



## Appeal cuts Scenic compo

**SCENIC** Luxury Cruises and Tours says the Court of Appeal judgement in relation to the 2013 class action over cancelled cruises during European floods (**TD** yesterday) was “not a total rejection” of the operator’s position, with the court ordering a reassessment of the compensation to be paid.

After studying the detailed ruling, Scenic has noted the appeal judges found the original Supreme Court outcome had several errors, in particular in relation to the damages ordered against Scenic (**TD** 01 Sep 17).

That earlier ruling found the lead plaintiff should receive a 100% refund plus \$2,000 in damages, and at the time the law firm behind the class action, Somerville Legal, claimed that meant Scenic was potentially

facing costs of up to \$14 million.

However this week’s decision, while upholding some elements of the original judgement, found the Supreme Court “made an error in awarding a full refund,” and that any compensation should take into account the value of the services Scenic did provide, the company said.

Scenic noted that following the “difficult and unforeseen events of 2013” it had already acted to ensure guests are fully covered, by advising of any issues prior to departure where possible.

Scenic’s River Cruise Guarantee had also been introduced, which refunds the portion of any cruise affected by these types of events.

The proceedings now return to the Supreme Court which will reassess compensation payable.

## CMV loses Hope

**CRUISE & Maritime Voyages** has announced the departure of National Accounts Manager Ann Hope, who is stepping down after four years but will continue to support CMV on a consultancy basis for special projects.

## Today's issue of TD

*Travel Daily* today has seven pages of news including a photo page from **Dubai Tourism**, plus full pages from:

- CAPA
- Travel Trade Recruitment

SANTA MONICA

WIN A FAMIL TRIP TO SANTA MONICA WITH A GROUP BOOKING\*

Now until 31 December 2018

FIND OUT HOW

\*Terms and conditions apply

TRAFALGAR

Simply the Best

ENDS SOON

FLY FOR \$999

ON 95 TRIPS TO EUROPE & BRITAIN IN 2019!\*

BOOK NOW >

T&C's apply

AGENTS FIRST

TT 273626513

ASIANA AIRLINES 7

First

Self Check-in

Reservations 02 9260 4300  
flyasiana.com

LEARN MORE

**ASIANA AIRLINES AIRPORT FACILITIES HAVE NOW BEEN UPGRADED AT ICN (T1)**

**INCHEON CHECK-IN COUNTER IS NOW RELOCATED FROM K,L,M → A,B,C**



ASIANA AIRLINES 7  
A STAR ALLIANCE MEMBER

Travel insurance that's worth it

FIND OUT MORE >

Available in travel agencies

WIN A CHANCE TO Wake up in Vanuatu

Book customers on Air Vanuatu flights in October and you could be following them.

ENTER NOW

SEE WEBSITE FOR T&C'S



## Sun Island Tas role

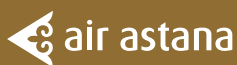
**SUN** Island Tours has appointed Kyle Duffield as its new Business Development Manager for Tas.

Duffield, whose extensive career has included roles with Qantas Holidays, Air Pacific, Globus and Tempo, lives in Bicheno and will be dedicated to the Tassie market.



## MAJOR REGIONAL AIRLINE

Air Astana received a Five Star Airline Rating in the Major Regional Airlines category at the APEX Awards held in Boston on 24th September 2018. More than 500 airlines from all over the world are rated by APEX on the basis of online passenger reviews of seat comfort, on-board service, food & beverage, in-flight entertainment and Wi-Fi services.



Reservations in Sydney: 02 8248 0060

## Hurtigruten shuffles deck

**HURTIGRUTEN** Cruises has today confirmed changes to its distribution arrangements for the Australian market, with Cox & Kings offshoot Bentours remaining the firm's exclusive GSA generalist wholesaler but also opening up direct links to Chimu Adventures and 50 Degrees North.

Bentours picked up the exclusive Hurtigruten GSA deal two years

## VS expands VA pact

**VIRGIN** Australia is expanding its codeshare relationship with namesake carrier Virgin Atlantic, with VS to codeshare on additional VA domestic routes across Australia.

Effective 28 Oct, the Virgin Atlantic code will be added to flights from Perth to Sydney, Melbourne and Brisbane, as well as Melbourne services to Darwin, Hobart and Launceston.

VS will also codeshare on VA Brisbane flights to Darwin, Canberra, Newcastle, Rockhampton and Townsville.

**MEANWHILE** human headline Sir Richard Branson has hinted that Virgin Atlantic may go head-to-head with QF on London-Perth non-stop flights, telling media on the VA "Meditation Flight" earlier this month (**TD** 12 Oct) he would like to start the route "as soon as possible".

The Virgin Atlantic fleet now includes 17 Boeing 787-9 aircraft - the same as those used by Qantas for its non-stop services to the UK.

ago (**TD** 24 Aug 2016), taking over from Discover the World which had held the contract since 2009.

50 Degrees North's Jayde Kincaid confirmed the Nordic specialist's office in Norway now holds a direct contract, saying "we freely promote and sell all Hurtigruten product through our offices in Melbourne, Vancouver and Lillehammer".

Chimu Adventures confirmed a direct Hurtigruten deal too.

Hurtigruten said its global multiple distribution strategy was being extended to Australia, expanding availability by aligning the company with specialist distributors or Preferred Sales Agents including Bentours.

**MEANWHILE** Hurtigruten has announced the construction of a third hybrid-powered polar expedition vessel, with the 530-passenger ship expected to be delivered in 2021.

The design of the vessel will be similar to Hurtigruten's other hybrid vessels under construction in Norway, *MS Roald Amundsen* and *MS Fridtjof Nansen*.

Hurtigruten CEO Daniel Skjeldam said the groundbreaking fleet would "take our guests to some of the most spectacular areas of the planet, in a more sustainable and environmentally friendly way than ever before".

Skjeldam said Hurtigruten Cruises was currently undergoing "substantial global growth," adding: "the expansion we have seen so far is just the beginning".

## Ghan 90th journey

**BOOKINGS** open today for the 90th Anniversary Journey on board The Ghan (**TD** 10 Oct).

The celebratory trip departs on 04 Aug 2019 and is only available as an all-inclusive holiday package from Adelaide to Darwin, with cabins expected to sell out fast.

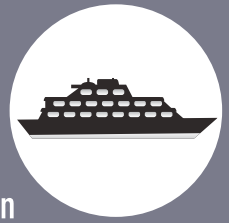
\*You must be a Qantas Business Rewards member to save on flights for your business. Savings based on Qantas Business Rewards Membership from 31 March 2014 to 30 June 2018. Conditions apply.



Need help wading through the huge variety of cruise options out there?

Check out the **2019 Cruise Guide** for a comprehensive tool.

CRUISE WEEKLY Travel Daily travelBulletin



## CX apologises for breach

CATHAY Pacific has apologised to its customers for any concern they may have experienced over a massive data breach of its systems detected back in Mar.

The Hong Kong-based carrier has faced widespread criticism for failing to report the data incident sooner, electing to wait seven months before going public.

Hong Kong Privacy Commissioner Stephen Kai-yi Wong "expressed serious concern" over the way Cathay Pacific handled the breach, suggesting airlines should attempt to "bridge the gap" between their legal requirements and data ethics.

Currently there is no legal obligation in Hong Kong for data breaches to be reported.

However Cathay Pacific's Chief

Executive Officer Rupert Hogg said the airline conducted a thorough investigation once the breach was identified.

"We acted immediately to contain the event...with the assistance of a leading cybersecurity firm, and to further strengthen our IT security measures," Hogg said.

"We are in the process of contacting affected passengers... we have no evidence that any personal data has been misused".

Personal data accessed included passenger name, nationality, date of birth, phone number, email, address, passport number, identity card number, frequent flyer program membership numbers, and historical travel information.

Any passengers who believe they may have been affected by the breach are encouraged by Cathay Pacific to visit the dedicated website: [infosecurity.cathaypacific.com](http://infosecurity.cathaypacific.com).

## Aircalin expands

AIRCALIN has appointed two new sales executives in Australia, coinciding with an increase in flights from Australia to Noumea.

KJ Slater has rejoined Airalin in the role Sales Executive Victoria, having previously worked with the airline from 2014 to 2016.

Larry Burrows also joins as a Sales Executive in Queensland following the carrier's absence in the state for a number of years.

In the high season from mid-Dec to mid Feb, the airline will operate 17 additional flights from Brisbane to Noumea and 12 extra flights from Sydney.

## IATA predicts double

THE International Air Transport Association (IATA) has forecasted the number of air passengers could double to 8.2 billion by 2037 based on current trends.

The latest 20-Year Air Passenger Forecast from the association suggests the Asia Pacific region will be the primary driver of future air travel, anticipating a 3.5% compound annual growth rate globally.

## JQ market share up

JETSTAR Airways has lifted its market share over the past five years to become Australia's second biggest int'l carrier, overtaking rivals Virgin Australia, Emirates and Singapore Airlines.

In its annual International Airline Activity report for 2017-18, the Bureau of Infrastructure, Transport and Regional Economics said JQ carried 9.1% of int'l pax, behind the 16.7% carried by top carrier Qantas.

Others in the top 10 were SQ (8.1%), EK (8%), NZ (6.6%), VA (6.1%), CX (4.5%), D7 (3.5%), CZ (3.1%) and EY (3.1%).

Five years ago JQ was ranked fifth, while over the same period TG and MH have dropped out of the top 10.

## TA Chair slams NVS

TOURISM Australia Chairman Bob East earlier this week urged changes to the collation of National Visitor Survey figures.

Speaking at the TravellIQ conference in Sydney on Wed, East said the statistics - which are used as key indicators by state and territory governments - are in some cases still gathered via calls to fixed line phones where respondents are asked about their recent travel patterns.

East said that with everyone now carrying a wifi-enabled GPS-equipped smartphone in their pocket "surely we can do better".

He told TD Federal Tourism Minister Simon Birmingham was "on top of the issue".



## Window Seat

THOSE quirky Kiwis are at it again, this time with Tourism New Zealand turning the world on its head through its latest installment of its #getNZonthemap campaign.

The cheeky marketing push continues an investigation into why New Zealand has been left off world maps.

The clip depicts a bumbling Rhys Darby mistaking muso Ed Sheeran as the culprit for keeping New Zealand off world maps, before kiwi director Peter Jackson comes to the rescue with a highly dubious Middle Earth Map.

Watch the full version of the second installment **HERE**.



## Jetstar free return

JETSTAR has announced the return of its Return For Free promotion.

The offer allows customers who book an outbound flight to select international or domestic destinations and a complimentary return flight when purchased by tomorrow.

For further info **CLICK HERE**.



## BOOKING GROUP TRAVEL TO CANADA AND USA?

Speak to Air Canada Groups.

Air Canada offers non-stop flights from Sydney, Brisbane and Melbourne to Vancouver, where your clients can enjoy smooth connections to over 120 destinations in North America. To enquire about group travel with Air Canada contact us at [groups.au@aircanada.ca](mailto:groups.au@aircanada.ca).

\*Daily flights from Sydney and Brisbane to Vancouver, and up to 4 flights per week year-round from Melbourne to Vancouver.



A STAR ALLIANCE MEMBER



AIR CANADA

**CLICK HERE**  
to download our  
Groups Guide

## Royal welcome at Kingfisher



Photo: Penny Bradfield, Auspic

**THE** team at Fraser Island's Kingfisher Bay Resort are still on a high after this week's royal visit by the Duke and Duchess of Sussex, which brought enough international attention to crash the property's website.

"Our team had been working in secret behind the scenes for two months with the Queensland Government, Federal Police, and Palace officials to organise the getaway to Fraser Island for the Duke and Duchess of Sussex," said David Hay, General Manager of the resort.

"We strive to treat all of our guests like royalty, but it's a very special day when you have royalty arriving on your doorstep."

The resort, part of the SeaLink Travel Group, had more than 130 media on site for the visit including a live broadcast team from the *Today Show*.

"Harry and Meghan were both

friendly and down to earth, and Fraser Island's wild landscapes and laid-back charm suited them perfectly," said Hay.

"They were able to escape from the press and have a night of privacy, tucked away in a secret location within the sprawling resort grounds."

The resort is now working to capitalise on the publicity surrounding the visit.

"Our website crashed on Mon as a result of the increase in visitation - most likely due to the live rolling national coverage from the island on the day, and the change of schedule with Meghan's pregnancy meant she didn't tour the island but relaxed at our resort, which all of the media reported," said Hay.

**CLICK HERE** for a behind-the-scenes video from Kingfisher Bay Resort, and see **FACEBOOK** for more photos.

## Aloha mega famil

**FIFTY** travel agents from Australia and New Zealand will take part in the Experience Aloha Hawai'i Mega Famil from 27 to 31 Oct on the islands of Kaua'i, Maui, O'ahu and the Island of Hawai'i.

Each island itinerary has been crafted to highlight its distinct environment, with reps from each island visitor bureau assisting in putting together the experiences.

Travel agents were required to complete a Hawai'i e-learning module, sell four Hawaiian Airlines Int'l return tickets and register online to go in the draw.

## Viking O'gau cruise

**VIKING** has released a new Danube River cruise/tour, Oberammergau with Salzburg, departing from Munich and disembarking in Budapest.

The 12-day cruise includes the German town of Oberammergau where guests can enjoy a performance of Passionsspiele, the Passion Play.

There are 11 departure dates between May and Sep 2020, priced from \$6,995 per person.

**CLICK HERE** for more details.

## Urzila in Sth Africa

**FOLLOWING** her announcement as South African Tourism's new Australasian ambassador, Urzila Carlson (**TD** 02 Oct) has embarked on a journey across South Africa to bring consumers a series of videos showcasing the destination.

The first in the set of videos follows Carlson from the Kalahari Desert in the Northern Cape to a safari in the Kruger National Park, and sees her immersed in the city of Johannesburg.

The first of the videos can be seen **HERE**.

## Ord Valley Muster

**THE** Ord Valley Muster festival set in Kununurra in the East Kimberley region in Western Australia has announced it will return next year 17 to 26 May.

Over 10 days, the festival will include indigenous culture and dance, foodie event FEASTival showcasing the Ord's food bowl producers, the Gibb River Road Challenge bike ride, a local talent quest and rugby matches.

**CLICK HERE** for more.

## TECHNOLOGY UPDATE

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

### So, you want to sell your business



One of your most important business plans is how you will exit your business.

Earning the best price involves having a clear exit strategy, knowing the price you want and of course, finding a buyer.

But to get that price, and entice that buyer, you must be able to demonstrate what your business is worth to prospective purchasers.

*tramada*®-enabled agencies have a head-start because of the many ways their investment in this industry-leading and secure solution adds value to the sale price.

In addition to being the most widely used solution of its kind (think: deep pool of skilled consultants), *tramada* can quickly demonstrate the financial worth of your business using out-of-the-box reports such as Forward Bookings departure by month; Forward Bookings by consultant, type, status, branch, debtor; Sales Analysis by segment type, branch, domestic/international, booking type, booking source, period, consultant; Profitability Analysis by customer and consultant; and Yield by customer.

Other valuable reports illustrate client loyalty, spend and profitability, and corporate account customer health from outstanding balances by Account/Debtor - even your clients' marketing preferences, travel themes and holiday types.

All these insights and more - including those using *tramada*'s sophisticated business intelligence capability, **connect BI** - clearly illustrate the strengths and value of your business, giving you a competitive edge that buyers pay a premium for.

For more information, contact [sales@tramada.com](mailto:sales@tramada.com) today.

*Susan Enners, Country Manager Australia/New Zealand, Tramada - your technology partner*



## Travel Differently!

The strategy, technology and innovation event for travel industry leaders

4-6 December 2018  
Novotel Sydney Central | Sydney | Australia



## Dubai Tourism Roadshow showcase

**DUBAI** Tourism held a series of events last week in Sydney, Melbourne and Brisbane as part of its roadshow, showcasing a new exciting cultural format, whilst taking the opportunity to thank the travel industry for its support of the destination and reiterating the importance of and its commitment to the Australian market.

Alongside Emirates, 15 partners representing Dubai's Hotels, DMCs and attractions provided updates on new developments of products, while being interviewed by celebrity MC Edwina Bartholomew in Sydney, Gorgi Coghlan in Melbourne and Sofie Formica in Brisbane.

A 30-minute interactive cultural session was provided by Moeen Murad from the Sheikh Mohammed Centre for Cultural Understanding (SMCCU) which allowed agents to ask any question on Dubai's culture and address any

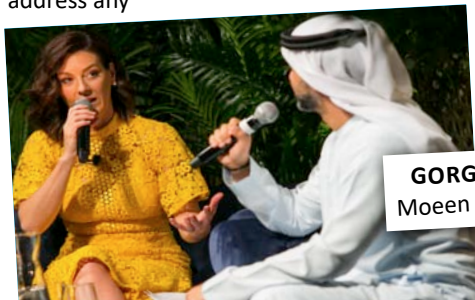
misconceptions.

With a key focus on extending the length of stop-over in the destination and the continual evolvement of Dubai's product, an update was provided on new attractions which have opened in the last 12-18 months including; La Mer, Al Seef, Dubai Frame, La Perle, Dubai Opera, Ethad Museum, Xline at Dubai Marina, VR Park Dubai Mall and the QE2.

New developments opening in the coming months include Bluewaters Island – Ain Dubai, the largest observation wheel, and Caesars Palace – as well as Dubai Historic District, Dubai Creek Harbor, Dubai Creek Tower, Museum of the Future and Six Flags.

More pics at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

**GORGI** Coghlan interviewing Moeen Murad from SMCCU.



**EMILY** MacDonald, Dubai Tourism, Edwina Bartholomew and Tim Harrowell, Emirates.



**MELBOURNE** agents with Gorgi Coghlan.



**EDWINA** Bartholomew and Moeen Murad from the Sheikh Mohammed Centre for Cultural Understanding.



**TIM** Harrowell, Emirates; Emily MacDonald, Dubai Tourism; Julie King, Julie King & Associates; Tim Sheppard, Emirates; and Sheree Pekovich, Julie King & Associates.



**THE** Dubai Delegation at the Sydney Roadshow.



**THE** Dubai Delegation at the Melbourne roadshow.



**THE** packed house at the Sydney Roadshow.



**SHEREE** Pekovich, Julie King & Associates with Emily MacDonald, Dubai Tourism and Leonie Brennan, Emirates.



## CORPORATE UPDATE

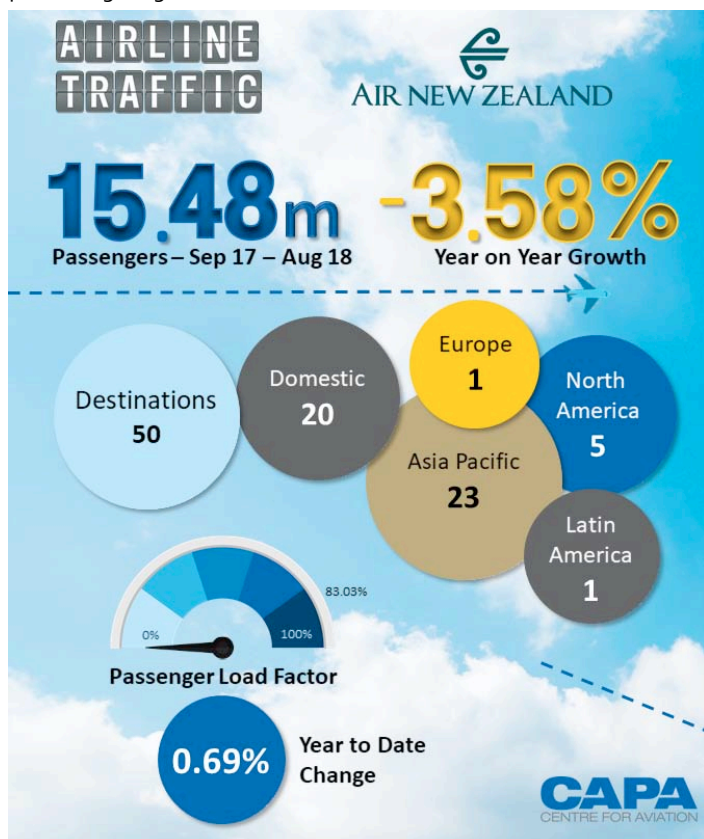
### CTM on track for growth

**CORPORATE** Travel Management is now the sixth biggest travel manager in the world, with the company's CEO Jamie Pherous this week confirming expectations of "material growth this year". Pherous was one of the keynote presenters at the TravellIQ conference in Sydney, and despite rapid expansion in recent years noted that there was still plenty of room for further upside, with

CTM still comprising less than 0.3% of the US market. With global TTV exceeding \$6 billion "we haven't even touched the sides," Pherous said. He highlighted key aspects of the CTM structure, including alignment of staff remuneration to client objectives rather than profit, and technology hubs across the globe where systems can be rapidly adapted to local needs to help win & retain clients.

## CAPA INSIGHTS

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



**IN THIS** week's CAPA Insights, we take a closer look at passenger traffic in the South Pacific, with a special focus on New Zealand's flagship carrier, Air New Zealand. The airline has seen a 3.58% reduction in passengers for the 12 months ending Aug 2018 and totalling 15.48 million. Despite the reduction, passenger numbers grew by 5.29% when comparing Aug 2018 to Aug 2017. Passenger load rates were steady at 83.03, up slightly by 0.69%. Air New Zealand plays an important role across the Tasman, with the carrier making the largest percentage of market share between Australia and New Zealand at 34.8%.

## CORPORATE CHATTER

with Kim Wethmar

### More than nice to have

**VALUES** and culture are often seen as the "nice" things an organisation stands for and how they treat their people. Yet, in the travel industry where each TMC offers similar roles and remuneration, values and culture really become an organisation's point of difference.

So how do you create an authentic culture, with engaged people holding your company values as guiding principles in every interaction? With initiatives such as RUOK? and Mental Health Week gaining increased awareness, it has never been more important that we look after each other (incidentally, this is one of TravelEdge's values).

Whether through a simple check-in with a colleague, accessing EAP for support or advice, or small acts of kindness, these actions acknowledge your people and reinforce their importance not just as an employee, but as a valued person. Recognition is just as important. Introducing a multi-level recognition program, demonstrates to your people they are valued, and we have found

these peer to peer nominations have really changed our culture.

Team members are constantly on the lookout for colleagues with the concept of "catching people doing the right thing". At TravelEdge, these nominations culminate in monthly Legend award winners and all monthly winners are in the running for our annual CEO Award for Excellence, which is not only an incredible accolade, but the winners also get to attend a very special adventure trip. But how can the impact of values and culture be measured? Smiles on your people's faces is always a great start, or check-ins

during one-on-ones. However a confidential engagement survey, such as Gallup, allows for very insightful data to truly understand how your people are feeling and pinpoint areas for improvement. Due to the great success of these surveys we have implemented them quarterly, and with our staff retention rate of 98.4% - we know we are on the right track!

So when it comes down to it, values and culture really are more than "nice to have's", they are integral to looking after people.

“  
These actions  
acknowledge your  
people and reinforce  
their importance not  
just as an employee,  
but as a valued person  
”



Kim Wethmar is Chief Executive Officer of TravelEdge, Australia's largest privately owned travel management company, offering a full suite of services that covers corporate travel, in-house travel management solutions, academic services, events and groups.

### Meetings to grow

**THE** global meetings industry has "bounced back and settled into a new normal of steady and stable growth," according to a new report from American Express Meetings & Events.

The Amex GBT offshoot said next year global meetings activity is expected to grow, with small increases in budget allocations.

In Asia Pacific the report found planners are striving to "do more with less," with costs rising faster than budgets so "second-tier destinations" are being selected - [amexglobalbusinesstravel.com](http://amexglobalbusinesstravel.com).

### Delta One Suite to Sydney from Apr

**DELTA** Air Lines yesterday confirmed the starting date for deployment of its new Delta One Suite on the Los Angeles-Sydney route (TD 31 Jul), with the new product online from 18 Apr 2019.

The upgraded Boeing 777-200ER aircraft will also feature Delta Premium Select, the carrier's new premium economy cabin, along with other interior upgrades including the widest Main Cabin seats in DL's international fleet.

More info at [delta.com](http://delta.com).

## Brisbane makes good TIME



**BRISBANE'S** Travel Industry Mentor Experience (TIME) community gathered at the Oakwood Hotel & Apartments in Fortitude Valley last week to enjoy drinks, canapes & a lively industry panel moderated by Travellers Choice's Kim Tomlinson.

The panel, which consisted of Savenio's Andrew Challinor, Virgin Australia's Charles Morley, and industry figure Brian Egan, touched on topics such as the changes and challenges that are occurring, & included "intriguing" references to the 1970s.

"Anyone who thinks that

mentoring is boring, simply hasn't been to a TIME function," said TIME Founder Penny Spencer.

"TIME is a not-for-profit organisation with a single, unwavering focus: to develop the next generation of travel and tourism industry leaders within a mentoring and peer collaboration environment."

**Pictured is:** Andrew Challinor, Savenio; Charles Morley, Virgin Australia; Jamie Swan, Singapore Airlines; Emily Warbrick, Snowscene; industry legend Brian Egan; and Kim Tomlinson, Travellers Choice.

## 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)

Book more than four nights at Thailand's **InterContinental Samui Baan Taling Ngam Resort** between Nov and Jan 2019 and receive personalised butler service, daily buffet breakfast for two, 20% off food, beverage and laundry, plus access to Club Privileges on Suites and Villas - **CLICK HERE**.

Trade have access to a "Stay 3, Pay 2" deal at **The Legion Seminyak**, valid for stays until 20 Dec. Rates start from US\$340 per night, and include a range of extras such as a welcome drink and daily breakfast.

The **Oberoi Bali** is offering a "Super Saving" rate of US\$1,725 per room when booking a five night stay in a Luxury Garden View Room. Included is breakfast for two plus return airport transfers - email for info **HERE**.

Guests are invited to "Take a Mate for Free" on **Blue Lagoon Cruises'** seven-night Escape to Paradise cruise. The deal is available to book until 30 Nov, and includes travel on 30 Nov, 07 Dec and 14 Dec - more **HERE**.

The **Metro Advance Apartments & Hotel** in Darwin has launched a Kids VIP Play & Stay package for bookings in the Two Bedroom Family Apartment. Priced from \$194 per night, the package includes breakfast, a kids' teepee chill out corner, toy box, DVDs, plus a kids' take home bag filled with snacks, drinks and an activity pack. **CLICK HERE** for info.

### Royal boost for Qld

**A QUEENSLAND** tourism campaign featuring Prince Harry and Meghan Markle has reached more than 3.9 million people in the UK in its first four days.

"Today's figures prove this campaign has got off to a flying start," said Qld Premier Anastacia Palaszczuk.

"Thanks to the Duke and Duchess of Sussex's visit to Queensland, images of our beautiful state are being beamed into millions of homes."

The recent royal visit to Bundaberg is believed to have generated an estimated \$3.5 million for the city's economy and \$6 million statewide.

### MU for analyser

**CHINA** Eastern Airlines has become the first carrier to adopt Sabre Corporation's Strategic Fare Analyzer, a new tool designed to assist airlines in evaluating different fare strategies and their estimated impacts.

"Sabre's Strategic Fare Analyzer allows us to be proactive in our fare setting strategy, generating increased revenue and ultimately helping us to meet our business objectives," said China Eastern GM of Revenue Management Yang Chunfei.

The new product was developed by Sabre Corporation in close collaboration with its pilot client, China Eastern.

## PRINCESS ACADEMY

CLICK HERE TO LAUNCH ACADEMY



### AIM HIGH TO REACH THE SKY!

AND UNCOVER THE SECRETS OF SKY PRINCESS®

### MAJOR PRIZE:

7-night Mediterranean cruise, in a Balcony for 2 on Sky Princess® and AUD \$5,000 EZair credit

### MINOR PRIZE:

Win one of 15 AUD \$200 Visa Gift Cards

BECOME A COMMODORE BY 23 DECEMBER 2018, 11.59PM AEDST, FOR THE CHANCE TO WIN!

Conditions apply see [www.onesourcecruises.com](http://www.onesourcecruises.com). Open to AU/NZ res. 18+ employed as travel agent for WLCL registered agency at time of entry/publication & registered with Princess Academy with a rank lower than 'Commodore'. Max 1 entry p/person. Cruise 27/10/19-3/11/19. NSW LTPS/18/27872, ACT TP18/01756, SA T18/1605.

#### EDITORIAL

**Editor in Chief and Publisher** – Bruce Piper

**Managing Editor** – Jon Murrrie

**Editor** – Jasmine O'Donoghue

**Contributors** – Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, 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)

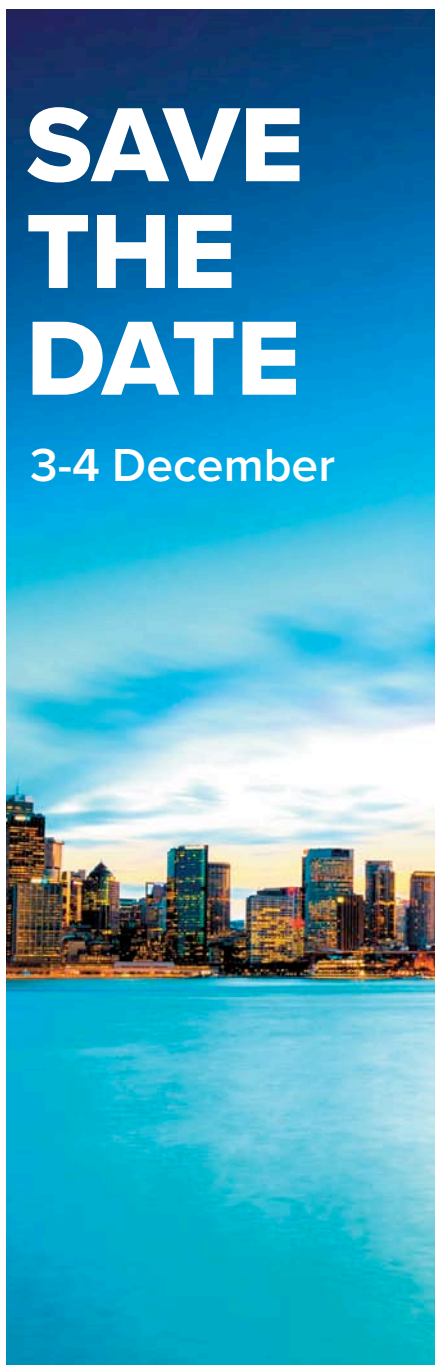
Travel Daily operates by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).



# SAVE THE DATE

3-4 December

**CAPA**  
CENTRE FOR AVIATION



The CAPA-ACTE Global Summit & Corporate Lodging Forum will be returning on 3-4 December. With more insightful content and exciting new formats including innovative learning labs and tech studios, it will reinvigorate your conference experience. Be part of the be the largest gathering of corporate travel executives in the southern hemisphere. **Early Birds on sale now!**

[LEARN MORE](#)

3-4 December, Sydney

[sydney18.capaevents.com](http://sydney18.capaevents.com)

**INFORM. CONNECT. INSPIRE.**







*Working in partnership with the Australian Travel Industry*

### Team Leader

**Sydney, Salary + Comms + Bonuses, Ref: 3157AJ1**

A well established and highly regarded retail travel agency now has an opportunity for an experienced Team Leader / Store Manager to lead the existing team of friendly and experienced consultants to new heights. This is an ideal opportunity for any experienced Team Leaders looking for an exciting new change of scenery or an experienced consultant looking to take the next step in their career and make this role their own. Look forward to a competitive Salary + Commission + Perks!

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

### Online Travel Consultant | M-F Only!

**Melbourne, \$55k + Super, Ref: 3716JP1**

If you're ready to take a step into the future and work in online travel this is the role for you. You will be starting on a 12 month maternity leave cover with a chance to move to a permanent position within the company upon completion. You'll be working for an award winning travel agency taking care of booking all their high end packages. You'll be given a great base salary as well as enjoying the Monday to Friday role in a supportive team environment. Move with the future of travel!

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

### Sales Team Leader |Travel Specialist – Japan

**Brisbane, \$45-55k + Bonuses, Ref: 2021AW5**

If you have lived, worked, visited or SOLD Japan – this role is for you! This is a Sales Leadership position, where you will be responsible for designing and selling Japan holiday packages. And ensuring that your team efficiently works towards their KPI's! Ensuring all of our customers have the best possible holiday experience, this is your chance to join a young and dynamic international travel company and lead their team to success! Travel Managers | Team Leaders - APPLY NOW!

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

### Travel Consultant | Looking for FT or PT?

**Gold Coast, Competitive Salary, Ref: 1341CGA1**

A rare opportunity has just opened in the Gold Coast for an experienced travel consultant to join a great team. A healthy work life balance is paramount and therefore you can look forward to enjoying 3 days off a week in addition to a friendly work environment. The store is in an ideal location with plenty of foot traffic, leading to potential to exceed targets, I am looking for a talented travel specialist with a repeat client base and strong geographical knowledge worldwide.

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

### Travel Reservations Manager

**Sydney, Salary to \$75k + Super + Bonus, Ref: 3470PE3**

This is an exciting time in my clients' business and they are currently looking for an experienced Reservations manager to head their busy reservations team. If you are currently a team leader this is Roll up your sleeves, ready to work shoulder to shoulder in a startup environment then this is the opportunity for you to take your career to new heights, you need to be confident, Energetic & friendly + Ready & excited to take on the challenges & be rewarded within a rapidly growing company.

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

### Wholesale Consultant – Scandinavia/Europe

**Melbourne, Base + Comm, Ref: 3707JP1**

If you're an experienced Travel Consultant looking for your next step away from face to face selling and you have an undying love of Scandinavia and Europe this is the perfect role for you. In this role you will be assisting Travel Agents with booking amazing unique itineraries for their clients. In return for your efforts you will be rewarded with a good base salary plus bonuses and commissions. You'll also enjoy working for a company and in a team that will support your career growth.

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

### Marketing Executive | Digital & Online

**Gold Coast, \$55-65k + Super, Ref: 1337CGA1**

Working within an award winning dynamic travel company in the Gold Coast, you will be an experienced marketing executive that loves working within a great team to support the larger function. You should be someone who is creative and enjoys thinking outside the box. Your role includes looking after the international market in social media promotions, sending out EDMs & online brochure distribution. Fantastic new challenge to embrace is for someone who specialise in online marketing.

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

### Corporate Travel Consultant

**Perth, Up to 70k + Super, Ref: 9923JB1**

Our client is seeking an experienced Corporate Travel Consultant for their office in Perth CBD! You will have the ability to organise and book business travel arrangements whilst delivering an unparalleled level of client care. You will ideally possess a background in corporate travel, have strong experience using a GDS (Sabre or Amadeus preferred) and be able to work autonomously. The role is Monday to Friday and the successful candidate will enjoy a competitive base salary.

For more information please call Jacqueline on (08) 6365 4313 or click [APPLY](#) now.



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**