouse people joked that they loved it so much they wished they could stay the night. Well now they have the chance, thanks to a pop-up bedroom," Branson writes.

Virgin Atlantic has teamed up with AccorHotels' onefinestay to offer a handful of customers the chance to stay in the room, where they'll be served by a personal butler.

**CLICK HERE** to put your hand up and get more details.

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## Africa Wildlife Safaris bookings soar

**AFRICA** Wildlife Safaris is riding high on the popularity of Africa among travellers, with the company's ceo Stephen Cameron telling **TD** the business had its best calendar year ever in 2017.

"And we're about to have our best financial year," he forecast saying the first two months into the 2018 CY were already up 38% on 12 months ago.

"Africa is red hot right now," Cameron told **Travel Daily**.

"We've got lots of other destinations in our portfolio but Africa is absolutely booming at this point in time," Cameron said.

Sales are strong for destinations such as Botswana, Tanzania, South Africa and Kenya.

Among a "whole range of reasons" for the growth in Africa sales was the Australian dollar sitting around \$0.80.

"When the dollar sits higher it's always going to encourage people

to travel because against the US dollar-priced arrangements in Africa, it's going to be cheaper.

"Definitely at this point in time it is extremely popular and things are extremely buoyant."

The head of the tailor-made holiday specialist says clients are booking earlier, especially for "upmarket properties" such as the recently rebuilt boutique Mombo Camp in Botswana.

"It's terribly expensive...and if clients are going to go, they need to consider booking up to 12-24 months in advance."

Cameron said some Australians were booking iconic properties like Mombo three years in advance to secure space, regardless of cost.

"We don't even know the price, but these clientele don't worry.

"They know the price will be what it is," Cameron explained.

Another example is Giraffe Manor in Nairobi, Kenya, where

guests may have visits from the on-site resident Rothschild giraffe who stick their long necks into windows in search of treats.

Giraffe Manor has 12 rooms.

"It added a couple more rooms late last year so they managed to get a bit more availability but the scenario is that it is just incredibly popular. There's nothing else like it. If you want to experience that, you've got to stay there."

The AWS boss explained that due to the small scale of the properties it could sometimes be challenging to obtain the best combination of camps for clients, especially during high season.

"Your upmarket properties are going to max out at about 20 people. Some might allow 16, others might permit 24.

"It's for that reason we're encouraging agents to ask clients for their Africa booking sooner than later," Cameron said.

## VA lodges SYD/HKG

**VIRGIN** Australia yesterday submitted its application with the Int'l Air Services Commission for its planned new Sydney-Hong Kong route (**TD** yesterday).

VA sought a daily service using Airbus A330-200s to HKG, telling the IASC it plans to enable Hong Kong Airlines and Virgin Atlantic to codeshare on the route.

The carrier didn't specify the start date of the service in its application for capacity, but did say it plans to fully utilise the requested allocation by 28 Feb.

## Flinders 18/19 dates

**FLINDERS** Ranges Odysseys has released the 2018/19 dates for its four-day Flinders Ranges Outback Tour which traverses the rugged scenery of Wilpena Pound and the company's namesake.

The trip departs Adelaide from Mar to Nov with up to five tours per month - more info **HERE**.

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Thursday 1st March 2018

## Wu beauty! Another winner!



**KARIN** Eger from italktravel in Mt Waverley in Mel has been drawn as the second winner of \$1,000 in Wendy Wu's Q2 trade incentive comp for agents.

The lucky booking that scored Eger the prize was a \$25K trip to Central Asia she made on 27 Feb. The Wendy Wu comp is offering

a \$20,000 grand prize and another four \$1,000 Universal Visa cards every week.

Comp entries valid for bookings made before 31 Mar 2018.

**Pictured:** Karin Eger flaunting her large winning cheque (centre) flanked by two excited Wendy Wu representatives.

## AccorHotels divests

**ACCORHOTELS** has sold a majority stake in its real estate arm AccorInvest.

Under the agreement, AccorHotels will look to sell off 55% of the group to Sovereign Funds and is anticipated to generate an estimated €4.4 billion in sales revenue.

The hotels under the umbrella of AccorInvest would still be operated by AccorHotels under long-term contracts.

AccorHotels will likely use the cash injection from the sale to undertake further hotel renovations and fund purchases.

## Adelaide beaches

**AN INITIATIVE** by the city councils of Charles Sturt, Holdfast Bay, West Torrens and Port Adelaide Enfield have produced a new website designed to heighten the appeal of Western Adelaide beaches.

[Adelaidebeaches.com.au](http://Adelaidebeaches.com.au) also contains attractions on offer in the region including eateries, accommodation and events.

"(The website) is perfectly positioned to promote... the tourism offering along our beautiful coastline," said Brent Hill, executive director of marketing for the South Australian Tourism Commission.



## #Tag your travel buddy to win

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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.





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Thursday 1st March 2018

## Nitmiluk funding

**NITMILUK** National Park is set to receive a revamp after receiving \$5.5 million from the Northern Territory Government as part of its Turbocharging Tourism stimulus package.

The funds will be channelled into expanding walking tracks in the park and improving facilities.

"It has been a long time since the Park has received dollars... it will bring more tourists and visitors," said Jawoyn Association chairperson Lisa Mumbin.

## Grootbos local pact

**GROOTBOS** Private Nature Reserve in South Africa has tasked Ynot Concepts to assist with its sales & marketing strategy in the Australia/New Zealand market.

Located two hours from Cape Town, the reserve is tucked between mountains, forest & the sea and is comprised of the Garden Lodge, Forest Lodge and Private Villas - see [grootbos.com](http://grootbos.com).

## Vale Jesse Upchurch

**VIRTUOSO** group members are mourning the passing of the luxury retail travel agency's co-founder and former chairman Jesse Upchurch, aged 93.

The father of Virtuoso's current chairman & ceo Matthew Upchurch, his career in travel spanned over 50 years, which began when he invested in Vagabond Cruises and subsequently Percival Tours.

Jesse Upchurch was a co-founder of the US Tour Operators Association where he served as chairman, ceo and president.

## Felix 8 SYD official

**THE** 150-room Felix Hotel by 8Hotels has officially opened at Sydney Airport following a soft opening on 01 Feb.

The property is just 7mins walk from Sydney Domestic Airport and features Economy, Premium Economy, Business Class and First Class category suites.

## Hong Kong loving groups



**THE** Hong Kong Tourism Board yesterday hosted a special Chinese New Year event focusing on the business events market.

The tasty lunch in Sydney also included a presentation by Lisa Lee, HKTb's manager of trade marketing and business tourism for Australia, NZ and the South Pacific, highlighting the huge variety of bonuses on offer from hoteliers and attractions in Hong Kong for meeting organisers.

The 2018/19 HK Rewards program is the "most comprehensive range of value-added incentives to date," Lee said, with the revised scheme offering cultural experiences, transport, cocktail receptions

and hospitality packages across a wide variety of HK suppliers.

"We feel the offers contribute to making the conference or event more memorable, and also helps the budget go a little bit further".

Highlights include a hospitality package and shopping discount at Hong Kong Disneyland, a character experience at Ocean Park Hong Kong, welcome packs, cultural performances and complimentary cocktail receptions offered by close to 50 hotels across Hong Kong Island and Kowloon.

Lee is pictured above with Richard Jones of Cathay Pacific (left) and Gary Bender from World Corporate Travel.

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## Helloworld backs Super 6 Golf



**THE** winner of Helloworld Travel's Play with the Pros competition, Robin Farrell, recently joined all of the action at the World Super 6 Perth golf tournament in Perth.

Joined by his partner (and possible caddy) Kerry, Farrell was treated to some VIP treatment which included staying at the Pan Pacific Hotel Perth, daily transfers with Subaru Australia and the chance to swing the wrenches alongside professional golfer and fellow Aussie, Jason Scrivener.

"The golf itself and the people I played with in the Pro-Am were brilliant, I had never played on a course of that calibre before... there will be a lot of jealous people back home," Farrell said.

"The corporate marquee experience and the media tour were very good, and we were very pleased with our stay at the Pan Pacific Hotel and the transfers with Subaru," he added.

**Pictured:** Comp winner Robin Farrell joined by his wife Kerry (left) with a Helloworld rep.

## CANADA, ALASKA & USA

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TRAVEL SERVICES



## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

Thailand's health and wellness resort **Chiva-Som** has appointed **Vaipanya Kongkwanyuen** to the position of General Manager. He was most recently based in China with the Aman Group where he was GM.

**Virgin Australia** has shuffled its board by appointing **Robin Karmak** as an Alternative Director following the resignation of Independent Non-Executive Director Rob Thomas who stepped down at the end of Feb.

Hotel brand Wyndham Vacation Resorts Asia Pacific has appointed **Kaydee George** to the position of General Manager of **Wyndham Surfers Paradise**. She arrives from Ramada Resort Wanaka, in NZ.

Two senior recruitments have been made at tech start-up **TRAVLR**, with **Geoff Stringer** taking on the COO role and **Stuart Rowe** taking on Chief Technology Officer. Both will be based in Melbourne.

**Rob Weeden** has recently been handed the role of General Manager at **Pan Pacific Perth**. He was previously the Vice President, Sales and Marketing at Shangri-La Hotels & Resorts in Dubai.

**Virgin Atlantic** has recently selected a new Commercial Manager, Australia and New Zealand in **Gia Acitelli**. She is respected for implementing many commercial relationships in the ANZ travel trade.

A new Director of Cultural Tourism, Balboa Park is in position at **The San Diego Tourism Authority (SDTA)** with **Jennifer Davies** taking the reins. She is charged with overseeing cultural tourism initiatives for Balboa.

**Michael Wale** has been welcomed into his new role of CEO at **Kerzner International Holdings**, parent company for the Atlantis Resort and Residences and One&Only Resorts brands worldwide.

## TAT responds to Gambia's assertion

**THAILAND'S** Ministry of Foreign Affairs has slapped down suggestions by Gambia's Tourism Minister Hamat Bah that sex tourists should head to Thailand.

A formal letter of protest has been issued by Thailand, the details of which firmly reject the assertion that its tourism industry is dominated by sex tourism and positions Thailand as a "quality leisure destination" for prospective tourists instead.

## PAL MEL increase

**PHILIPPINE** Airlines is expanding frequencies on the Manila to Melbourne route from three to five weekly, GDS displays show.

The updated schedule will take effect 01 Jun and will be serviced by Airbus A330 aircraft.

## EagleRider Sin City

**MOTORCYCLE** rental company EagleRider will be supplying its vehicles to Las Vegas Harley-Davidson from 01 Mar.

The addition of the Vegas dealership will allow EagleRider to capitalise on the growing tourist appetite to explore the Mojave Desert on two wheels.

## Busabout famil

**BUSABOUT** is reminding agents there is only one month left to run in its 2018 All Stars Famil comp, with winners scoring trips to the Greek Islands.

Agents have until 31 Mar to sell a minimum of five Hop-on Hop-off Passes and 20 Busabout trips overall to qualify, and winners will be announced 30 Apr.

The Greek trip is for nine days taking place 26 May 03 Jun.

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# Agents see the real Santa Monica

**EXCITE** Holidays, Santa Monica Travel & Tourism and Delta Air Lines recently took agents on a fun-filled four-day adventure to Santa Monica to showcase all that the Los Angeles beach city has to offer.

From accommodation to world-class eateries, fun activities and some of the best views on the US West Coast, the lucky agents experienced it all. After arriving at LAX on a Delta Air Lines flight, the agents were taken to Shore Hotel and Hotel Shangri-La in Santa Monica, where they were based for the duration of the trip.

From here, the agents shopped up a storm at Santa Monica Place, rode segways with Segway LA, visited the Gourmandise School of Sweets & Savories Cooking Class and indulged their taste buds at popular eateries including Curious Palate, Kitchen Courtyard, Cassia, Blue Plate Taco and The Albright. They even had free time to explore Downtown Santa Monica, Ocean Avenue, Pacific Park, Santa Monica Pier and Downtown Los Angeles.

The group also had the pleasure of visiting ONYX at Hotel Shangri-La for sunset drinks, Huntley Santa Monica Beach Hotel and Fairmont Miramar Hotel & Bungalows for breakfast, as well as Loews Santa Monica Beach Hotel and Hotel Carmel.

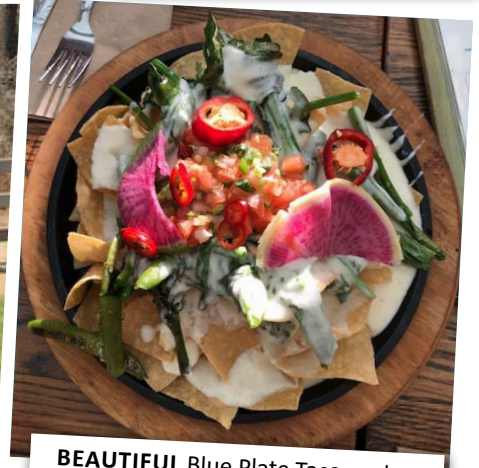
The trip was hosted by Excite Holidays' Mark Morrow, with Todd Mitsuhashi and Kylie Gill from Santa Monica Travel & Tourism, Lucy Zatloukal from Shore Hotel Santa Monica and Dustin Hess from Hotel Shangri-La. The incredible trip gave the agents a chance to experience all that Santa Monica has to offer, from the popular tourist hot spots to the local favourites - a trip to remember!



**A BERRY** delicious Taste of Santa Monica Walking Food Tour.



**THE** Segway Los Angeles tour of Santa Monica to Venice.

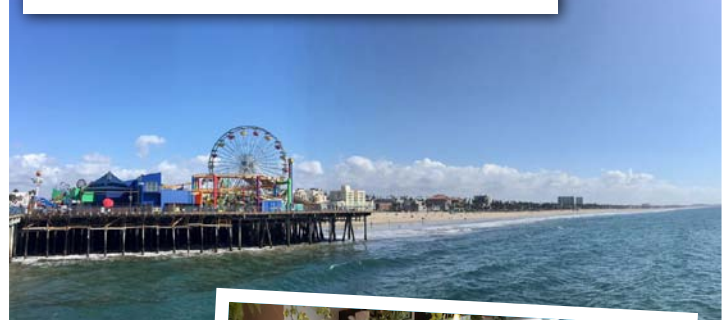


**BEAUTIFUL** Blue Plate Taco nachos.

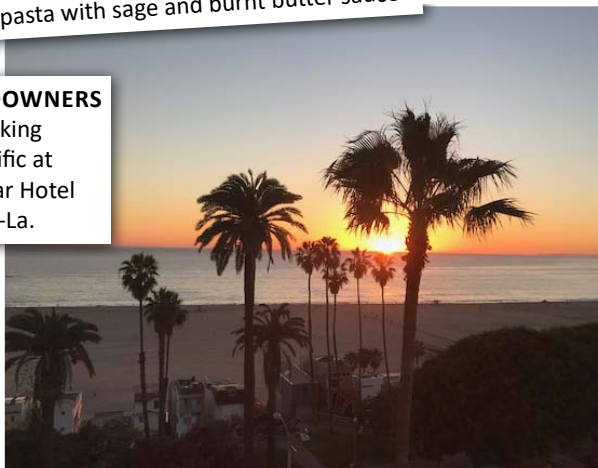


**THE GOURMANDISE** Cooking School - making homemade pasta with sage and burnt butter sauce.

**PACIFIC** Park Perfection at Santa Monica Pier.



**SUNDOWNERS** overlooking the Pacific at Onyx Bar Hotel Shangri-La.



**A FAREWELL** Breakfast at Fig Restaurant, Fairmont Santa Monica.

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## ATMC takes mission to Qatar



**TWENTY** members of the Association of Travel Management Companies (ATMC) ventured to Qatar recently for a corporate mission.

Hosted by Qatar Airways and Hyatt, the group (pictured) consisted of owners and senior management from ATMC

members in both Australia and New Zealand.

They met with key contacts at Qatar Airways, Hyatt, the Qatar Convention Centre and the Qatar Foundation, and also visited the Aspire Sporting complex as well as the Islamic Museum and other parts of the city of Doha.



### 3 ROLES AVAILABLE

MW Tours are expanding our team which means we are on the hunt for experienced professionals to fill 3 roles;

- 1 x NSW/ACT Business Development Manager
- 2 x Wholesale Reservation Consultants

If you like working with amazing, passionate people, specialising in amazing locations then perhaps 2018 is time for a change...

**Click here for a more detailed description & how to apply....**

## SINGAPORE AIRLINES-LUFTHANSA GROUP JOINT VENTURE



## WIN YOUR DREAM EUROPEAN HOLIDAY

This month, **Travel Daily** together with Lufthansa Group and Singapore Airlines, are giving agents the chance to win a holiday to Europe.

You and a friend will fly Economy Class to Singapore with Singapore Airlines and then onto Europe with a Lufthansa Group carrier (Lufthansa / Swiss International Air Lines / Austrian Airlines).

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to [lufthansa@traveldaily.com.au](mailto:lufthansa@traveldaily.com.au)

**Q1. Which airlines form the Singapore Airlines and Lufthansa Group Joint Venture?**

*Terms and conditions apply*

## TFE celeb weddings

**TFE Hotels** is marking marriage equality in Australia with a series of new wedding packages themed around the nuptials of celebrity couples.

Options include weddings based on the marriages of Elton John & David Furnish, Ellen DeGeneres & Portia di Rossi, and Prince William and Kate Middleton.

The group is also offering couples a chance to win a \$10,000 wedding - **CLICK HERE**.

## AVANI+ launch

**AVANI Hotels & Resorts** has opened its first AVANI+ property in Luang Prabang, Laos.

The brand will allow guests to "discover a little extra" through architecture and design, the group says, with new hotels to be announced in coming months.

## T'port Authorise +

**TRAVELPORT** has forged a partnership with banking and payment systems provider ACI Worldwide to provide a fraud control and settlement system for its airline customers.

Called Travelport Authorize Plus, the intelligent system enhances Travelport's existing card payment gateway by integrating with ACI's ReD Shield platform, which provides real-time, cloud-based fraud prevention.

It allows Travelport to provide airline customers with the ability to track ticketing purchase processes, with additional features including the dynamic fraud screening of card payments and the ability to flag and prevent ticket issuance.

Travelport said the move is in response to a growing need for card fraud prevention.

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

[VIEW HERE](#)



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**\*NEW\* LEAD AND INSPIRE**

**SENIOR PROCUREMENT TEAM LEADER  
BRISBANE – UP TO \$137K PACKAGE**

Our client is looking for an inspiring leader with experience in wholesale product procurement. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing supplier relationships & agreements to achieve sales & revenue goals. Strong procurement, leadership, negotiation & strategy skills required. Top salary plus career opportunities, travel benefits and much more. Apply today.

**\*NEW\* ARE YOU AN ANALYTICAL THINKER?**

**BUSINESS ANALYST  
BRISBANE – \$90K PACKAGE**

Our client is looking for an experienced Business Analyst to join their team. You will be responsible for identifying opportunities for improving business processes, prepare proposals to develop new systems, conduct impact analysis to assess any implication & systems testing whilst working on multiple projects. Experience in a similar role essential with a solid understanding of travel systems. Great salary package on offer for the successful candidate.

**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.

**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.

**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.

**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.

**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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