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(03 - 09 September)

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2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

WEEK 2

(10 - 16 September)

1ST PRIZE

2 x return Economy class tickets to Hong Kong (15 to giveaway)

2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

WEEK 3

(17 - 23 September)

1ST PRIZE

2 x return Economy Class tickets to New Zealand (15 to giveaway)

2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

WEEK 4

(24 - 30 September)

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2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

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Simply sell and ticket any Virgin Australia (795) operated flights to New Zealand or Hong Kong, or Virgin Australia marketed flights to USA, operated by Virgin Australia or Delta Air Lines from Australia, during the Promotion Period (03 to 30 September 2018) for travel between 06 October 2018 to 12 December 2018, and 23 January 2019 to 04 April 2019 for Hong Kong and USA, and for travel 01 November 2018 to 04 April 2019 for New Zealand, and enter the below OSI entry into the GDS at the time of PNR creation:

Sabre: 3OSI VA VAIN VA/postcode/Agent's first name and last name/personal work email address

Galileo: SI.VA*VAIN VA/ postcode/Agent's first name and last name/personal work email address

Amadeus: OS VA VAIN VA/ postcode/Agent's first name and last name/personal work email address

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*Entry is open to Australian residents aged 18 years or over who are employed as a travel agent at a travel agency office located in Australia, have a valid individual work email address (generic agency or shared email addresses are not valid) and use a GDS to make bookings, excluding online travel agents and their employees (Entrants). The Promotion commences at 00:01 am AEST on 3 September 2018 and ends at 11:59pm AEST 30 September 2018 (Promotion Period). To enter, Entrants must during the Promotion Period book and ticket any new International (New Zealand, Hong Kong and USA) flight ex-Australia, marketed or operated by Virgin Australia and made on Virgin Australia (795) ticket stock with the first sector departing from an Australian port (ex-Australia) for travel between 06 October 2018 to 12 December 2018, and 23 January 2019 to 04 April 2019 for Hong Kong and USA and for travel between 01 November 2018 to 04 April 2019 for New Zealand, New Zealand and Hong Kong flights must be operated by Virgin Australia. USA flights must be marketed by Virgin Australia, operated by Virgin Australia or Delta Air Lines (Eligible Booking). Exclusions apply, see full terms and conditions at virginaustralia.com/140chances. Entrants must enter the applicable OSI entries in their employer's applicable booking system at same time of PNR creation for the Eligible Booking. Each Eligible Booking must be unique to an individual travel agent. There are 35 x weekly winners each week for 4 weeks (total 140) for the Entrants with the highest ticketed revenue for Eligible Bookings made during the week (calculated in Australian dollars) made during the Promotion Period. Entrants will only be eligible to win two (2) Weekly Prizes during the Promotion. Flight prizes are valid for departure from the winner's closest airport served by Virgin Australia. Flight prizes to New Zealand, Hong Kong and Los Angeles are valid for travel on Virgin Australia operated services only. Flights are subject to Virgin Australia's conditions of carriage which are located on the Virgin Australia website at www.virginaustralia.com. Adrenaline Gift Vouchers are subject to Adrenaline Terms and Conditions. Winners will be notified by 15 October 2018 by phone or email by a Virgin Australia representative. The Promoter is Virgin Australia Airlines Pty Ltd (ABN 36 090 670 965) of registered address 56 Edmondstone Road, Bowen Hills, Queensland 4006.
*Price is based on ex MEL including taxes.

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Basham on the road

BACK-ROADS Touring Co country manager Dennis Basham has announced plans to leave the company at the end of this month to pursue "a new challenge".

The high-profile chief of Flight Centre's small-group touring brand has led Back-Roads for "two record UK/Europe seasons" and oversaw the launch of a new Asia program.

While his next move has not been announced, Basham said he planned to remain within the travel industry.

He was previously gm Australia for Scoot and national product manager for Virgin Aust Holidays.

Virgin giveaway

VIRGIN Australia is offering travel agents 140 chances to win flights to New Zealand, Hong Kong and Los Angeles, or vouchers for adrenaline activities.

For details on how to take part, see today's **cover page**.

Travel pay packets slip

EXCLUSIVE

AUSTRALIA'S travel industry workers have lost ground amid stagnant pay rates nationally, with almost half missing out on a pay rise in the past year and average incomes slipping slightly.

This year's annual **Travel Daily/ travelBulletin** salary survey shows the travel sector has suffered the same low wages growth that has impacted other parts of the economy, with 49% of respondents getting no pay increase in the past 12 months.

Although 46% had an increase, about 5% were hit by a pay cut,

leading to an overall 2.2% drop in total incomes, which averaged \$70,372 including bonuses.

This year's survey examined the responses of 1,300 people working in retail, wholesale, aviation, corporate, cruise, MICE and travel technology companies.

Conducted by StollzNow Research, the 2018 survey included a comparison of incomes between different agency groups for the first time, which confirmed that Flight Centre staff remuneration is skewed more towards bonuses - with lower base salaries but significant potential for high achievers to earn more.

But on average, there was little difference between agency groups when base salaries and bonuses were combined, the research report found.

See this month's issue of **travelBulletin** for more details or **CLICK HERE** to download.

Calls for compulsory travel insurance

NSW Health Minister Brad Hazzard has called for travel insurance to be made compulsory for overseas visitors in a bid to recoup losses from unpaid hospital bills.

Speaking on ABC radio this morning, Hazzard said the matter would be raised with his interstate counterparts at the next COAG meeting, with the aim of putting a plan to the Federal Government.

"Fair's fair. Of course welcome people to Australia... but what's not wonderful is for taxpayers in NSW to be picking up a net \$30 million in debt a year for visitors using our hospitals," he said.

Hazzard cited recent examples including a man who left a \$250,000 debt after suffering a brain haemorrhage, and another who ran up costs of \$180,000 after breaking his neck.

"Why should taxpayers be left with that debt?" he said.

Today's issue of TD

Travel Daily today has nine pages of news, including a front cover wrap for **Virgin Australia**, photo pages for **Atout France** plus full pages:

- One&Only Wolgan Valley
- AA Appointments jobs



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SQ links with Hotelbeds

SINGAPORE Airlines has announced a new "holiday packaging partnership" with accommodation aggregator Hotelbeds Group, with the alliance to offer Singapore Airlines Holidays-branded packages to SIA customers across the globe.

The move will see the revitalisation of the Singapore Airlines Holidays brand, which was closed down in Australia more than two years ago (**TD** 01 Apr 2016) after being previously run by Wendy Wu Tours, which took over from the now defunct Pinpoint Holidays in early 2014.

Singapore Airlines customers will be able to book dynamically

packaged flights and hotels, with SQ KrisFlyer loyalty miles offered on the total bundle purchased.

Hotelbeds Group will provide a dedicated team, mostly based in Singapore, responsible for promoting the product as well as customer service, pricing and product optimisation.

Singapore Airlines senior vice president of sales & marketing, Campbell Wilson, said the pact "provides our customers with the added option of combining our flights with land content of their choice through a package with the best value.

"With this collaboration, we hope to offer our customers a platform to purchase their next dream holiday by combining SIA's quality in-flight services with a curated list of hotels," he said.

The agreement will see SIA offer combination packages with 170,000 hotels, 24,000 transfer options and 18,000 activities.

The new Singapore Airlines Holidays-branded packages will be made available online progressively to SQ customers in over 20 source markets globally.

AirAsia X boost

AIRASIA X has scheduled significant additional capacity into Australia over the upcoming Dec/Jan peak period.

GDS screens indicate the carrier's Gold Coast-Kuala Lumpur flights will increase from daily to 11 per week, while Perth-Kuala Lumpur will also operate 11 times per week.

Sydney-Kuala Lumpur services will increase from the current 11 weekly flights to a double daily A330-300 operation.

SA funding uplift

THE 2018-19 South Australian state budget has provided \$21.5 million over four years to enable the state to secure more lucrative major events and conventions.

The budget also provides \$4.9 million to support the hosting of major events, along with an additional \$10 million in 2019-20 to invest in marketing SA as a tourism destination

In addition, the development of the Great Southern Bike Trail will be kickstarted with a \$100,000 contribution to fund a feasibility study for a possible cycling trail between Adelaide & Melbourne.

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Travel Daily

Thursday 6th September 2018

W'gong gets flight revival

REGIONAL carrier Fly Corporate will re-establish direct links from Wollongong to Melbourne and Brisbane after the recent failure of rival JetGo (**TD** 04 Jun).

The airline has announced it will launch new services from 12 Nov, with a 6.15am weekday departure from Wollongong to Melbourne's Essendon Airport and a four-weekly 1.55pm departure to Brisbane.

Fly Corporate ceo Andrew Major said the new services would provide direct options for travel from the Illawarra region, as well as giving alternatives to Sydney for travellers heading onward to other domestic and international destinations.

Flights will be operated by Saab 340B Plus aircraft, with launch fares available online from \$199 one way.

"We have chosen to operate this service utilising Melbourne's Essendon Airport given its close

proximity to the Melbourne CBD, lack of airport congestion together with economical car parking and city transfer options," Major said.

"For passengers inbound to Melbourne wanting to connect on to other domestic and international destinations, there is a free shuttle bus connecting Essendon and Tullamarine airports," he said.

FC \$999 RTW fare

FLIGHT Centre has released what it says is a "record low" round-the-world airfare priced at just \$999.

The fare allows travel from BNE, SYD, MEL, ADL & PER to Los Angeles, London and Hong Kong, before returning to Australia.

Flying with Virgin, it is valid for travel on various dates between 25 Feb and 28 Mar as part of a 48-hour sale.

Kansai shutdown to last at least a week

OSAKA'S Kansai Int'l Airport (KIX) will remain closed for at least a week after extensive flooding and damage from the most powerful storm to hit Japan in 25 years.

Typhoon Jebi left 3,000 people stranded overnight at the island airport as runways were inundated and the facility's main access bridge was struck by a wayward oil tanker.

The gateway is Japan's third busiest airport, serving the cities of Osaka, Kobe and Kyoto.

Qantas has issued a waiver for customers who have bookings on its twice-weekly SYD-KIX services until 10 Sep, and is rescheduling passengers on its flights from Tokyo Haneda and Narita.

ANA has waived fees and is allowing cancellation or rescheduling for flights booked until 11 Sep, and has suspended reservations for KIX services over the same period.

GC adds to board

DESTINATION Gold Coast has appointed chief executive and executive chairman of Village Roadshow Theme Parks Clark Kirby to its board of directors.

"As a third-generation theme park boss, Kirby's contribution to the board and to the ongoing success of the destination is highly valued," said Destination Gold Coast chairman Paul Donovan.

Window Seat

A TEENAGE traveller who recently threw herself into the Grand Canal in Venice from a "vaporetto" waterbus to avoid the ticket inspector is an example of why it's important to familiarise yourself with the laws of the city you are visiting.

Her hopes of swimming away from the inspector were drowned by the local police fishing her out of the water and telling her that jumping in Venetian canals was prohibited.

The Telegraph reported that the American tourist was issued with a fine of €450 (\$728), along with another €77.50 (\$125) for not having a bus ticket.

Sometimes the less dramatic approach of coming clean is the better option.

Luxperience revamp

TRAVEL forum Luxperience has announced a refresh of its invitation-only event, with its award winners this year to be announced on the opening night.

After the prizes have been handed out at the Merivale ivy Ballroom, attendees will migrate next door for the "Welcome to Sydney Party" at Merivale's ivy Den and Lounge.

Luxperience will take place 16-19 Sep, providing networking opportunity for luxury operators.

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Marriott expands branded residences

MARRIOTT International has flagged plans to expand its branded residential portfolio by 70% over the next four years. The expansion will involve a global push and is most likely to involve Marriott's Ritz-Carlton, St. Regis, EDITION and W brands. Driving industry demand for branded residences has been a trend toward people wanting to live in mixed-use communities with a rich offering of amenities. "As the number of residential condominium buyers grows globally, Marriott International's well-known brands are ready to welcome them home and deliver a distinct experience," said Marriott International executive vp and global chief development officer Tony Capuano. The Ritz-Carlton brand will lead the push in the branded residence space with 35 projects open and 15 in the pipeline.

Ritz-Carlton NYC

MARRIOTT International and luxury development firm Flag Luxury Group have started construction on The Ritz-Carlton New York, NoMad in the New York City borough of Manhattan. The 250-room, US\$500 million luxury hotel is expected to open in 2021 and will feature 16 branded residences, a fine-dining restaurant, a branded Club Lounge, & spa and fitness centre.

Scandinavia addition

ALBATROSS Tours has launched a new 21-day "Scandinavia, in the Footsteps of Vikings" tour that takes passengers to sights such as Bergen, the Flam Railway, Pulpit Rock, Geiranger and the Lofoten Islands. A saving of \$700 per couple is available for travellers who book and pay their deposit by 31 Oct. Tours depart between May and Sep 2019, for more information, phone 1300 135 015.



THE Travel Industry Mentor Experience (TIME) recently held an event in Adelaide at the headquarters of Bunnik Tours. The not-for-profit group's founder Penny Spencer said the gathering was great to see and ensured the group was not seen as a specialist east coast initiative. "We launched TIME in Sydney in 2009 and the network has really spread its wings in recent years, which is great," Spencer said. "We're thrilled to see TIME events popping up in Adelaide." Presentations on the day included a talk from global operations manager at American Express Global Business Travel Shannon Beresford who

recollected his time graduating from the TIME program in Adelaide and how lucky he was to have Glenyce Johnson, managing director at Peregrine Adventures, as his mentor. "Gaining access to her thought processes, experience and insights as a senior leader, as well as some of the challenges she set me, improved my skillset," Beresford said. **Pictured:** Frank Gatta, state manager SA/NT, Air Tickets; Dennis Bunnik, managing director, Bunnik Tours; & Mark Liebelt, national account manager, Cox & Kings. Applications for the 33rd intake are due Fri 25 Jan, 2019.

Emirates RARE FARES

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The United Kingdom	\$1,299*	\$6,999*
France	\$1,339*	\$6,959*
Spain	\$1,379*	\$6,979*
Greece	\$1,399*	\$7,299*
Germany	\$1,399*	\$6,949*

emiratesagents.com/au

*Advertised fares are for return Business Class and Economy Class travel departing from Melbourne. Prices are inclusive of taxes and surcharges correct as of 24 August 2018, and subject to currency fluctuation and availability. Offer ends 4 October 2018 and is subject to change. Business Class fares are valid for travel commencing between 1 February and 9 September 2019. Economy Class fares are valid for travel commencing between 1 February and 27 March 2019, and 8 April and 31 May. Higher levels apply for other travel periods. Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. Additional travel periods, destinations and fares are available from Adelaide, Brisbane, Sydney and Perth. Further terms and conditions apply. For full terms and conditions, please refer to your GDS, visit emiratesagents.com/au, or call Emirates on 1300 880 599. ^Edinburgh service commences 1 October 2018.

SFO welcomes new Melbourne link

SAN Francisco has welcomed new direct flights from Melbourne following touchdown of the Qantas *Dreamliner* flight QF49 earlier this week.

Taking off from Melbourne every Wed, Thu, Sat and Sun at 9:40pm, the early evening departure gives passengers the opportunity to join connecting flights to a range of north American gateways, including New York, Chicago, Washington D.C., Boston, Nashville and Mexico City.

The return flight QF50 will depart San Francisco at 10pm, arriving at 6:30am two days later and allowing passengers to connect to other Australian cities.

LOT to serve Miami

A NEW nonstop route between Florida and Warsaw has been launched by LOT Polish Airlines, flying passengers from Miami to the eastern European city four times per week.

The route is serviced by a new-generation B787-8 *Dreamliner*.

Mantra music deal

MORE than 300 artists and performers will arrive in Adelaide and Melbourne in 2019 as part of a new partnership between Mantra Hotels and UK-based entertainment operator Nestival.

The guests will perform as part of the Adelaide Fringe Festival and Melbourne Comedy festival, and will stay at Mantra properties across the two cities.

"Mantra Hotels is a perfect fit as we expand our business internationally and we look forward to welcoming performers from around the world to their 'Nests' at the Adelaide and Melbourne Festivals," said Nestival director Becki Linley.

Air Vanuatu specials

AIR Vanuatu has launched a "super sale" on flights to Port Vila and Espiritu Santo, departing Sydney and Brisbane between 01 Feb & 31 Mar 2019.

The sale fares start from \$469 per person return, and are available to book until 31 Jan.

Flights to the cities take off daily from Sydney and four times weekly from Brisbane.

In the last year Erin...

- Experienced cruising on the Mekong and the Rhine rivers
- Invested in her future by undertaking company dedicated specialist training to become a Valued Leader
- Was promoted to Assistant Manager
- Enjoyed nights out with her amazing team
- Helped out at the Adelaide Koala and Wildlife Hospital on company time
- Celebrated her success at a ritzy End of Financial Year awards dinner
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Contiki boosts Europe choice



THE evolution of Contiki's 2019/20 Europe brochure was on trend with some of the bespoke outfits on display at its Legends launch party in Sydney last night.

The popular youth tour operator unveiled a host of innovations to its latest European offering, including a range of additional destinations and a brand new travel style option.



A total of 21 new itineraries across Europe and the Middle East were added to the program, with the addition of an 11-day Israel and Jordan trip the jewel in the brochure's crown.

The journey boasts highlights along the way like travelling across the Wadi Rum desert by 4x4, to exploring the ancient artefacts of Petra in Jordan - priced from \$3,020 per person.

"Every year we look for growth and what destinations are trending via research, and more and more we are seeing more exotic locations popping



up there," said Contiki director of marketing Vanessa Fletcher (pictured top).

"One of the reasons for this is that travel has never been so accessible, 69% of Gen Z will travel overseas by the time they are 16," she added.

A new travel style called Iconic Essentials has also been introduced for travellers looking to stretch their budget further via quad-share accommodation.

"Iconic Essentials only covers the sights which gives travellers the freedom when they get there to spend the money in a way they want on the experience they want to do," Fletcher said.

"It allows us to grow next year and also provides us with a clear differentiation from the other travel styles...we have embedded significant value by partnering with new hostel brands like Generator".

The Legends launch event included a performance from indie artist Liaison.

Pictured inset party guests.

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Applications close Friday 14 Sept 2018. Only successful applicants will be contacted.

Loka and Stray combine



AUSTRALIAN adventure travel operator Loka has officially merged with Stray, a New Zealand-based adventure travel operator,

at a launch event held last month.

Loka will officially transition to the Stray Australia brand on 01 Oct in time for the start of the new season, with changes rolling out through Sep in preparation.

"The team is really excited to reconnect to the Stray brand, with a long history of involvement," said Loka general manager Celia Geddes.

"We see huge potential in creating a multi-regional Asia Pacific brand, which remains locally operated by a dedicated "Straylian" team."

Pictured are Ollie Allum, NZ/AU sales manager; Celia Geddes, AU general manager; Raymond Atchison, VIC sales rep; Darcy Sabourin, NSW sales rep; Campbell Shepherd, AU director; Christine Conaghan, group director; Brett Hudson, group ceo; & Neil Geddes, AU director.

CLICK HERE to view a video about the merge.

Hampton in Dubai

HAMPTON by Hilton has celebrated its Middle East debut with yesterday's opening of Hampton by Hilton Dubai Airport.

The 420-room hotel is located near the Dubai International Airport and offers a rooftop gym with views of the Dubai skyline, a pool and bar, along with a business centre and free wi-fi.



Industry Appointments

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

Christopher McIntosh has joined **Naumi Hotels**, the Singapore-based design hotel group as Regional General Manager for Australasia. McIntosh will oversee Naumi Auckland Airport, as well as the brand's expansion into Wellington and Sydney.

Boutique luxury hotel brand **Emporium Hotels** has appointed Executive Chef **Chris Norman** and Executive Sous Chef (Pastry) **Alex Liddle** to its new South Bank property, with both commencing mid-Sep.

ForwardKeys has appointed **Olivier Ponti** as Vice President Insights to forecast future travel patterns, reveal the impact of events on travel and provide insights into the travellers of tomorrow. Ponti joins from Amsterdam Marketing where he was Research Manager.

Rocky Mountaineer, the luxury tourist train company, has welcomed **Ben Gorman** as Sales Manager, Australia and New Zealand. Gorman joins the company after holding senior roles at Contiki and AAT Kings over the past seven years.

Tourism Whitsundays has appointed **Lauren Barrett** as Publicity and Content Manager. In addition to implementing the PR and digital strategy, Barrett will develop the Whitsundays messaging through the destination accounts, maximise publicity wins, coordinate and oversee media familiarisations, and develop editorial and video.

The **Anam** has welcomed three new senior recruits to the food and beverage team behind the property on Vietnam's southern coastline. The appointments include **Ye Chang Sheng**, Executive Chef; **Wayne Cameron**, Exec Sous Chef and **Vu Thi Huong Giang**, Director of F&B.

After seven years at Jetstar, **Jaclyn Snell** has left her role as Manager Industry Sales Australia & New Zealand. Snell is now Senior Manager Business Development at **Qantas** and will oversee a team of four business development managers around Australia.

NT garden facelift

GEORGE Brown Darwin Botanic Gardens has opened today following a \$9.8 million facelift, with concepts for a new multi-purpose visitor and event centre on display at the Gardens until 09 Sep.

Minister for Tourism and Culture, Lauren Moss, said the centre would offer "all-season conference and event facilities in-line with facilities offered at botanic gardens around Australia".

The new centre is expected to open in Sep next year.

Ecuador deal

CONTOURS Travel is offering savings of \$2,000 per couple on a 11-day Ecuador adventure until 31 Dec.

The highlights include art galleries, museums, and monasteries in Ecuador's capital Quito and a seven-day cruise of the Galapagos Islands on board the 90-passenger *Santa Cruz II*.

CLICK HERE to view the package.

WRD rebrands

UNDER its new ceo, Tess Willcox, World Resorts of Distinction (WRD), has revealed a comprehensive rebrand.

The travel company, which specialises in marketing, PR, social media and design, now has a new brand aesthetic, logo and website to spotlight luxury, sustainable resorts.

"We aim to be a global media empire telling the stories of #worldresortsforschange, encouraging both the industry and the consumer to travel with a positive impact," said Willcox.

View the new website **HERE**.

Ski lift addition

SILVERSTAR Mountain Resort, located in Okanagan in British Columbia, Canada, has just launched its new eight-seater Gondola ahead of the upcoming ski season.

The Gondola is set to increase the skiing time by 3.5 times due to shorter lift queues and a faster ride to the chairlift.

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Complete training by 30 Sep, 2018 to win!
<https://csp.canada.travel/>

AIR CANADA

Chic On Clay at Sofitel Sydney Wentworth

ATOUT France with Roland-Garros, in partnership with AccorHotels, Emirates, Lacoste and La Maison du Thé, organised a Soirée epitomising art de vivre in Paris and its Region.

With 400 guests attending, the gala dinner proved indeed to be a tour de force - to increase the number of Australian travellers to the Paris Region from 560,000 in 2017.



TIM Harrowell of Emirates and Bridie Commerford, AccorHotels.



ATOUT France Director, Patrick Benhamou and TV presenter Catriona Rowntree.



NICOLAS Lefebvre, Director of Paris Tourist Office, and Christophe Decloux, GM of Paris Region, flank Catriona Rowntree.



GUILLAUME Brahimi and TV chef Justine Schofield.



SPARKLING Moët & Chandon Ice Imperial.



SOFITEL Wentworth chef Boris Cuzon, right, with the Alain Ducasse brigade.



Atout France's Soirée Roland-Garros

THE travel industry was given the chance to meet high-profile celebrities at Atout France's lavish Roland-Garros event on Mon.

A VIP-studded guest list included tennis legend Ken Rosewall and Francophile, historian and former Wallaby Peter FitzSimons. Celebrities such as Catriona Rowntree marvelled at the Moulin Rouge dancers and acrobat. Guests also enjoyed a wonderful dinner, "bistronomy" style by Alain Ducasse's brigade, as well as a "sports chic" fashion show by Lacoste.



THE Trafalgar team with Club Med's Rachael Harding (right).



A BIT of coaching from tennis legend Ken Rosewall.



THE Atout France team gives the Eiffel Tower a facelift.



MIKE Tomalaris and group raise their glasses.



MOULIN Rouge acrobat Willy Weldens performs the highlight of his act.



JOHN Veitch, Lorraine Sharp and Derek Morris.



DC sees record Aussie visitors



A DELEGATION from Destination DC recently touched down in Australia to commence a mission to raise the profile of the US city and leverage a record 90,000 Aussie visitors notched last year.

The destination posted an impressive 11.1% growth in Aussie visitation in 2017 when compared to the previous year, a result that Destination DC's president and ceo Elliott Ferguson attributes to diversifying the travel perception of the city.

"The traditional reasons people travel to DC are for things like monuments, museums, The White House, The Capitol Building and although those things are positive, they can also be negative in terms of the perception of DC as being a fun and diverse city," Ferguson said.

"So part of what we do is counter those perceptions by letting people know how diverse the city is, how accessible it is to places like New York, and let Aussie visitors know to diversify their visits because there is so much to do in terms of sporting

events, the retail scene, the food and beverage scene - we are the fourth city in North America in the Michelin Guide."

Supporting this perception drive will be a new advertising campaign launching in 2019 called "Discover the Real DC".

A range of new attractions are set to open next year which are expected to bolster visitor numbers including an expanded John F. Kennedy Center for the Performing Arts opening 07 Sep 2019, and the reopening of Smithsonian National Museum of Natural History's "Fossil Hall" in Jun 2019.

There are also 21 hotels in the pipeline to handle the upswing, adding 4,764 rooms, including the Eaton Workshop opening this month and the Moxy Washington, DC Downtown, opening in Oct.

Pictured: Theresa Belpulsi, vice president tourism & visitor services; Elliott Ferguson, president & ceo; Vanessa Casas, international media relations manager; and Letizia Sirtori, associate director tourism sales.

Win a Mekong river cruise worth \$11,000



This month, Travel Daily and Evergreen Cruises & Tours are giving travel agents the chance to win a river cruise for two in a balcony suite along the Mekong river.

The prize includes an eight-day Majestic Mekong river cruise along with return economy flights from Australia.

To win this great prize, correctly answer the most daily questions and have the most creative answer to the final question. Send all your entries to evergreen@traveldaily.com.au

Q3. True or false: *Emerald Harmony* doesn't go into the centre of Ho Chi Minh City?



PATA Mastercard

THE Pacific Asia Travel Association (PATA) has teamed up with global payments company Mastercard in a bid to strengthen tourism and drive digital transformation through collaboration and mentorship.

The agreement will offer members access to seamless and secure travel experiences "so that they can remain competitive in this ever changing industry", said PATA ceo Mario Hardy.

Woodbridge packs

SMALL Luxury Hotel member Woodbridge on the Derwent in Tasmania has refreshed its packages for guests staying at the hotel from this month.

Bookings include meals & daily activities such as yoga classes, use of electric bikes, and storytelling drinks on Fri nights exploring topics such as the hotel's history.

For more info, [CLICK HERE](#).

Sabre adds Angkor

TECHNOLOGY provider Sabre has selected Cambodian carrier Sky Angkor Airlines to be its preferred global distribution system partner, helping the airline to reach more travel agents.

"Through the distribution of new bookable content on the Sabre platform, our seats will be available to over 425,000 Sabre-connected travel agents worldwide," said Mak Rady, ceo, Sky Angkor Airlines.

Viking on 7TWO

VIKING Cruises is set to feature in 7TWO's series *Mighty Ships* this Sat 08 Sep at 7:30pm, where it will showcase a 15-day journey from London to Scotland and the north-west coast of Norway.

The itinerary will take the ship along ancient Viking trading routes and is a route not previously sailed by the company.

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

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Love being a part of the travel industry, but over consulting? This is an exciting opportunity to become a travel supplier to the TOP CLIENTS in the industry. From cruise companies, to airlines, corporates and more, you will enjoy supplying your premium clients with their next talented employee whilst helping your colleagues find their PERFECT MATCH! As Australia's largest travel recruiter, you will love being part of our fun AA team, earning a top salary.

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OPERATIONS MANAGER
SYDNEY – STRONG PACKAGE

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a great salary and career progression.

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PRODUCT MANAGER
BRISBANE & GOLD COAST – PKG DOE

Are you experienced in developing relationships & have strong negotiation skills? We are looking for experienced Product Managers to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

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SYDNEY-STRONG SALARY PACKAGE

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

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