

# Travel Daily

First with the news

Friday 30th November 2018

## BALLY'S

NEW ROOMS IN LAS VEGAS ~ [CLICK HERE!](#)

## Travel Daily on location in Cairns

Today's issue of *TD* is coming to you courtesy of Travellers Choice, which is hosting its Travellers Choice 2018 Annual Shareholders' Conference in Cairns this weekend.

MORE than 250 delegates are arriving today in tropical Cairns for the three-day Travellers Choice 2018 Annual Shareholders Conference.

Taking place at Cairns Convention Centre, guest speakers will explore this year's theme "The Power of Connection" through presentations on how members can create "bonds with customers, colleagues and preferred partners".

A welcome function will be held at Hemingway's Brewery, before the Preferred Supplier Exhibition, workshops, sessions begin on Sat, followed by the "Electrified" Gala Dinner during which the group will present its annual Gold, Silver and Bronze Choice Awards.

## NTIAs set for major boost

THE joint sponsorship of four new Council of Australian Tour Operators-backed categories in the 2019 National Travel Industry Awards (*TD* breaking news) marks a new era of collaboration in the travel industry supplier sector.

The inaugural CATOs will honour front-line travel agents, with Consultants of the Year to be named in categories including Group Touring, Adventure, Ski and Independent Travel.

In a unique industry first, rather than individual sponsorships, the CATOs as a whole are being jointly sponsored by The Travel Corporation, G Adventures, Intrepid and Globus.

Council of Australian Tour Operators MD Brett Jardine said the organisation's formal NTIA involvement "delivers an

opportunity for us to highlight the significant value of the land supply sector to a very engaged trade audience".

The 2019 NTIAs will also see considerable consumer exposure through the new AFTA partnership with *Sydney Morning Herald & The Age's Traveller* brand (*TD* 09 Nov), while *Travel Daily* and *travelBulletin* will also continue their longstanding support of the event as Major Media Sponsor, ensuring widespread coverage.

AFTA CEO Jayson Westbury said the move to enhance the NTIA program and "call out travel professionals working with CATO members, all within the high standard set by NTIA is yet another fantastic celebration of the Australian travel industry".

Nominations for the 2019 National Travel Industry Awards will open on 21 Jan next year, with nominees to be announced in Mar followed by the voting and judging period.

The process culminates in the industry night of nights at the Sydney International Convention Centre on Sat 20 Jul 2019.

### Today's issue of *TD*

*Travel Daily* today has nine pages of news, including photo pages for ATEC, plus full pages from:

- Flight Centre
- Travel Trade Recruitment
- Viking Cruises

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## Travel Partners expands BDM team

TRAVEL Partners has announced the addition of two new Business Development Managers, lifting the team to six.

The new BDMs include Sharyn Van der Veeken as Business Development Partner for Vic, while Nathan Segal has joined to cover NSW.

Van der Veeken was previously National Business Manager for Cornerstone People Solutions, while Segal has been with the Flight Centre Travel Group for more than a decade, most recently with Corporate Traveller.

The moves follow the recent appointment of former Helloworld Business Travel National Sales Manager Kate Cameron as Travel Partners General Manager (TD 14 Nov).

Travel Partners Managing Partner Jeff Hakim said the group had seen record growth of over 75% in agent numbers in 2018.

## Schwab to step down

EXCLUSIVE

LUXURY Escapes co-founder and CEO Adam Schwab will step down from his role in Mar 2019, to be replaced by the company's Chief Commercial Officer, Cameron Holland.

Schwab told *Travel Daily* he would remain a Director of the business, working with key hotel and brand partners and customer engagement, while also focussing on his other investments and multiple board roles.

Holland has joined the company with experience including four years at Jetstar heading up Product and Ancillary Revenue, as well as five years as Global Head of eCommerce at Lonely Planet.

He was most recently a senior executive with health, wealth and living group Australian Unity.

Schwab said: "We've spent the last two years building the best management in Australia, and

I'm excited to be able to let Cam and the team continue to grow Luxury Escapes into a huge global business.

"We couldn't be in better hands and I'm super pumped with our growth pipeline and unbelievable team," he added.

Schwab confirmed he, along with co-founder Jeremy Same, remained the majority shareholders of Luxury Escapes, alongside other key investors including Catch of the Day founders Gabby & Hezi Leibovich.

## AY adds AA c'share

FINNAIR is expanding its codeshare agreement with American Airlines, adding the AY code to 15 additional domestic destinations out of Los Angeles.

The AY-AA pact will also encompass AA's new trans-Atlantic flights, with nine new routes added for Summer 2019.

Travel Daily  
en route to  
Chicago, USA

Today's issue of TD is coming to you courtesy of Air New Zealand, which is operating its first ever non-stop flight from Auckland to Chicago.

AIR New Zealand today kicks off its new year-round thrice-weekly Chicago flights, continuing its "better way to fly" initiative by adding an additional US port to its one-stop trans-Pacific offering.

Today's flight time is about 15 hours, with the return flight taking just over 16 hours using NZ's flagship 787-9 aircraft.

Guests on the inaugural today include Air NZ CEO Christopher Luxon, Chief Commercial Officer Cam Wallace and a number of senior Australian and NZ travel industry leaders.

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## Etihad Barcelona

ETIHAD Airways has introduced its first services to Barcelona, offering links from Sydney, Melbourne and Brisbane via its Abu Dhabi hub.

The first flight EY49 departed Abu Dhabi for Barcelona yesterday, coming in the same month as the airline's 15th anniversary celebrations.

Flights will initially operate five times a week with a two-class Airbus A330-200 before becoming a daily operation from 31 Mar - see also [page five](#).

## Botswana is calling

**DON'T** forget, there's still time to enter *Travel Daily's* monthly competition and be in the running to win a safari in Botswana thanks to South African Airways and Bench Africa.

To enter, put on your best "Africa face" and see [page nine](#) for all the details.

Entries close at the end of today.

## Web reviews questioned

**AUSTRALIAN** academics have questioned the impact of online reviews, suggesting hoteliers may be unduly concerned about the rise of online criticism.

Newly published research by Macquarie University says most online hotel reviews mean nothing to future customers, and that positive reviews hold the most weight with readers.

Author and lecturer at the university's Department of Marketing, Dr Shahin Sharifi, looked at the influence of positive, negative, and mixed reviews, and found that readers struggled to interpret and evaluate mixed reviews.

As a result, people tended to place greater weight on purely positive or negative reviews, and that positive reviews had the most influence.

"Positive reviews influence prospective customers more than any other so, as you would

expect, to drive future bookings it is best to have as many good reviews as possible," Sharifi said. "Following that, it is important to respond to mixed reviews as quickly as possible."

The research was published in the *Journal of Hospitality Marketing and Management* and also found that a "100% satisfaction guarantee" had no effect on whether a potential customer made a booking.

It suggested hotels should focus on improving customer experience rather than expending resources on a guarantee.

"Understanding the impact of positive, negative, and mixed reviews on their business is crucial for a hotel manager, particularly as managers are spending more time than ever responding to online reviews," Sharifi said.

"Our findings suggest much of this time may be in vain."



## Window Seat

**AIR** New Zealand is on a quest to "Make Christmas Great Again", releasing an amusing video about kids tackling the threat of empty stockings.

In the clip, a team of kiwi kids have to save Christmas after an email error by Santa Claus.

"The heartwarming video plays on silly season moments in a very Kiwi way," said Air New Zealand General Manager Global Brand and Content Jodi Williams - watch the vid [HERE](#).



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## Brand USA hits the musical road



**THIS** week the Australian travel industry has been invited to take a musical journey across the USA, with a series of events to celebrate Brand USA's latest film *America's Musical Journey*.

The Sydney premiere took place at the Opera House last night, while a launch event will take place in Melbourne next week.

The movie collaboration between Brand USA and MacGillivray Freeman Films was sponsored by Expedia and Air Canada, and reveals the rich musical heritage of the United States through the eyes of singer and songwriter Aloe Blacc.

Brand USA Chief Strategy and Communications Officer, Anne Madison, is in Australia for the events, and told **TD** the movie continued the content-driven strategy of the organisation's previous film which featured US

National Parks (**TD** 23 Aug 2016).

She said that had been "by far our most successful marketing effort...we are seeing people being entertained to in turn be inspired to travel".

Madison said the documentary approach was also driving deeper engagement by Australian travellers, who are exploring regional areas of the US in ever-greater numbers, while the initiative is also inspiring a significant amount of family travel.

**Pictured** above in Sydney yesterday are, from left: Matt Fletcher, Brand USA Australia; Camila Clarke, Senior Director Corporate Communications Brand USA; Anne Madison, Chief Strategy and Communications Officer Brand USA; James Namude, Director of Global Sponsorships Brand USA; and Tori Goddard, PR Manager Brand USA.

## TRAVEL SPECIALS



**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au)

**Eurail** is offering travellers 37% off all Global Passes, along with 20% off Select Country passes and 15% off One Country Passes until 31 Dec. **CLICK HERE** for more.

Guests who book any seven-night Fiji cruise will receive three nights free with small ship cruise specialists, **Captain Cook Cruises Fiji**.

Travellers can save up to \$2,100 per person until 28 Feb 2019. Email [fiji@captaincookcruisesfiji.com](mailto:fiji@captaincookcruisesfiji.com) to book.

**Abercrombie & Kent** is offering a single supplement waiver for the first two solo travellers booked on each small group journey before 15 Feb, or until sold out. Call 1300 590 317 for more details.

**Skijapan** is running a deep powder sale with up to 40% off Japan's Haven Niseko. For more information, head to [www.skijapan.com](http://www.skijapan.com).

Travellers can save 5% with **Trafalgar's** Early Payment Discount on the 10-day Secrets of the Rockies and Glacier National Park itinerary. The offer is on sale until 28 Feb on select departure dates. **CLICK HERE** to find out more.

**Silversea Cruises** is offering travellers a 10% single supplement on select cruises. The deal is available on bookings made before 20 Dec - **CLICK HERE** for more.

Book with **Extreme Bike Tours** and save 15% per person on Hidden Sri Lanka, Luxury Rajasthan, Bhutan, Madagascar, Mongolia, and High Himalaya tours when booking with three other riders. To book or make enquiries visit [www.extremebiketours.com](http://www.extremebiketours.com).

Travellers receive two free nights and a culinary experience worth \$779 per couple when booking the 13-day Handpicked Peru itinerary with **Adventure World Travel**. The offer is available until 30 Dec. For more information or to book call 1300 363 055.

### Ovolo Bris opens

**OVOLO** The Valley has opened its doors in the Brisbane precinct of Fortitude Valley.

The 103-room hotel features a rooftop swimming pool, a gym, a sauna, and a meeting room named B.I.G.

### NCL bonus comm

**NORWEGIAN** Cruise Line (NCL) is offering Aussie and NZ agents a bonus 3% commission on *Pride of America* bookings made between 01-14 Dec for Hawaii sailings departing after 05 Jan 2019.

The bonus is combinable with Norwegian's Free at Sea program.

### Livn 3 new res API

**TOUR** and activity network Livn has announced the integration of three new reservation systems into its Application Programming Interface, in a move to improve its clients' access to suppliers.

The new reservation systems are the Netherlands-based PrioTicket, Germany's Regiondo, and the United Arab Emirates-focused Rayna Tours.

"We're continuously growing our network, & the more reservation systems we're connected to, the easier it is for us to offer a seamless integration between our partners & their chosen Tour & Activities suppliers," Livn said.

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## Etihad's 15th birthday bash



**ETIHAD** treated the Australian travel trade to an extravagant “night at the museum” at Sydney’s Powerhouse Museum last night to celebrate its 15th birthday.

Attendees were challenged to a scavenger hunt, completing an online quiz by seeking out answers which were scattered throughout the exhibits.

Participants went in the draw to win two Business class tickets to Europe, while runners up bagged two Economy tickets to Europe & Economy flights to Abu Dhabi.

Reflecting on the carrier’s history, VP Eastern Region Lindsay White emphasised Etihad’s “very successful partnership” which was signed with Virgin Australia in 2010 as a milestone, along with its deal with the Sydney Opera House which began in 2012.

GM Australia and New Zealand Sarah Built said the company was “very excited at what lies

ahead”, highlighting Etihad’s recently launched “Choose Well” campaign (*TD* 15 Nov).

“Today’s customers know what they want and when they want it so brands must rise to this challenge, and we’re no different,” she said.

“We are rightly proud that over 15 short years we’ve embodied Abu Dhabi’s vision, style and hospitality to create one of the world’s most admired and, we hope, respected brands.”

The event also included an update from The Department Culture and Tourism - Abu Dhabi on the latest from the ever-evolving destination and like any good birthday party, cake.

**Pictured** are Etihad’s Lindsay White, Vice President Eastern Region; Sarah Built, General Manager Australia and New Zealand, and Simon Hawk, Marketing Manager Australia.

## HTA names CEO

**THE** Hawaii Tourism Authority (HTA) has appointed tourism veteran Chris Tatum as its new President and CEO.

Tatum is expected to commence with HTA in the coming weeks and arrives from Marriott Resorts Hawaii where he spent 37 years.

“This is a once-in-a-lifetime opportunity to make a difference in my home by developing a sustainable brand strategy that enhances the visitor’s experience,” Tatum said.

## Marriott expansion

**MARRIOTT** International’s select service brand Courtyard by Marriott has flagged plans to expand its European network by 63 hotels over the next two years.

Part of the push will see Courtyard’s hotels debut in several countries including Armenia, Finland, and Iceland.

## CZ, AA expansion

**CHINA** Southern Airlines (CZ) and American Airlines (AA) have announced plans to expand their codeshare partnership and launch reciprocal frequent flyer benefits and lounge access.

AA will place its code on additional cities from PEK and introduce codeshare service beyond PVG, while CZ will place its code on extra flights beyond LAX, SFO and JFK.

## Fram refurbishment

**HURTIGRUTEN** has revealed a “large scale refurb project” for *MS Fram*.

In the lead-up to the 2020 season, the vessel will be completely upgraded with new suites, new cabins, more environmentally friendly engines and a makeover of all public areas – including new restaurants and Hurtigruten’s Science Center.

## Aitutaki kids limit

**PACIFIC** Resort Hotel Group has lifted its minimum age at the Pacific Resort Aitutaki in the Cook Islands and will “now exclusively welcome guests aged 12 years and older”.

The change is effective immediately and applies to all new bookings moving forward, however the hotel will honour all existing bookings.

## TECHNOLOGY UPDATE

Today’s Technology Update is brought to you by Tramada Systems Pty. Ltd

### The value of an audit trail



Having a detailed audit trail is a business requirement that doesn’t attract much attention - until disaster strikes and you urgently

need protection from liability. Here are several reasons why an audit trail is absolutely crucial to your business:

**Fraud prevention.** An audit trail can help monitor for security breaches and identify, and prove, fraudulent activity. This is particularly critical because travel transactions involve handing multiple payments and suppliers, making fraud a real risk.

**Disaster recovery.** Imagine a whole day’s transactions lost due to unforeseeable circumstances! Relax– with a good audit trail those transactions can be reconstructed and disaster averted.

**Finding lost transactions or errors.** Should an error occur in transaction processing, an audit trail allows you to review the transaction step-by-step until the error is found.

**Demonstrate compliance.** Meeting record-keeping obligations and ensuring proper protocols are followed is increasingly important when doing the right thing isn’t always enough, and you may need to prove it.

**Employee development.** Use auditing capabilities to understand how your team is doing, and identify any training needs.

*tramada* makes auditing easy with its end-to-end process flows that ensure transaction information is secure, accurate and tracked every step of the way - including what people are doing in your business, and when. *tramada*’s large report portfolio brings that information to life when you need it most.

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*Christian Stevens, Chief Financial Officer, Tramada – your travel technology partner*



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## A whip cracking time for ATEC

THE Northern Territory put on a star turn for ATEC's annual Meeting Place conference which took place at Darwin's convention centre last week.

From famils exploring the top end to croc and snake encounters, fantastic local music and food, and a great line-up of speakers for the conference session, it was a cracking good time for the 400 plus delegates.

While famils and the AGM took place prior, NT Tourism Minister Lauren Moss hosted the official welcome function at Pee Wees at the Point, accompanied by an Indigenous rock band and a few local critters.

More than 4,000 buyer/seller meetings took place during two mornings of workshops with the afternoons dedicated to the "Authentic Australia" conference program.

Opening speaker, the NT's Outback Wrangler and star of National Geographic's *Monster Croc Wrangler* Matt Wright, wowed delegates with his tales of wildlife adventures.

With updates from Tourism Australia (TA) and Qantas, panel discussions looked at building profitable buyer and seller partnerships, aviation as a driver for tourism growth, Chinese millennials and case studies on social media.



**ELITE** graduates celebrate with their mentors.



**KATE** Marshall, Accorhotels; Matthew Borger, Mantra; John O'Sullivan, TA; and Judy Chen, NZ Tourism Export Council.



**ATEC MD Peter Shelley** welcomes delegates at Pee Wees.



**STEPHANIE** Tully, Qantas; award winner Bridget Bedggood; and NT Tourism Minister Lauren Moss.



**DARWIN'S** Drag Queens vamped it up at the ATEC get together at Rorkes.



**NT DELEGATES** under the gala glamping tent.



**A BUSY** two days of B2B sessions for 400 delegates.



**AWARD** winners Bridget Bedggood, James Dixon and Kelsie Johnston.



**NICHOLAS** Henderson from Asialink Business and Saxon Booth from Dragon Trail talk Chinese millennials.



**CRACKING** the whip for the lunchtime crowd.



# ATEC's annual Meeting Place in Darwin

MEETING Place also provided a backdrop for the 2018 ELITE program presentations, with 28 participants presenting their graduating projects to a packed room at the Skycity Casino before graduating at the gala dinner on Wed night.

The dinner provided a focus for the annual ATEC Excellence Awards recognising outstanding contribution of an individual, young achiever of the year and other outstanding industry commitment.

This year's Captain Trevor Haworth Outstanding Contribution by an individual to the Tourism Export Industry was won by North Queensland's James Dixon from Down Under Tours, the Len Taylor Young ATEC Award for Leadership for 2018 was awarded to Bridget Bedgood from Hamilton Island, and the Outstanding Contribution by an Individual was awarded to Tourism Western Australia's Kelsie Johnston with Western Australia taking out Branch of the Year.



**WESTERN** Australia was named ATEC Branch of the Year 2018.



**OUTBACK** Wrangler and star of National Geographic's *Monster Croc Wrangler*, Matt Wright.



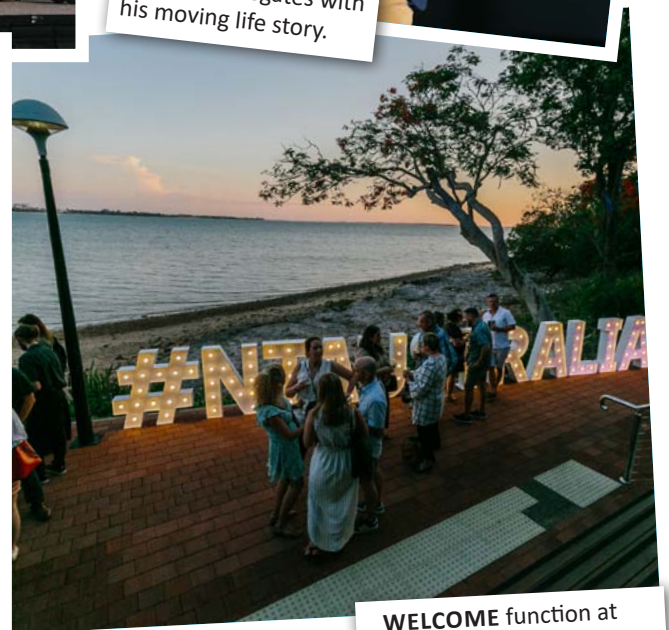
**EXPLORING** how social media is driving demand with TA's Nick Henderson.



**MICHAEL** Crossland inspiring delegates with his moving life story.



**LOCAL** Indigenous band Skinnyfish Sound System rocked the crowd at the welcome function.



**WELCOME** function at Pee Wees at the Point.



## CORPORATE UPDATE

### CT makes new connection



**THE** CT Connections Travel Group has revealed a new look and new name, bringing its brands together under the banner of the Connections Group of Companies.

The rebrand includes four entities - CT Connections corporate travel management, Totem Group conference and incentives, Executive Edge Travel tailor-made luxury specialists and The Departure Lounge online travel and lifestyle magazine.

The company said the brands were all about “creating meaningful connections, events, journeys, collaborations and moments” for clients.

“Our decision to rebrand to the Connections Group of

Companies allows us to showcase our collective brands, the inter-connection between the brands, and to also show each brand’s offerings go beyond corporate travel” said the group’s Head of Marketing Sharon Ho.

The company has its head office in Melbourne, plus other offices in Sydney, Brisbane and Perth.

**Pictured** is Connections Group of Companies Director Gary Reichenberg with Qantas representative Tiffany Wales at a recent event to launch the brand.



## Aust hotel rates set to rise

**HOTEL** rates across key Australian and New Zealand corporate hubs are set to rise by up to 5% next year, with Sydney in particular facing pricing pressure amid high demand.

The latest 4th Dimension Business Travel Consulting report released by FCM Travel Solutions predicts Sydney and Queenstown will have some of the highest price rises next year, while rates in Brisbane and Perth are expected to remain flat.

FCM General Manager Melissa Elf said the report would allow companies to keep abreast of the latest pricing and occupancy

trends in Australasia.

“We’re anticipating mixed results across the board with the average room rate across Australia set to increase by an average 3-4%, or \$6-8,” Elf said.

“Sydney can expect rate rises of about 5% with close to 90% occupancy, while Melbourne can expect a 3% rate increase with supply to be constrained despite a substantial pipeline of new developments,” she said.

An increase in int’l visitors and cruise passengers is expected to push up Sydney rates, while in Queenstown the events sector is fueling strong demand.

## CORPORATE CHATTER

with John Veitch

### Pursuing a collective effort

**THE** world is coming to the realisation that we need to change the impact we have on our planet. As individuals we can make a huge difference. As an industry we can make an even bigger difference, using our collective resources to influence key stakeholders, travellers and policy-makers.

Now is the time to make travel matter and educate on the importance of a more sustainable future for our people, planet and wildlife. And it starts with us, we all have a role to play as individuals and as leaders. What can we do? We can collectively make a conscious effort to eliminate single-use plastics in offices, on cruise ships and on guided holidays. We can choose to minimise the use of paper and plant trees to contribute to reforestation around the world. As a sector, we can come together behind a guiding principle to encourage sustainable tourism development through conservation, leadership and support for communities.

If you need some facts and figures to convince you how important this is, it’s estimated that an additional eight million tonnes of plastic pour into our oceans every year, this in addition to the more than five trillion pieces of plastic estimated to be littering the oceans at this moment. The

larger pieces of plastic injure, impair and kill wildlife, while the disintegration of plastic debris and the manufacturing of microbeads are wholly poisoning marine ecosystems. According to a report by the World Economic Forum, if nothing is done to push back against the deluge of plastics overwhelming our oceans, there could be more plastic in the

oceans than fish by 2050.

It’s frightening to think how damaging something as simple as a plastic bag or straw can be to our future and our planet.

We need to recognise the importance of continually pushing the agenda forward,

“  
We need to recognise the importance of continually pushing the agenda forward...”

in the interest of a positive transformation in the tourism industry. Because ‘tourism’ shouldn’t come with a negative connotation. Over-tourism needs to become a thing of the past as we move forward with positive change, a key action for all is to spread travellers’ visits over 12 months and to reduce the concentration of visits over the summer months. We must work together with locals to embrace the community and the local environment to ensure our travellers tread right.

Ultimately, it’s our responsibility to stand together to ensure the environment and communities we visit remain vibrant for generations to come.

[Treadright.org](http://Treadright.org).



John Veitch is Chief Executive Officer Australia for The Travel Corporation, whose brands have jointly created The TreadRight Foundation as a not-for-profit initiative to support sustainable tourism projects around the world.

### AirPlus booking link

**PAYMENT** and billing systems provider AirPlus has partnered with Booking.com, aiming to provide a seamless booking and payment process for corporate travellers via the Booking.com for Business platform.

### GBTA earlybirds

**THE** Global Business Travel Association is offering early booking rates for its 2019 Conference in Toronto, to be held from 15-17 Apr.

Registrations are now open - for details **CLICK HERE**.



## Silversea takes the stage



**SILVERSEA** Cruises has been making the most of its partnership with the Australian Ballet this month, hosting guests at the Sydney Opera House for a series of exclusive events.

The line's regional head Adam Armstrong last night welcomed guests to a viewing of the final dress rehearsal for the ballet's new production of *Cinderella*, which makes its premiere tonight.

Earlier in the month Silversea hosted some of its top travel agent partners and repeat passengers for the Australian

Ballet's production of *Spartacus*. Armstrong said the events were part of Silversea's close ties with cultural institutions worldwide.

The line is preparing for one of its biggest seasons down under, including the arrival of its new flagship *Silver Muse* in Jan.

**Pictured** at the Opera House ahead of last night's rehearsal are Australian Ballet Director of External Relations Penny Waitsman with Silversea Cruises Senior Vice President & Managing Director Australia & New Zealand Adam Armstrong.



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Send your entries to [bench@traveldaily.com.au](mailto:bench@traveldaily.com.au)

### Sofitel MyBed to fly

**SOFITEL** has partnered with Hainan Airlines to introduce its Sofitel MyBed products to the carrier's Business class.

The luxury hotelier will provide its signature bedding including a waist cushion, full-size pillows, duvet, bed sheet, feather topper and blanket as part of the airline's "Hai Dream sleep experience".

### NCL Jade bookings

**NORWEGIAN** Cruise Line has opened bookings for its *Norwegian Jade* itineraries, sailing in Asia in 2019/20.

The recently refurbished ship will sail from Singapore and Hong Kong, with highlights including an eight-day round trip from Singapore to Phuket, Langkawi, Penang and Kuala Lumpur.

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### Business Development Manager - Sydney

With more twists and turns than a James Bond movie, this is not a role for the faint-hearted. We are looking for a sales professional with all the skills needed to engage with prospects, identify opportunities, present solutions and demonstrate our value proposition to future clients.

Closing date: 10 December 2018

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### Corporate Travel Consultant - Sydney

Looking for that dream role in the travel industry, that offers workplace flexibility? Flight Centre Business Travel offers this and so much more to their Corporate Travel Consultants! If you have at least 2 years of experience as a Travel Consultant and want a new Challenge working for one of the worlds largest Corporate travel organisations, then look no further!

Closing date: 14 December 2018

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### Fares & Ticketing Expert - Sydney

Are you a Travel Consultant with 3 years experience or more? Are you looking for a new challenge? Travel Partners is looking for a determined go-getter to join their fares and ticketing department where you will be assisting with all fares & ticketing enquiries & issuing a wide variety of air tickets to worldwide destinations.

Closing date: 10 December 2018

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### Studio Project Manager - North Sydney

Our creative studio in Sydney is looking for a Studio Project Manager to join the team. This is a high-volume and fast-paced role, so we are searching for an experienced manager who can hit the ground running.

Closing date: 7 December 2018

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### Group Accountant - Brisbane

We are looking for a strong and multi-skilled Group Accountant to join our global company! You will be responsible for key business reporting including financial performance and control, strategic analysis, consolidation and tracking business performance. Due to the diverse nature of the role you will have strong technical skills, including multi-currency reporting.

Closing date: 14 December 2018

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### Systems Maintenance and Support Manager - Brisbane

Flight Centre Technology is looking for a Systems Maintenance and Support Manager to provide systems support for our corporate brands. Are you a technological whiz? Do you want to work within a global company? We want to hear from you!

Closing date: 7 December 2018

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### Corporate Travel Consultants - Perth

Corporate Traveller offers a range of specialised business travel solutions and corporate travel consulting services to make our clients' travel faster, cheaper and greener. We're currently on the lookout for experienced Consultants to take the next step as Corporate Travel Consultants in our head office in Perth.

Closing date: 14 December 2018

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*Working in partnership with the Australian Travel Industry*

### Corporate Business Development Manager

Sydney, Salary to \$100k + comms, Ref: 3760PE1

Do you have a sound understanding of Corporate Travel Sales, Business Development experience and a proven sales record? This boutique travel company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. Previous sales experience & confidence along with a drive to sell will be awarded. You'll consider yourself a persistent, results-oriented professional, with a desire to work with the corporate market & develop excellent relationships.

For more information please call Paul on (02) 9113 7272 or click [APPLY](#) now.

### BDM / Sales Manager Sydney

\$80-\$85k Base +, Ref: 1116AJ1

Rare opportunity to represent a Luxury Travel Provider to drive enquiry levels. You will be well-presented, well-spoken and enjoy networking with others in the industry/ potential clients. In addition to developing innovative solutions to drive business, you will also be acting as the face of the business, attending weekly networking events as well as travelling to the annual Virtuoso conferences (was held in the Bellagio, Las Vegas in 2018). Experience in Travel preferred, yet not essential.

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

### Travel & Sales Consultant

Gold Coast, OTE \$100k and above, Ref: 3215SZ2

We are seeking an experienced travel consultant with a min of 12 months experience in a KPI driven environment wanting to make more money whilst enjoying work / life balance. You will be part of a sought after team environment with a min of 2 weeks training & paid 2 weeks famil each year on offer on top of your leave entitlements. You will have uncapped earning where some of the top billing consultants are making over \$100k per annum. If this sounds a change you been after, contact us today!

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

### Key Account Manager

SE Melbourne, \$70k-88k+ Super, Ref: 3763HC1

Our client is seeking an experienced Key Corporate Account Manager for their growing office. If you have extensive and strategic Travel Account Manager in a TMC then this role could be what you are looking for. Your main responsibility is to manage business relationships between the TMC and your clients while promoting account retention and growth. This company have a fantastic reputation for staff retention, valuing their employees and they have an excellent & supportive working environment.

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

### Travel Groups Consultant

Sydney, Up to 55k + Super, Ref: 1724JB1

Our client is seeking a Travel Groups Consultant for their office based in Sydney CBD! The ideal candidate will have experience organising travel for small, medium and large groups of travellers, negotiating group rates with various hotels, airlines and ground operators and using their exceptional attention to detail to ensure all aspects of the trip are booked accurately. Experience with inbound product is desirable. The successful candidate will receive a competitive base salary plus super.

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

### Cruise Travel Consultant

South Brisbane, \$43-47k + Comms, Ref: 1344CGA1

Seeking a dynamic, enthusiastic, sales focused travel consultant with at 12 months experience within a sales role. Come and join a leading name in travel within their growing department. This company really looks after their staff so expect excellent working environment and amazing perks! This role is for someone with a proven background in achieving targets and displays the highest level of customer service. Don't wait, apply now if you're ready to take your next step in your career.

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

### Travel Consultant Admin Support

Melbourne, \$45-50k DOE, Ref: 6127JP1

If you're an experienced Travel Consultant who loves what they do yet wants to move away from a frontline sales role this is the perfect role for you. You will be providing support to sales specialists on a daily basis and be required to step in when they are away. You will need to have a clear eye for detail and a passion for the travel industry. You will be rewarded for your efforts with a great salary as well as great travel industry benefits whilst working in a great supportive environment.

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

### Specialist Travel Consultant | Wholesale Ski

Brisbane, \$40k-\$50k p.a +coms, Ref: 1842AW4

Our client is a leading wholesale business, looking for travel consultants with a passion for all things snow! Working Mon-Fri with the occasional Saturday - this role will embrace your customer service and strong sales skills. This office is looking for ski enthusiasts who have already hit the slopes and looking to share their ski knowledge and passion. Perfect if you're a Travel Consultant who loves to sell ski, wanting to focus your energy and sales ability to a niche wholesale brand?

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



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**\$50**  
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THURSDAY 13 DEC

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Complimentary Silver Spirits Beverage Package

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**\$100**  
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Fly for \$995pp + \$200 shipboard credit

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**\$50**  
REWARD POINTS



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