



afta

NATIONAL TRAVEL  
INDUSTRY AWARDS

# 2018 NATIONAL TRAVEL INDUSTRY AWARDS

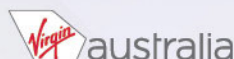
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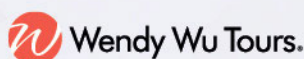


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# Travel Daily

First with the news

Wednesday 14th March 2018



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## New Qantas trade head

**QANTAS** yesterday announced it had appointed Igor Kwiatkowski to the position of exec manager sales and distribution, taking the place of Vanessa Hudson.

Hudson was promoted to the role of chief customer officer in Jan following a shake-up of QF's group management stemming from the shock departure of Qantas Loyalty chief executive officer Jayne Hrdlicka (**TD** 24 Jan).

In his role as executive mgr sales and distribution, Kwiatkowski will oversee a combined domestic and international sales team, while working closely with the regional general managers in QF's overseas markets.

Kwiatkowski has been with the Australian airline for 18 years in a range of senior commercial and

operational roles.

He currently heads up Airline Loyalty team at Qantas Loyalty and prior to that was regional general manager New Zealand, South America & Pacific Islands.

Kwiatkowski's past credentials also saw him as head of revenue management & network planning.

He also worked in London as gm joint services Qantas & British Airways and as senior mgr resource planning/development.

### Si Holidays EOI

**LIQUIDATOR** DEM Asia Group is seeking "urgent" expressions of interest (EOI) for the acquisition of wholesaler Si Holidays which collapsed last week (**TD** Fri).

The EOI includes Si Holidays' trademarks, brands, customer database of 7,000+ travel agents, IT, software, sales platforms and "forward order book".

"All assets are being offered on an unencumbered basis," Dem Asia Group advises.

Potential buyers are invited to evaluate Si Hols' assets following the lodgement of an EOI.

See **page 9** for more details.

### Today's issue of TD

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

- Albatross Tours
- Travel Trade Recruitment
- NTIA's People's Choice
- Consolidated/FJ promo



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## Sydney Airport rolls out auto check-in

**SYDNEY** Airport has launched a new automated check-in zone at its T1 international terminal, with launch partner Qantas set to progressively bring the facility into service from this week.

The zone enables passengers to check themselves in using kiosks and automated bag drop facilities, similar to the systems available in T2 and T3 domestic.

"These automated check-in zones are part of making it easier and more enjoyable for our passengers, and to further reduce processing times - leaving them more time to spend as they prefer," according to Sydney Airport spokesperson Cait Tynan.

The zones are part of the airport's "broader focus on finding new ways to use technology to enhance the customer experience," she said, with the aim of making travel more convenient.

## LOT appoints local GSA

**LOT** Polish Airlines has appointed Aviation Online as its new general sales agent (GSA) in Australia and New Zealand.

The Star Alliance carrier was formerly represented locally by then Helloworld offshoot World Aviation Systems, but did not renew its contract a couple of years ago and has been unrepresented in the Australian and NZ market since then.

The appointment comes in

the lead-up to a new LOT direct service between Singapore and Warsaw which is set to commence operation shortly.

The carrier's new Boeing 787 aircraft will initially fly thrice weekly on the route, lifting to four per week from Jul and giving Australian passengers a new direct link into the heart of Europe.

LOT will offer Economy, Premium Economy and Business class, with return fares to Europe available ex SYD, MEL, ADL, PER and BNE via Qantas and Singapore Airlines to SIN and then on LO to Warsaw and beyond.

LOT will pay 5% base commission on long-haul sectors.

Aviation Online is the Cassar family's GSA business, with Col Hughes the group's director of international operations and current airline partners incl Air Malta, Alitalia, Brussels Airlines, Hawaiian Airlines, Air Serbia and Samoa Airways.

## Albatross incentive

**ALBATROSS** Tours is offering travel agents the opportunity to win a pre-Christmas festive tour for two valued at over \$9,000.

One entry is offered per passenger booked on any Albatross 2018 pre-Christmas, Christmas, New Year or Winter Wonderland tour before 31 May.

For more information see **page 10** of today's *Travel Daily*.

## SMALL SHIP EXPEDITIONS INDONESIA & MELANESIA



NEW BROCHURE



## UA seeks more info

**CONFIDENTIALITY** affidavits have been executed by counsel for United Airlines relating to the proposed new joint business deal and antitrust immunity sought by American Airlines and Qantas.

UA's party of four counsellors have requested access to the flagged AA/QF alliance paperwork "to examine certain information... which is or may be deemed to be confidential," United said.

## NTIA voting surge

**VOTES** are already flooding in for the 2018 National Travel Industry Awards, with the **cover page** of today's *Travel Daily* showcasing the array of sponsors for the awards which culminate in the industry night of nights, the NTIA gala dinner on Sat 21 Jul.

**Page 12** highlights the APT-sponsored People's Choice: Retail Travel Agency of the Year award which will also be announced during the NTIA event.



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## Inbound spending surges

**TOURISM** Research Australia today released its latest International Visitor Survey figures, with the results for the year to 31 Dec indicating a new high of \$41.3 billion in visitor expenditure from overseas.

That was an increase of 6% on the prior year, with almost all states and territories seeing growth in international spending.

Tasmania was the standout performer, up 31% for 2017 and overall inbound spending almost doubling over the last three years.

The only state to see a fall in international visitor spending was Western Australia, where the report indicated a 5% decline to just under \$2.3 billion.

China was the biggest spending market, up 14% to \$10.4 billion, while there was also growth from the US, up 3% to \$3.8 billion although actual visitor numbers from America jumped 9% - possibly reflecting shorter stays.

Australian Tourism Export Council md Peter Shelley said the figures indicated the ongoing importance of China as Australia's "long-term number one source market," nudging New Zealand out of its former top position.

He said the results indicated the achievements of a strongly targeted marketing effort "along with the applied focus of our tourism industry businesses towards providing an inviting destination for Chinese visitors".

There was also strong growth in spending from India, up 14%.

Visitor numbers from New Zealand rose just 15%, while spending declined 8%.

Interestingly, arrivals from Canada and Indonesia grew by double digits, but both markets also experienced a drop in spend.

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**VIEW CRUISES**

## Chimu brochure

**CHIMU** Adventures has released its latest brochure showcasing Latin America and the Polar regions.

The whopping 115-page program features destinations such as Cuba, the Galapagos Islands, Antarctica and the Arctic with mostly boutique, locally owned accommodation.

A range of special discounts are on offer in conjunction with the release, valid through to 31 Mar - [www.chimuadventures.com](http://www.chimuadventures.com).

## Traveleague in Jul

**TRAVELEAGUE** of Victoria/Christmas Traveleague will mark its 90th anniversary with a special celebratory luncheon scheduled for Fri 06 Jul 2018.

The event will be held at Atlantic on Central Pier Docklands, with bookings to open in the second week of Apr.

Further details to follow at [www.christmastraveleague.com](http://www.christmastraveleague.com).



## Window Seat

**MILLENNIALS** are said to love their avocados, and Virgin Trains in the UK is making the most of the green affinity by offering discounts to anyone carrying one of the trendy superfoods.

The initiative was sparked after a promotion of 10,000 special rail cards to people aged 26-30 sold out in just minutes.

The #Avocard stunt is valid for fares booked 13-20 Mar, with 33% off the normal prices.

"Simply present an avocado in place of the rail card at any Virgin Trains West Coast station to get a third off our fares," the company said.

The fine print says the avocado must be carried throughout the duration of the journey (so don't try spreading it on toast) - and moreover pictures of avocados will not count.

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## Venture Far website refresh to inspire travel

### WHOLESALE

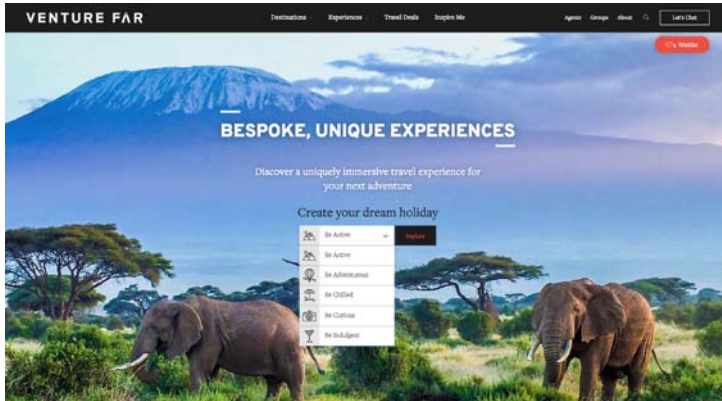
Venture Far has this week rolled out a new look platform designed to inspire travellers, the latest stage in a three-year, seven-step plan to overhaul the business.

Speaking with **Travel Daily** this week, Venture Far managing director

Rob Mackay said the new look "B2ALL" platform was "more than just a website" and has been designed to entice travel, centred around travel experiences and engagement with the consumer.

Writers from around the globe have been enlisted to refresh the website's content in order to hook consumer interest.

"The way the site has been constructed and the content that is delivered is completely new for



Venture Far, and particularly from a wholesaler's perspective.

"This is more experiential than we have ever been before," Mackay said, adding Venture Far has "gone back to packaging".

The platform is based around the 'path to purchase' model, whereby Venture Far is aiming to motivate the consumer to travel.

"We are actually putting our brand out there to inspire the consumer instead of waiting

for them to flick through a brochure.

"We are following them on a journey as they think about a holiday and inspiring them to go out and book."

And no, the website rejig is not a strategy

taken by Venture Far to bypass agents for bookings.

Mackay said, "It's no different to a travel agent giving a consumer a brochure. The consumer these days is doing their research online, so this is aimed at putting our product into their hands, who can then book via their agent".

"It is not a bookable website for clients," Mackay said, but there is a booking portal for agents.

See [www.venturefar.com.au](http://www.venturefar.com.au).

## UA priority boarding

**PASSENGERS** flying with United Airlines can now fork out USD\$9 to obtain priority boarding on domestic US flights normally only reserved for elite frequent flyers.

The charge will enable pax to join others in UA's Group 2 pool of passengers waiting to board the plane, enabling them preferred access to overhead bins.

Factors such as date, time & day of the week time will determine the availability of the service.

## Crooked famil opps

**CROOKED** Compass has limited spaces available for a select group of travel agents to participate in two of its upcoming "otherworldly famils".

The trips include the 11-day Discover Georgia itinerary on 23 Jun and the 13-day Pure Persia tour on 14 Jul.

Participation fees apply - email [info@crooked-compass.com](mailto:info@crooked-compass.com) to express your interest.

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## New Canada flights

**LOW** cost long-haul carrier Norwegian Air has applied to the Canadian Transportation Agency for an allocation of capacity that would allow it to commence flights from Europe to Canada later this year.

City pairs have not been specified, but documents indicate a start date of 23 Jul.

A Norwegian spokesman said "as an ambitious airline with a huge aircraft order, it's no secret that we have plans to expand to other parts of the world".

Norwegian already operates flights to 15 cities in the USA.

## Taute to AirAsia

**KRIS** Taute has taken on a new role as manager, public relations & communications for AirAsia.

Based in Sydney, Taute's former travel industry roles include positions with Tourism NZ, Abu Dhabi Tourism and Destination New South Wales.

## ICC's new graduate AV program

**SYDNEY'S** International Convention Centre has launched a new paid Audio Visual Graduate Program, with the aim of supporting the next generation of event technical professionals.

Five graduates are taking part in the initiative this year, gaining exposure to the venue's calendar of world class events, exhibitions and conventions on areas including AV, production, rigging, audio, lighting and vision.

ICC Sydney ceo Geoff Donaghy said the program builds on the centre's vision to become a true employer of choice and a leader in providing outstanding professional development.

There will be a new intake each year, with the 2018 program receiving a total of 175 applications from across Australia and even as far off as Scotland.

More in today's issue of **Business Events News**.

## All aboard for Skat Sydney



**YESTERDAY** members of the Sydney Skat Club were treated to a special lunch aboard Royal Caribbean's majestic *Ovation of the Seas* which was docked at the Overseas Passenger Terminal.

The event came in the lead-up to the Skat Australia national AGM which takes place in Canberra this weekend, so some special guests included Skat presidents from northern Australia who were en route to the nation's capital.

It was also the first Sydney event since the election of a new committee, including president Walter Nand from Avalon Waterways and vice president Melinda Brown from SkillsIQ.

**Pictured** above in the ship's



Schooner Bar are Michele Hodgson from Skat Broome, Frances Fausett from Skat Darwin and Dianne Logan from Skat Alice Springs - Australia's newest Skat club - with Scott Thomson of North Sydney Skat, Walter Nand and Peter McCormack from Royal Caribbean.

And **inset** is Emily Kadinski from itravel Carlingford who was inducted as Sydney Skat's newest member by Melinda Brown.



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**CATEGORY 29**  
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## Springfield opening

**QUEST** Springfield Central at 4 Wellness Way in the greater Brisbane area is now open.

The 82-apartment property is located in the Health Care precinct and 35 minutes from Brisbane Airport.

It offers a mix of studio, one- and two-bedroom apartments with a fully equipped kitchen, business lounge, conference facilities and a gymnasium.

Quest plans to open nine new properties across Australia in the next year.

## Tahiti incentive

**TAHITI** Travel Connection is running a trade incentive giving away an all-inclusive trip for two to the South Pacific destination.

The prize will go to the agent with the highest number of passengers booked by 30 Jun with the Tahiti travel specialist.

The package includes flights and accom on Tahiti and Moorea.

## Scenic Egypt return

**ONE** month out from Scenic's return to Egypt and Jordan and the operator has bulked up its departures for three itineraries in its 2018/19 program.

The new dates are for this Nov, as well as between Jan and May 2019 and Aug and Nov 2019.

The additions are due to demand following the launch of Scenic's Ancient Wonders of Egypt & Jordan brochure last Aug

## CX \$1,100 to AMS

**FLIGHTS** to Amsterdam from Sydney are on sale with Cathay Pacific from \$1,100 return.

Economy class return tickets from Perth-Dublin start from \$975 and Melbourne-London leads in at \$1,037.

Premium Economy flights from Melbourne to Copenhagen start at \$3,124 return.

The sale ends 26 Mar & applies to travel through until 31 Dec.

See [www.cathaypacific.com](http://www.cathaypacific.com).

## Yasawa delights agents



**FIJI'S** Yasawa Island Resort & Spa recently whisked away a group of Australian travel consultants to experience the northern Yasawa Islands in association with Tourism Fiji and Island Escapes.

The five consultants explored the Blue Lagoon Caves, indulged in spa treatments at Yasawa's beachfront Baravi Spa, tasted the culinary delights of the resort's new 2018 all day gourmet dining menu and enjoyed a private beach picnic on one of Yasawa's 11 white sand beaches.

**Pictured** enjoying Yawini Island for a private beach picnic are:

Richard Hankin, Yasawa Island Resort & Spa; Visnja Pearson, Eltham Travel & Cruise; David McMahon, Tourism Fiji; David McCredie, Flight Centre Mosman; Liora Sarif, Sabra Travel; Nicole Grant, Destination HQ; Sue Chadwick, Island Escapes & in the front, Liesl Jensen, Benalla Travel.

## Aus Zoo water park

**CONSTRUCTION** is underway on a new water play area at the Sunshine Coast's Australia Zoo.

Once complete, the water park will feature native wildlife sculptures, including a giant frog which will tip water on guests.

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## Arkaba kids promo

**WILD** Bush Luxury is offering free travel for up to two children with two paying adults on a four-day Arkaba Family Walk in South Australia's Flinders Ranges.

The altered version of the Arkaba Walk is designed for families and aims to connect children with the outback landscape.

The price of \$2,500 per adult, twin-share includes flights, transfer, meals, three-nights accom & represents a 50% saving.

## Li Xian pushes Vic

**VISIT** Victoria has recruited Chinese actor Li Xian to front its first campaign dedicated to the Chinese market in six years.

The new push translates to "Melbourne, a place that is uniquely special in its own way".

It focuses on food and wine, festivals and events, arts and culture, nature and wildlife, and highlights Melbourne's distinctive travel offerings.

The campaign targets independent elite travellers from China, aged 25 to 45 years old and who are seeking "local and authentic experiences".

## Amadeus vision

**AMADEUS** has invested in CrowdVision, a company that uses computer vision software and artificial intelligence to help airports manager pax growth and facilitate faster check-ins and shorter security lines.

"Together with CrowdVision, we will be able to help airports to better anticipate and respond to traveller flows for better real-time, planning and investment decisions," said Suzanna Chiu, head of ventures at Amadeus.

## UbyU opens school in Nepal



**U BY** Uniworld and The Travel Corporation's TreadRight Foundation have celebrated the reopening of a school in Nepal which was left unsafe following the 2015 earthquake.

The school was built in partnership with All Hands and Hearts – Smart Response, an organisation co-founded by U by Uniworld "guardian angel" and supermodel Petra Nemcova.

When Nemcova was announced as the brand's guardian angel, the cruise line donated US\$50,000 to support her charity and the rebuild of Nibugaun School in the Sindhupalchok district of Nepal.

Over 11 weeks two buildings were refitted, providing four disaster resilient classrooms, four toilets, and water filtration and a playground for children aged four to 11 were fitted installed.

During the event, Nemcova and guests were warmly greeted and branded with a red tika (dot) on

their forehead, a symbol of good luck to mark the celebration, followed by a fire being lit to signify new beginnings and a bright future.

Nemcova is **pictured** with the children and the principal.

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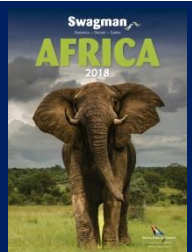
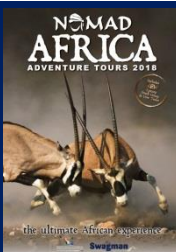
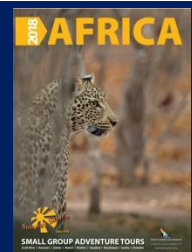
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Wednesday 14th March 2018

## Aussies can escape to Sicily

**THE** founder of Sicily Escape, a Perth-based wholesaler offering its services to retail travel agents across Australia, has flagged plans to launch new brochures to the market in coming months.

Anthony Triscari said the company's services are open to all retail travel groups with the added incentive of earning up to 10% commission for its agents.

"I came to the realisation that Sicily, an incredibly amazing holiday destination, was grossly under-marketed to the Australian people and I saw a need to put

my passion and knowledge to good use," Triscari told **TD**.

"I am an Australian-born, but pure-bred Sicilian, who, from the age of two years-old, had the good fortune to live and grow up on the magical and beautiful island of Sicily - it wasn't long before I started my travel career as a retail travel agent."

The company offers five tours of the Mediterranean island ranging from five to 11 night journeys with prices for the Sicilian Classic Tour starting from \$2,248 per person twin share.

The package includes trips through the ancient Sicilian port of Catania on the east coast.

Sicily Escape is preparing to make a formal push on the Aussie market, ramping up its marketing collateral soon.

"Brand new brochures are in the pipeline and we hope to get them out to the travel industry by Jun 2018," Triscari said.

"We have brochures which highlight specialised tours in Sicily and are happy to send to any agency that requests it."

For more information, go to [www.sicilyescape.com.au](http://www.sicilyescape.com.au).

## Albatross markets

**ALBATROSS** Tours has launched its 2018/19 European Christmas, New Year and Winter Wonderland Tours brochure, offering trips through some of Europe's popular Xmas markets.

Groups can travel through Frankfurt, Rothenburg, Prague or Dresden and can also check out castles via guided tours.

Prices start from \$3,669 per person twin share and includes coach touring, accommodation and breakfast daily.

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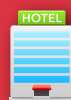
Category 19: **Best Airline International Online**

Category 32: **Best Sales Executive**  
Industry Supplier Kirstie Myers

Thank you for your ongoing support and good luck to fellow nominees.

**VOTE NOW**





## Accommodation Updates

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



A major refurbishment has been completed at the **Holiday Inn Melbourne on Flinders** which has seen all guest rooms, bathrooms and suites receive a face lift. The multimillion dollar undertaking aimed to create a modern hotel room feel via contemporary features and fittings, with colour schemes also refreshed.



The Ramada Plaza Green Bay, Wisconsin USA has closed its doors to undergo a major interior renovation and will reopen under the **Delta Hotels by Marriott Green Bay** brand. Marriott will use the revamp to modernise the design, create new on-site restaurant offerings and upgrade amenities across the hotel.



Riding the events boom in Queensland is **ibis Brisbane** which has recently unveiled a new "trendy" meeting space targeting more budget-conscious planners. The stylish new space is called The Studio and can house 100 guests in theatre-style configuration. An 80s retro theme also runs throughout providing a more energised vibe.

## Nobu eyes 20 more

**NOBU** Hospitality has revealed it is on track to have 20 Nobu Hotels in operation by 2020.

This year will see six new additions including Nobu Hotel Palo Alto, Nobu Hotel Marbella, Nobu Hotel Riyadh and Nobu Hotel Chicago.

Three further properties are also planned to open in Toronto, Sao Paulo and Atlanta.

The company currently operates seven hotels globally.

## Wales Way options

**ITINERARIES** for the new tourism route initiative called Wales Way are now available.

The guide contains three routes for travellers in Wales including The Coast Way - exploring routes along the country's unspoilt shoreline, The Cambrian Way - taking visitors through the heart of Wales' national park areas, and The North Wales Way - a trip along the nation's famed ancient castle ruins - more info [HERE](#).



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## Sunsail addition

**SUNSAIL** has introduced a new Korcula flotilla route departing from Croatia's Ombla River and sailing to the islands of the Dubrovnik-Neretva county. Highlights include Mljet National Park and Lumbarda beach. Trips are priced from \$999pp (\$3,999 total) on a three-cabin monohull yacht (Sunsail 36i), for a seven-night charter.

## Guinness for Boeing

**BOEING** has set a new Guinness World Record for the most produced commercial jet aircraft model after celebrating its 10,000th 737 to come off the production line.

The record knocks the previous feat of 5,000 aircraft which also belonged to the 737 and was set in 2006.

Boeing took almost four decades to reach the first milestone, but said it was able to double its previous record only 12 years later due to growing market demand and higher production rates.

## Velocity watch app

**VELOCITY** Frequent Flyer and Rev have launched the Global Watch Apple Watch App, allowing users to manage their travel card accounts on their Apple watch.

The app displays the cardholders' balance in the local currency first, features a currency calculator, provides the last 20 transactions and alerts when transactions are made.

## FJ/AS up c'sharing

**FIJI** Airways and Alaska Airlines this month commenced a codeshare agreement on flights from San Francisco to Seattle (SEA) and Portland (PDX).

The deal will see Fiji Airways place its "FJ" code on Alaska Airlines' flights to the two cities.

Members of AS Mileage Plan program earn and redeem miles for travel on "FJ" flights.

The codeshare arrangement was unveiled in Jan (**TD** 10 Jan).

## 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)

**Q10.** From April 2018, both Singapore Airlines and Lufthansa operate the Airbus A350 between Singapore and Munich. True or false?

*Terms and conditions apply*

## Hyatt Place Macae

**HYATT** Hotels Corporation has opened Hyatt Place Macae in Brazil, the hotelier's first select service property in Latin America.

The 141-room property is part of a master development plan with Elandis to build nine Hyatt Place hotels across Brazil.

## Hertz EW p'ship

**HERTZ** and Thrifty rentals are now available to Eurowings' customers from the airline's website following a deal between the carrier and Hertz Europe.

Eurowings pax will have access to deals and be able to earn Boomerang Club points on rentals.

## SOUTH PACIFIC FIJI AND ASIA WHOLESALE TRAVEL SPECIALIST

### URGENT EXPRESSIONS OF INTEREST

Expressions of Interest are sought for the assets of ACN 615 188 746 Pty Limited (formerly Freestyle Travel Pty Limited) (In Liquidation).

The Liquidator is seeking expressions of interest for the acquisition of the company's trademarks, brands, customer database of over 7,000 travel agents, information technology, software and sales platforms and forward order book. All assets are being offered on an unencumbered basis.

Interested parties may evaluate the assets following the lodgement of an expression of interest and executed Confidentiality Agreement to Elena Fiakos via email at [elena.fiakos@demasiagroup.com](mailto:elena.fiakos@demasiagroup.com) by close of business Friday, 16 March 2018.

# Si



DEM ASIA GROUP

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## HAPPY CHINESE NEW YEAR

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## LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

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Travel Daily

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### EDITORIAL

**Editor in Chief and Publisher** – Bruce Piper  
**Managing Editor** – Jon Murrie

**Editor** – Guy Dundas

**Contributors** – Jasmine O'Donoghue, Adam Bishop, Jenny Piper, Christian Schweitzer  
[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

### ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin  
[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

### BUSINESS MANAGER

Jenny Piper  
[accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Suite 1, Level 2, 64 Talavera Rd  
Macquarie Park NSW 2113 Australia  
PO Box 1010 Epping NSW 1710 Australia  
Tel: 1300 799 220 (+61 2 8007 6760)

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You will receive one entry for each passenger booked. The winner will be drawn at random on 5 June and will be notified by email. Good luck!

For full terms and conditions please visit [albatrosstours.com.au/agent-competition](http://albatrosstours.com.au/agent-competition)

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### River & Ocean Cruise Specialist

**Sydney, Up to \$50k + Super, OTE \$70k, Ref: 3267PE3**

This wonderful product sells itself, leaving you to make the big \$\$ very easily in this Monday to Friday reservations role, offering cruises to nearly every continent no day will be the same selling only the finest in luxury to the most discerning travellers. Your day will comprise of taking enquiries from travel agents and the direct public and picture painting the journeys to be had based on your extensive product knowledge and passion for cruise. Join this leader of the pack today!

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

### Leisure Travel Superstar

**Sydney, \$50-\$55k + Uncapped Commission, Ref: 8989AJ01**

An exciting and lucrative position has just opened up for an experienced consultant looking for a change while being rewarded for their performance. Based in the CBD, you can look forward to servicing high end clientele with high levels of enquiry. An experienced and talented retail consultant hungry for success will flourish in this environment. Ideally searching for a \$1.5 - \$2 Million consultant that can hit the ground running. Feel free to contact me for a chat for more information!

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

### Marketing Manager

**Melbourne, \$90k-\$120k, Ref: 3108HC1**

This is an integral part of the company's future development and also success in the Australian market. We need a leader in marketing and communications for this growing company! You will develop and manage marketing communications channels that grow locally sourced enquiry in the AU market. This is a hands on position - responsible for newsletter production, social media channels, PR and SEO objectives in AUS. Extensive leadership and marketing experience is essential.

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

### Online Travel Consultant

**Gold Coast, Very Competitive Salary, Ref: 1238CGA1**

Do you love sales but want to step away from a retail environment? Here is the perfect opportunity. You will answer all incoming enquiries from customers in an office environment. The company prides themselves in having solid repeat and referral business including VIP clientele. Customer service and sale skills is key to succeed within this position. The ideal candidate will have travel industry experience as a Travel Consultant (minimum 9 months) and have good GDS knowledge.

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

### Monday to Friday Travel Consultant

**Sydney, \$60k + Super, Ref: 3289SO2**

If you are a travel consultant who would love their weekends back - this is the role. Working from lovely offices to book high-end leisure travel and cruises, you will have GDS experience and will be known for your exceptional customer service. This is a great opportunity to join a successful travel business and become an integral of this friendly team. Strong cruise knowledge would be an asset as well as fare and ticketing knowledge. For an immediate interview contact me.

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

### Inside Sales & Reservations Manager

**Melbourne, \$Competitive + Bonus, Ref: 3164HC2**

Our client is looking for an exceptionally driven and motivated Reservations Manager to be a part of this fast pace & growing business within the Travel & Tourism industry! Where no 2 days are the same, your role will be to come in & assess the sales side of the business by providing feedback & implementing new changes on how to increase revenue. You will motivate the team by providing additional sales training & to ensure all KPI's are met. Monday - Friday working hours.

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

### Travel Consultant Niche Product

**Brisbane, \$45k+ Super+ Incentives, Ref: 1930AW1**

Our client is looking for someone who has a passion for travel - especially the South Pacific - looking to step away from face to face consulting! The ideal candidate will be proficient in GDS, have extensive travel knowledge and happy to work autonomously in a productive team environment. Confident and articulate, you will engage with both direct clients and front line staff. If you pride yourself on exceptional customer service and want to earn commission from dollar one, apply now!

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

### Experienced Travel Consultant

**Brisbane, Competitive & Lucrative Salary Package, Ref: 2032AW1**

Working with the crème de la crème of travel products you will be walking into an agency that specialises in high yield bookings! The ideal candidate will have strong GDS and fares experience and come with a wealth of travel knowledge. Do you enjoy creating bespoke and tailor made itineraries? Pride yourself on delivering exceptional customer service? Walking into this role with confidence and motivation and being a team player is key to succeeding in this agency!

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



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# Will you be crowned People's Choice: Travel Agency of the Year 2018?

*Voting is NOW OPEN for the NTIA People's Choice:  
Retail Travel Agency of the Year.*

*To win, have your clients vote for you as their favourite ATAS Travel Agency.*

## HOW DOES IT WORK?

The Travel Agency with the most consumer votes will be crowned the NTIA People's Choice: Retail Travel Agency of the Year and awarded at the NTIA Gala Dinner on Saturday 21 July 2018.

## WHY SHOULD MY CLIENTS VOTE?

To incentivise Australians to vote, APT are offering your clients the chance to win a Mekong River Cruise for two people valued at over \$8,000.

## HOW DO CONSUMERS VOTE?

There are two ways to vote:

1. Purchase any Australian Traveller or International Traveller Magazine
2. Complete the survey and mail to:  
Reply Paid 85483, Suite 101 15 Belvoir St, SURRY HILLS NSW 2010, or
3. Go online to [www.internationaltraveller.com/travel-agency-of-the-year-2018](http://www.internationaltraveller.com/travel-agency-of-the-year-2018)

**Voting closes Thursday 31 May 2018.**



# DOUBLE DIP

Earn  
5% Commission + Vouchers



Consolidated Travel & Fiji Airways are giving 5% commission on all tickets issued  
between **1 - 31 March 2018**  
for any departures between **1 - 30 April 2018**

PLUS vouchers to be won!

- **\$30** voucher for every return Economy class ticket issued
- **\$50** voucher for every return Business class ticket issued

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 1 - 31 March 2018 on FJ International Itineraries ex Australia plated on FJ (260) ticket stock on the Consolidated Travel IATA only. Domestic & Trans-Tasman, Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Tickets must be issued ex Australia to Fiji Airways network destinations. The prizes are open to all full time international selling agents only. Consolidated Travel & Fiji Airways reserve the right to alter or cancel the promotion any time. Vouchers are capped and all claims must be emailed to [promotions@consolidatedtravel.com.au](mailto:promotions@consolidatedtravel.com.au) by 5th April 2018. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 2 March 2017.