

Friends and Partners in Australia's Travel Trade

I write this open letter to sincerely thank you for our nomination as AFTA Best International Airline of the Year (online). We are humbled by your continued support and in such a competitive marketplace we do not take such a nomination for granted.

For the past 50 years you have worked alongside us, supporting and guiding us to become the largest foreign airline operating to Australia (by frequency). Thanks to your ongoing support we have been able to grow our operations to six destinations across Australia, deploying our new products and delivering our shared customers with a premium travel experience of more than 130 flights a week.

Just as we remain committed to the Australian market, so too do we remain committed to working closely with you. We are proud of what we have accomplished over the past 50 years, but we will not rest on our success. We will continue to strive to innovate and improve our service offering to both our customers and you.

The AFTA National Travel Industry Awards provides all of us a time to reflect on, and celebrate our successes as an industry. I wish to congratulate all of those who have been nominated this year and I sincerely thank all of you for your unwavering passion, and support of the travel industry.

Singapore Airlines has, for 10 years, been a key supporter of the NTIA and once again we are proud to sponsor the after party in 2018, where I hope to meet many of you to celebrate our shared achievements.

On behalf of all of the Singapore Airlines team in Australia I wish to extend our sincerest appreciation and thanks for all of the support you have given us over the past year. We remain committed to continuing to work with you in 2018.

Yours Sincerely,

Philip Goh
Regional Vice President
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HLO takes aim at Viking

HELLOWORLD head Cinzia Burnes has urged members of the group to stop selling Viking Cruises after the cruise line terminated its agreement with The Cruise Team.

In an email yesterday to members, executive director and head of wholesale & inbound Cinzia Burnes urged agents to "send a clear message that the new Helloworld Travel is a united and integrated group and that we act as one".

"So....let's 'sink' Viking and stop selling it....We should direct as much business as we can to our loyal and supportive Preferred Partners," she said.

Burnes said the agreement was terminated with "no cause and very little notice".

She said Viking had cited a change of strategy, though it had advised that Helloworld's

wholesale division in NZ (Go Holidays) could keep its deal.

Viking Cruises md Australia and New Zealand Michelle Black told **TD** all of the company's wholesale only agreements in Australia had been terminated and Viking's strategy moving forward "is to move away from wholesale agreements as this no longer reflects our business needs".

Black added that NZ was a "very different" market for Viking.

"We are looking to continue to build successful relationships with the agent community, and will maintain significant investment in above-the-line consumer marketing to drive footfall into all agents' stores - regardless of the name above the door," she said.

More in today's **Cruise Weekly**.

SQ extends thanks

SINGAPORE Airlines has paid tribute to the industry for its backing during the past 50 years, saying the support of the travel trade has allowed it to expand.

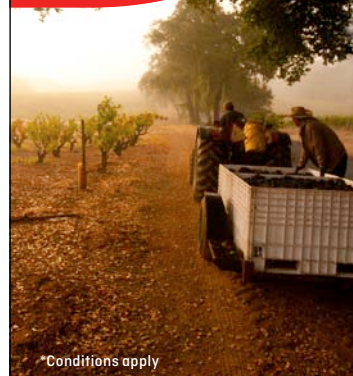
SQ's regional vp south-west Pacific Philip Goh has extended thanks - see today's **cover page**.

Today's issue of TD

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

- inPlace Recruitment

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TD's Touring Survey

TRAVEL Daily is again preparing its annual Touring Survey, gathering insight into travel agent views on all the big group tour brands in the Australian market.

The survey is being conducted independently by StollzNow Research, with participants in the running to win one of two Fitbit 2 wearables, one of 25 EVENT cinema tickets and one of 50 **travelBulletin** subscriptions.

All responses are confidential, and results will be published in **Travel Daily** and **travelBulletin**.

To take part, **CLICK HERE**.

AFL tipping kick-off

TRAVEL Daily's annual AFL Footy Tipping competition kicks off on Thu, with Richmond set to face Carlton at the MCG.

TD has again teamed up with Emirates to offer a grand prize to the top tipper of return Economy flights for two to Dubai.

The competition also has \$100 travel vouchers up for grabs at the end of each weekly round, courtesy of Expedia TAAP.

See our website for details: traveldaily.com.au/afl-tipping.

QR ready to activate BNE

QATAR Airways remains in wait for government approval to access additional frequencies between Qatar and Australia so it can service Brisbane directly, a QR official has stated.

Fahti Atti, Qatar Airways' advisor on aviation & air transport matters, said Brisbane was the missing piece in the Gulf carrier's Australian network.

Atti confirmed Qatar Airways' ambition to add the Queensland capital during a presentation at Routes Asia in Brisbane on Mon.

"Brisbane is our last point in Australia which is not covered and our most important point not on our route map," he declared.

Currently, QR is limited to 21 frequencies to major Australian cities, which is holding the airline back from adding Brisbane to its global footprint, Atti said.

The QR exec said despite the frequency restriction, passengers from Qld were increasingly opting to fly with Qatar Airways around the world via other Aussie hubs - with traffic up 7,000 pax to 23,000 over the last 12 months.

"Our target is that we will fly



here to Brisbane," he said.

"Not only for passengers but for cargo. Not only to bring tourism but to also bring culture, investment (and) all our extended arms to Brisbane," Atti said, likely referring to Qatar Airways Grp's hotel division.

"Doha-Brisbane is expected to be a very important driver for various aspects - economical, social, commercial," he said.

In his presentation, Atti said QR estimated the BNE-DOH pairing would generate up to 50,000 visitors per annum based on a daily direct service to Brisbane.

He said the oneworld member airline would continue to lobby the Australian Government for traffic rights.

Atti spoke of the "disadvantage" QR faced from fellow Gulf carriers Emirates and Etihad Airways, (which, being from the UAE, take advantage of a wider bilateral agreement with Australia).

EK is entitled to 84 frequencies into Australia and Etihad 63.

Atti said QR's current route map spanned 158 destinations, where Emirates had 145 and Etihad 77.

"There is a huge amount of difference of unique destinations that QR could offer that the national carrier doesn't operate neither as a direct operation or connectivity with a partner.

"That's why we don't understand... why we can't expand the bilateral."

MK A330neo to PER

AIR Mauritius has scheduled its new Airbus A330-900neo for the Australia route, according to updated flight operations.

Effective 14 Dec, MK will use the -900neo on the Mauritius-Perth route on a weekly basis.



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VA SYD/HKG tick

VIRGIN Australia's allocation request for a daily Sydney/Hong Kong service starting mid-year (**TD** 28 Feb) has been approved by the Int'l Air Services Commission.

Authorisation also allows Virgin Atlantic and Hong Kong Airlines to codeshare on the route.

Biometric collection deal

AUSTRALIA'S Department of Home Affairs (DHA) has signed a multi-year contract with global IT company Unisys Australia to provide high volume, state-of-the-art biometric services at borders, aimed at weeding out potential terrorists.

Dubbed the EBIS (Enterprise Biometric Identification Services) system, the new capability will enable DHA to "more accurately process and more efficiently analyse biometric data" of all travellers, the Turnbull Govt said.

EBIS will be used by DHA to match face images and fingerprints of people wishing to enter Australia, including visa and citizenship applicants.

The Unisys Stealth (identity) platform that is being utilised also supports iris & voice recognition.

"The EBIS system will vastly improve Australia's biometric storage and processing capability; consolidating biometrics collected

through visa and detention programs with biometric data collected at the border through SmartGates," the authority said.

With arrivals into the country tipped to rise from 40 million to 50 million by 2020 "it is critical that we have technology that allows legitimate travellers to be efficiently processed, while also ensuring individuals of concern are identified and disrupted".

Assistant Minister for Home Affairs Alex Hawke said the \$44.2m system would provide a platform to identify and protect Australia from "individuals who might wish to do us harm."

"It will also help us to identify and facilitate a more seamless travel experience for people who present no risk," Hawke added.

EBIS will replace the previous biometrics matching system that has been in place for 12 years, and was awarded to Unisys under a tender (**TD** 04 Jan 17).

C3 from \$28/day

GLOBALCARS is offering a \$28 per day lease on the latest model Citroen C3, available to be driven throughout the UK, western Europe, the Baltic countries and many eastern European regions.

The C3 has a 1.3L, three cylinder turbo engine & 300L of bootspace.

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HLO adds tech capability

HELLOWORLD says today's acquisition of Flight Systems Pty Ltd (**TD** breaking news) will enable the company to provide an "online tool which allows agents to provide their customers with 24/7 bookability via their own branded portals".

HLO ceo Andrew Burnes announced the purchase of Flight Systems from founder Mirza Juddani, with the deal to be funded from cash reserves.

"Flight Systems will provide the company with a low risk and low cost entry to some sophisticated distribution technologies to incorporate into the rapidly developing ResWorld agency platform, which is being rolled out during 2018," he said.

As well as delivering an established revenue stream, worth more than \$80m in TTV this year, the deal is said to provide greater flexibility to HLO customers "who can book the

relatively simple travel services they want online, while still having access to the wide range of services that HLO agents offer".

Burnes also noted Helloworld's acquisitions of MTA, Seven Oceans/Cruise Factory and Magellan, adding that the company was continuing to look at M&A opportunities with a view to, where appropriate, buying complementary businesses in Australia, NZ & across the globe.

QF JFK T8 shift

QANTAS will relocate its operations at New York's JFK Airport to Terminal 8 on 03 Apr, with the move said to create a more seamless travel experience.

Qantas will share the terminal with oneworld partner American Airlines, providing smoother onward connections, expanded retail and restaurant options and access to three AA lounges.

NEW CONSULTANT INCENTIVE

Book any 2018 or 2019 Tauck product & earn a prize (valued up to \$459!) from the Tauck Treasure Chest!!

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TAUCK 

Emirates goes to 0% on the Tasman

EMIRATES has announced that with the cessation of its flights between Australia and Auckland (**TD** 11 Oct 2017) it will no longer pay travel agent base commission on EK-coded Tasman journeys.

The new zero-commission regime becomes effective 02 Apr, with the carrier warning that from that date claims for commission on trans-Tasman EK tickets will result in Agent Debit Memos being issued.

Emirates' daily services to Auckland from Brisbane and Melbourne will cease from 24 Mar, leaving its only trans-Tasman operation as the daily A380 flight between Sydney and Christchurch.

EK divisional vice president Australasia, Barry Brown, told **TD** the change was due to an alignment with the policies of alliance partner Qantas when EK flights from Aust to AKL switch to an all-codeshare operation.



Window Seat

BRISBANE Airport's media and communication manager Leonie Vandeven took her passion for flight to an all new dimension for the Routes Asia Welcome Reception at South Bank on Sun.

She was one part of a lighting display which moved through the crowd at the event, that included a bi-plane, moon, stars and numerous native animals.

Vandeven herself got the only winged animal - a butterfly.

Or was it a mosquito? You be the judge.



American Airlines 

A big American thank you for our 2018 NTIA Award nominations

- Best International Airline Online
 - Best Sales Executive Industry Supplier
- Chris Catanzariti

We appreciate your support & recognition



BRISBANE Airport is moving to position itself as the 'Gateway to Australia' from North America, with the airport in talks with all carriers in the region about new routes and increased frequencies.

General manager airline & retail management Andrew Brodie said that with the airport set to open a second runway in just over 24 months, now was the time to talk to airlines & secure opportunities.

Currently operating at about 52 movements per hour during peak periods, once the second runway opens at Brisbane Airport that figure will more than double to 110 movements.

"When other airports are facing terminal/runway constraints, particularly here in Australia,

Brisbane Airport has the opportunity to really capitalise on that increase in capacity and truly be the 'gateway for Australia,'" Brodie told **Travel Daily**.

He said that Qantas had already committed to BNE by basing a second batch of four *Dreamliners* at the facility, two of which would be dedicated to Los Angeles.

"We are still working with Qantas on where those other two will go, so that's really exciting.

"In partnership with Qantas, we hope to make an announcement about that in the next six months," the airport exec said.

Brodie told **TD** BNE was already in active discussions with all North American airlines about future opportunities.

Tuesday 20th March 2018

Travel Daily
on location in
Brisbane

Today's issue of **TD** is coming to you from **Routes Asia**, courtesy of **Brisbane Airport Corporation**.

LAST night, Kuala Lumpur Int'l Airport was crowned as the overall winner of the Routes Asia 2018 Marketing Awards at an event at Brisbane's City Hall.

Winners are based on support of new air routes or development of existing services.

KUL took the title based on the 'Over 20 million pax' category.

Other winners were Adelaide Airport in the '4 to 20 million pax' category and Vladivostok Int'l Airport for 'Under 4 million pax'.

Cook Islands Tourism Corp was honoured in the 'Destination' category, while Japan National Tourism Organisation was highly commended in the same field.

"Brisbane is the closest capital city port to North America in Australia - we see that as a key differential to any other port."

"So fuel savings and efficiencies, plus our domestic connectivity, our ability to get people in and out quickly, it makes for a great business proposition," he said.

"Brisbane Airport experienced its largest international growth this year than we've experienced in the last decade.

"We have more domestic points than any other port in Australia, so from a connectivity perspective, flying into Brisbane internationally, it's really easy to disperse, not only to the city but also nationally and major tourism destination ports," he said.

Pictured at Brisbane Convention & Exhibition Centre yesterday during Routes Asia are Brisbane Airport's aviation team - from left, Denise Brown, Toni Kasch, Ben James, Jim Parashos, Andrew Brodie, Jonathan Zhang, Oliver Philpot and Chenlu Qian.

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Tuesday 20th March 2018

US conversion low

TOURISM Australia's Dundee marketing campaign that rolled out during the Superbowl in early Feb - aiming to rekindle or spark a desire among Americans to visit Australia - is facing a hurdle.

During an address at Routes Asia in Brisbane on Mon, Federal Assistant Minister for Trade, Tourism & Investment Mark Coulton reiterated that Tourism Australia's update on the campaign was kicking goals.

Coulton said that while still only in its early days, feedback on the Dundee push in the United States has been "extremely positive".

"However, whilst awareness and intention to visit amongst Americans is improving, the conversion is still low," he said.

"(This) presents both a challenge and an opportunity with this campaign to seek to address," Coulton remarked.

Earlier this month, Tourism Aus said the campaign had generated record traffic for Australia.com.

Virtuoso scholarship

GRADUATES of Travel Industry Mentor Experience (TIME) who completed the course before 28 Feb 2018 have an opportunity to attend the Virtuoso Travel Week held in Las Vegas from 12 Aug.

The opportunity follows a partnership between the luxury travel network Virtuoso & TIME.

TIME founder Penny Spencer of Spencer Group of Companies - itself a member of Virtuoso - said she was thrilled to team up with the high-end travel company to introduce the 'Virtuoso Travel Week Scholarship'.

Virtuoso md Asia Pacific Michael Londregan said: "This is a rare chance for successful graduates to gain insights into the world's best agencies and suppliers, build their network and contacts, expand their knowledge & prove...that not everything that happens in Vegas, stays in Vegas".

Applications close on 01 May - for more details contact Marie at time@travelindustrymentor.com.au.



AFTA update

From AFTA's chief executive, Jayson Westbury



THE dramatic bush fires that have swept through the small seaside hamlet of Tathra in NSW make everyone in the country take a deep breath. Some 69 houses have been lost in a town of about 1,600 people and the images on the TV screens and news services are devastating as we see streets where some houses are wiped out and the one next door appears to have gone untouched.

Fortunately, and with very sincere congratulations to the fire and emergency services on the scene, there has been no human fatalities.

Natural disasters are something that we are all used to seeing, but until it touches us on home soil it just seems to hurt so much more. For all those in the travel and tourism industry that may have been impacted by this event directly, our hearts and minds go out to you at this time.

It is very pleasing to see that both the Prime Minister and NSW Premier have already been on site and talked with the locals to get a full perspective of the gravity of the situation and no doubt will pledge support from both governments as families start the dreadful task of rebuilding their lives. Some people have lost absolutely everything as they fled for safety and perhaps only today will be allowed to return home to see what if anything is left.

As more information becomes available for support and how people can help in this circumstance, we will get the word out. From the contact that has been made so far there will be a number of ways to do this, but it is still too early and it will take a few more days for things to be fully established and organised. The travel industry is a compassionate bunch of people and I know from past events of this magnitude the reaching out to support and help from industry has been amazing. Our thoughts and prayers are with all those who have been impacted.

Pakistan elections

DFAT has issued a warning on the potential for violence and terrorist attacks in the months leading up to elections in Pakistan in the middle of the year, as well as at major sporting events.

Turkish to Aqaba

TURKISH Airlines has introduced a second destination in Jordan to its route network, commencing flights from Istanbul to Aqaba three times a week in addition to its services to Amman.

Thank You

We are honoured and humbled to be nominated for **Best International Tour Operator**. As a small family business it's an absolute thrill to have our name up there with the world's biggest touring brands.

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Money

WELCOME to *Money*, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US0.770

THE Aussie dollar has rallied against the greenback thanks to a weakening US market, giving some relief to the AUD which fell badly against the majors.

Financial analysts are predicting rough waters ahead for the local currency too, with factors such as a softening commodities market and negative bond spreads all acting as a millstone around the neck of the Aussie dollar.

Travellers shouldn't expect any great value when travelling to destinations outside of the US either, with the Euro and GBP all performing strongly of late.

WHOLESALE rates this morning.

US	\$0.770
UK	£0.549
NZ	\$1.064
Euro	€0.624
Japan	¥81.72
Thailand	฿24.04
China	¥4.879
South Africa	R9.271
Canada	\$1.007
Crude oil	US\$62.06

Tonga recovery

DFAT says a state of emergency in Tonga has been extended to 09 Apr after last month's cyclone.

It says the majority of essential services including power and water have now been restored.

NSW infrastructure strategy unveiled

THE NSW Government has released its State Infrastructure Strategy 2018 report which sets out the needs and priorities for the next 20 years.

Tourism needs get a mention in the wide-ranging strategy, albeit at the very back of the 256-page document under the Culture, Sport & Tourism section.

The paper confirms the govt has commissioned a review of the 2012 Visitor Economy Industry Action Plan (VEIAP), to assess tourism's progress over the last six years, with the findings to be completed early this year.

Once the VEIAP is complete, Infrastructure NSW has proposed a Tourism Infrastructure Strategy be developed, encompassing a "whole-of sector, evidence-based investment framework".

Other key recommendations of the paper include the preparation of a "strategic business case to assess options for providing additional cruising berthing capacity in Sydney" by the end of 2018 to address the harbour city's cruise docking crisis.

Back-Roads promo

AGENTS booking a Back-Roads Touring itinerary between 01 Mar-30 Apr have a chance to win one of six \$1,000 prizes.

The incentive will see one agent in Qld, NSW, Vic/Tas, WA, SA/NT and NZ go into the draw to win a \$1K pre-paid credit card for all bookings deposited by 07 May.

Magellan takes on Emerald Isle



MAGELLAN Travel agents marked St Patrick's Day in style from the viewing stand at Eyre Square in Galway, Ireland, as part of an all-expenses paid trip the group won at the company's last annual conference in Sep.

Highlights of the Irish adventure have so far included visiting the Guinness Storehouse in Dublin, the Cliffs of Moher in County Clare and exploring the 15th-century Bunratty Castle.

The trip is in partnership with Etihad Airways & Tourism Ireland.

Magellan host Trevor Jones is **pictured** surrounded Magellan award winners embracing the luck of the Irish - Chelsey Secker, Angas Travel; Ash Fabiani,

Travel Experience; Josephine O'Keeffe, Failte Ireland Guide; Fiona Caffrey, Travel Sense; Laura Noccioli, Travelrite International; Brooke McClune, World Corporate Travel; Christine Keighley, Complete Travel Services and all chaperoned by Frank (the bus driver).

Aman into Mexico

HOTELIER Aman has revealed it is expanding its portfolio to include a maiden site in Mexico.

Amanvari will be located on the East Cape of the Baja Peninsula and is scheduled to open in 2020.

The new development will feature just 20 pavilions.

THANK YOU FOR NOMINATING US IN THE 2018 AFTA AWARDS

We are delighted to receive nominations for:

Category 18: **Best Domestic Airline**

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



If we've served you well this year, may we have your vote?



Travelport

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Category 31:
Best Agency
Support Service



Adventure Canada on tour



ARCTIC cruise specialists Adventure Canada was recently in town to promote the launch of its new 2019-20 brochure in

partnership with its Australian rep, Cruise Traveller Australia.

Adventure Canada hosted seven Arctic expedition information events in major cities across the country from 05-13 Mar and attracted more than 400 travel agents and 300 clients.

The cruise company offers journeys to remote northern destinations such as Scotland, Newfoundland, Greenland and the Canadian Arctic.

Pictured: Adventure Canada's bdm MJ Swan with Cruise Traveller md Craig Bowen.

QF lounge media

OUTDOOR marketing company oOh! Media has secured the contract to deliver advertising solutions in key domestic Qantas Club and Business Lounges around the country.

Starting in Apr, oOh! Fly will offer tasting bars, car promotional zones, product placement & wifi sponsorship and window deals.

Emporium to open

THE Emporium Hotel South Bank will open from 01 Jul in Brisbane, offering 143 suites, rooftop bar & infinity edge pool.

Another major lure will be acclaimed Chef Josue (Josh) Lopez's custom-menus that will be crafted for the hotel's yet-to-be-named signature restaurant.

Hotel class action

MAJOR hotel chains in the US are facing a class-action lawsuit amid allegations they conspired to reduce competition and boost prices, potentially affecting millions of customers.

Attorneys Hagens Berman have launched the action against groups including Choice, Hilton, Hyatt, InterContinental, Marriott and Wyndham, accusing them of anti-competitive practices that cost consumers billions of dollars.

A suit filed in an Illinois court says the hotels engaged in an anti-competitive agreement to eliminate online branded keyword search advertising against each other, which in turn "deprives consumers of the free flow of competitive information, raising prices for hotel rooms".

It covers 60% of US hotels.

Mantra-Accor tick

FEDERAL Treasurer Scott Morrison has confirmed he has no objections to AccorHotels' planned purchase of the Mantra Group under the Foreign Acquisitions and Takeovers Act.

The acquisition has also been cleared by the ACCC (**TD** 08 Mar), but will still require approval from Mantra shareholders and the Federal Court.

Oaks China Ready

OAKS Hotels & Resorts has launched its "gui bin" program, providing a VIP service for Chinese customers.

The group has also obtained China Ready accreditation across 10 properties in Australia and New Zealand, involving services specifically for Chinese guests.



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China focus on WA

THE West Australian Govt is currently hosting a number of trade delegates from China, Hong Kong and Taiwan as part of the Ni Hao WA 2018 trade show.

The 10-day event in Perth will wrap up 24 Mar and includes workshops, business meetings and familiarisation tours with the aim of promoting the state as a key travel destination for tourists from emerging Asian countries.

China is now a key market for WA with Chinese visitors rising to 58,600 for the year ending Dec 2017, a 14.2% boost on 2016.

The event has 25 reps from China in attendance, nine from Hong Kong & four from Taiwan.

Shama to Hainan

ONYX Hospitality Group will operate the Shama Hub Haikou Hainan hotel in China's southernmost province.

The 100-room property is slated to open in 2020 and will feature a gym and yoga centre, meeting spaces and lounge area.

Shama Hub Haikou Hainan is close to golf clubs & beaches.

Asia investment call

INDONESIAN President Joko Widodo has called on Australian businesses to invest in ASEAN tourism, *The Jakarta Post* reports.

Widodo said many ASEAN nations had improved their infrastructure which had led to a rapid rise in viable tourist destinations in the region.

"When commodity prices collapsed several years ago, Australia introduced the slogan 'Let's turn the mining boom into dining boom'...today I ask you (Australian businesses) to bring your dining boom to Asia," Widodo said.

Anantara profit up

ASIAN vacation ownership program Anantara Vacation Club has reported net profit of Baht 1,611 million (A\$67,000) for Q417, a 20% increase on the same period the previous year.

The positive returns have been fuelled by a new sales model implemented in 2015 which has seen year-on-year growth ever since and resulted in a stronger sales pipeline.

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

Q14. Business Class passengers of Lufthansa and Swiss International Air Lines are able to use the SilverKris Lounge in Singapore. True or false?

Terms and conditions apply

Marriott Tampa

THE 175-room AC Hotel by Marriott Tampa/Airport Westshore has opened its doors.

The hotel features European style rooms, two media salons and a fitness centre.

The opening marks the first of three Marriott-branded hotels scheduled to open in Florida.

MH & CX codeshare

MALAYSIA Airlines has announced it will expand its codeshare agreement with Cathay Pacific and will place the MH code on CX services from Hong Kong to Los Angeles, New York JFK and San Francisco.

The expanded codeshare will take effect 25 Mar.

Are you Australia's favourite Travel Agency?

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We'd love your vote - Category 31

Corporate Consultant

Sydney

Salary \$75K inc super

Award winning travel brand operating in the corporate & leisure travel space. Due to an increase in business they are looking for an experienced Multi-Skilled Corporate Cons to be the central point of contact for clients across a range of industries. With outstanding benefits including educational leave, yearly conferences, workshops for professional development & much more this role is too good to pass up!

- Great benefits with low staff turnover!

Call Susan or [apply here](#)

Event/ Venue Manager

Sydney - Eastern Suburbs

Salary \$90K + super

Work within a prestigious institution managing one of their venues creating outstanding events. The business is a highly regarded catering operation with a corporate clientele base. You will manage key stakeholder relationships, account mgt, onsite team mgt and general logistics & financial mgt of the venue. Experience as a venue mgr with exposure to high-end corporate events required.

- Prestigious venue with career opportunities

Call Peter or [apply here](#)

Airfares & Ticketing Consultant

Sydney

Salary \$45 - \$50K + Super + benefits

Join this leading consolidator offering stability and ample career development across a number of areas of the business. You will support retail agents and direct customers with fare and ticketing enquiries. A busy role working as part of a larger team. Must have good fares knowledge including; RTW, published fares, nett fares & refunds with reservations and ticketing experience.

- Monday to Friday hours!

Call Susan or [apply here](#)

Marketing Coordinator

Sydney

Salary \$55 - \$66K + super

Join this leading wholesaler who employ over 100 staff in Sydney alone! Working alongside the marketing team you will be responsible for managing all marketing campaigns & partnerships to the travel industry & trade partners. You will develop promotional collateral, deliver product training internally, conduct competitor research & analysis & other related tasks. Previous exp in travel marketing required.

- Great company benefits including travel discounts!

Call Susan or [apply here](#)

Corporate Sales Manager

Syd, to \$100K + super + comm between \$20-\$35K

Global Corporate agency seeking a professional B2B Sales Manager with experience working in the Corporate travel sector. Your primary role will be to increase revenue through new client acquisition & expanding existing portfolios.

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South American Reservations

Melbourne, Salary to \$60k + super + benefits

Our client is a world leader in luxury travel. With high service standards and inspiring product you will love the opportunities this brand provides. Working in reservations you will specialise in South American product.

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