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## Instant fines for NZ visitors

**TRAVELLERS** who incorrectly complete Arrival Cards after landing in New Zealand will be issued on-the-spot fines of NZ\$400, under new regulations which become effective today.

The new Infringement Notice regime covers a total of 70 offences, and also includes failure to declare tobacco or alcohol over the duty-free limit, or even using a mobile phone in restricted airport or cruise terminal areas.

NZ Customs says the new arrangement covers "strict liability offences," meaning travellers will have "committed an offence even though you had no intention of doing so and there is no criminal conviction".

Non-compliant activity includes refusing or failing to answer questions from a Customs Officer about documents, records

or travel details, importing prohibited goods, or "where the contents of a parcel addressed to you do not match the description on the parcel declaration".

The \$400 fine is consistent with Biosecurity NZ's penalty for failing to declare risk items at the border.

"Fines send a strong message about the importance of protecting the border, and deter people from breaking the rules," NZ Customs said.

The agency also debunked suggestions the new arrangements were "just revenue gathering," claiming that the revenue collected was negligible.

The new arrangements have become effective following a six-month education period to introduce the changes.

### Ghan special deal

**JOURNEY** Beyond is celebrating 90 years of its iconic The Ghan rail service between Adelaide and Darwin with a special three night bonus accommodation offer.

The train will undertake double departures during peak season - more details on the **cover page**.

### Today's issue of TD

*Travel Daily* today has seven pages of news and photos, a front cover page for **Journey Beyond** plus full pages from:

- CZ/Air Tickets promo
- Travel Trade Recruitment

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Sale ends 2 April.

Find out more

**QANTAS** Spirit of Australia

Sale ends 11:59 (AEDT) 2 April 2019, unless sold out prior. Selected routes, travel dates, days and conditions apply.



## Int'l pax growth

**INTERNATIONAL** scheduled pax traffic in Jan was up 4.8% to 4.1m, compared to 3.9m in Jan 2018, according to BITRE Int'l Airline Activity data for Jan.

The overall pax traffic for the year ended Jan was 41.8m, a 5.2% increase from Jan 2018.

The overall seat utilisation percentage inc AirAsia X, China Airlines, Emirates, Qantas and Singapore Airlines pax travelling through Aust ports grew from 82.1% in Jan 2018 to 84% in Jan.

The Qantas group, Qantas Airways, Jetstar and Jetstar Asia, accounted 25.3% of total pax carriage in Jan 2019.

## Virgin Hawaiian deal

**VIRGIN** Australia is expanding its codeshare agreement with Hawaiian Airlines - one of its first partners - providing travellers with greater access to Hawaii.

From 03 Apr, passengers on Virgin Australia flights from cities including Melbourne, Cairns, Mackay and Townsville to Sydney, Brisbane and Auckland will be codeshared with Hawaiian.

Virgin Velocity Frequent Flyer members will be able to earn points on Hawaiian's Brisbane to Honolulu route from 17 Apr, with bookings being taken from 10 Apr, expanding the codeshare

partnership beyond the Sydney-Honolulu route, as well as Maui, Kauai and Kona.

Virgin Australia GM of Alliances, Phil Squires, said the arrangement would also extend to include Virgin-operated routes to Christchurch, Wellington, Dunedin and Queenstown.

"We're pleased to announce an expansion to our existing codeshare agreement with Hawaiian Airlines, one of our first codeshare partners, which means guests of both airlines will now enjoy more opportunities to travel between our wonderful destinations in Australia, New Zealand and Hawaii," he said.

Hawaiian Airlines Regional Director in Australia and NZ, Andrew Stanbury said, "Hawaii is a hugely popular destination with Australians and New Zealanders and we are excited to extend our reach and provide a seamless travel experience to the Hawaiian Islands".

## Rich listers named

**SEVERAL** travel and tourism industry identities featured in a new list of Australia's 250 most wealthy people published by *The Australian* newspaper on Sat.

Highest on the list was Federal Group MD, Greg Farrell, and family, in 33rd position with an estimated \$2.06 billion in assets including Tasmania's Wrest Point Casino, Saffire Freycinet and the Henry Jones Art Hotel.

Another hotelier, Alan Rydge, was in 64th position with a \$1.32 billion fortune including his major shareholding in Event Hospitality & Entertainment which owns the Thredbo ski village and Greater Union cinemas as well as the Rydges, QT & Atura hotel brands.

Consolidated Travel founder Spiros Alysandratos, who is also a major shareholder in Helloworld Travel Limited and several other key travel industry players, was estimated to hold \$1.02 billion in assets, putting him in 94th spot.

Flight Centre's three co-founders also appeared in the list, but their wealth has been impacted by the recent slump in the company's share price.

FLT MD Graham Turner was in 108th spot with an estimated \$872 million, behind Geoff Harris in 99th position with \$940 million, while Bill James' \$595 million put him at 168th.

Corporate Travel Management founder, Jamie Pherous, was 176th on the list, with his estimated \$577 million fortune also impacted by last year's short-selling of CTM shares.

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# CASH OR CABIN

Exclusive Trade Incentive makes a comeback!



## Autumn T&CW out today

THE latest edition of our quarterly consumer-facing **Travel & Cruise Weekly** magazine is out today, full of inspirational stories and exciting new travel products.

This edition has an Asia focus, with a destination spotlight on Singapore, a story on cycling through Indochina and Brian Johnston's report on a river cruise on China's mighty Yangtze River.

Cruise content highlights a range of recently released itineraries to inspire bookings, as well as a showcase of the latest thrills at sea.

Subscribers will receive a link to the magazine later today, and a custom version is available for travel agencies to personalise their own call to action and send direct to clients



- email [jenny@traveldaily.com.au](mailto:jenny@traveldaily.com.au) for more information.

To view the magazine, see [travellandcruiseweekly.com.au](http://travellandcruiseweekly.com.au).

Shanghai - more than just a destination for fake Gucci's, discover why in the April issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**



## Crystal giveaway

CRYSTAL Cruises is giving agents who tune into the next **Travel Daily** and **Cruise Weekly** webinar the chance to win a nine-night Caribbean cruise.

The episode was filmed on New Zealand's Waiheke Island and will provide viewers with a glimpse of a Crystal Cruises Destination Discovery.

Karen Christensen, Crystal's SVP and MD for Australasia will offer insight into the Crystal experience and destinations which the cruise line visits.

The webinar will go live at 2pm AEST on 10 Apr, to register and be in the running to win a cruise, **CLICK HERE**.

## Pherous fix-up

**CORPORATE** Travel Management CEO Jamie Pherous today lodged an amended "Appendix 3Y" with the Australian Stock Exchange covering his shareholding in the trustee company of a superannuation fund owned by his father.

Pherous is one of four directors and a 25% shareholder in Shamiz Pty Ltd, along with his parents and sister, and because the associated Sami Superannuation Fund holds 538,488 shares in CTM, he is deemed to have an interest.

CTM noted he was not a beneficiary of the fund and was not aware his directorship of the trustee gave him a deemed relevant interest in the securities held by it on the fund's behalf.



## Window Seat

**AIR** travel can be traumatic for some, the hassle of getting to the airport, tackling security and finding a passable latte can be time consuming.

However, activities specialists, RedBalloon, had some believing it had a solution to this stressful experience - launching air balloon flights on the busy Sydney to Melbourne route.

With the trip scheduled to take nine-hours (depending on wind) and landings "guaranteed with a 20km radius", it seemed like a better option than flying to Germany with British Airways (**TD** 26 Mar).

Sadly, it turned out the chilly low-altitude flights were just hot-air, dreamt up for an April Fools prank that seemed a little more believable than some of the promises we're going to hear ahead of the Federal Election.

Meanwhile, Contiki was threatening to launch a frightening new service to allow bright young things on tour the chance to share their most intimate moments with their parents, thanks to a live-streaming service.

Travelodge also jumped in with "bedshare", offering up to 50% discounts for guests willing to share 50% of their rooms.



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If you are interested in applying for this role, please send your resume and cover letter to [careers@helloworld.com.au](mailto:careers@helloworld.com.au) quoting your preferred city location.

Only shortlisted candidates will be contacted.

## Agents still key - Phocuswright

A **NEW** analysis of the Australasian market by US travel and tourism research provider Phocuswright has highlighted the importance of offline travel agencies in Australia and NZ, which “remain a critical channel for complex leisure itineraries and packages, in addition to business travellers”.

Phocuswright’s *Australia-New Zealand Travel Overview* estimates that the travel market here grew 5% in 2018, driven by improved performance for airlines, a steady economy, strengthening currencies and increase traveller movement.

Domestic passenger numbers continue to rise, with the report noting that “Qantas is now trying to grow its overall market share by focusing on the small to medium enterprise market”.

Accommodation accounted for 35% of Australasia’s total travel market in 2018 and is forecast to be the fastest growing segment.

Rising domestic business travel is buoying the sector, and demand is growing faster than supply leading to high occupancy levels, the study noted.

The report also looked at car rental, noting that travellers in

Australia overwhelmingly prefer self-drives to cover the country’s vast distances.

The Australasian OTA landscape is dominated by Expedia and Booking Holdings, but traditional travel agencies here “represent serious competition to OTAs”.

The consolidated air market in Australasia restricts the growth - and relevance - of metasearch providers here, Phocuswright said - see [phocuswright.com](http://phocuswright.com).

### Aircalin A330neo

**NEW** Caledonian carrier Aircalin has announced the launch of two new Airbus A330neo aircraft which are scheduled to operate twice a week to Sydney from Sep.

The news makes Aircalin the first airline to operate an Airbus A330neo in the Asia Pacific region, and offers improved fuel economy, quieter engines, and an extra 25 pax capacity than current flights offered on the route - bringing total volume up to 291 seats.

Aircalin will also take delivery of two new Airbus A320neo aircraft in 2020 and 2021, servicing short-haul routes including Sydney, Brisbane and Melbourne.

## Travel at 60 raises \$2.7 million



**QUEENSLAND-BASED** baby boomer-focused media and marketing business Starts at 60 has announced the successful completion of a \$2.7 million capital raising to support the expansion of its Travel at 60 division.

The fund-raising round was led by Seven West Media, with other investors including the Queensland Business Development Fund, Hollard Insurance, QUT Bluebox and several private investors.

Founder and CEO Rebecca Wilson said the additional funding would also allow the company to explore other commercial opportunities “in areas where there is a real need for curated products and services addressing the over 60s”.

Starts at 60’s expansion into

travel over the last year has seen the appointment of Wendy Harch to lead the business (**TD** 20 Jul 2018) followed by the establishment of an online marketplace, travel packaging team and full-service call centre.

Harch said “data shows that more than 80% of the leisure travel spending in the western world is driven by the emerging baby boomer and retiree traveller, so building a scalable travel business is an exciting proposition for our team and for our community, which is really vocal about wanting bucket-list quality holidays from a company they trust”.

Harch is **pictured** above centre with some of the Travel at 60 team, who last week facilitated an almost 100-strong customer group on a Cunard voyage.

## Product Manager

Academy Travel is Australia’s largest small group, culturally themed tour operator located in Sydney CBD. We operate approx 70 tours per year primarily to Europe and USA.

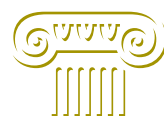
We are looking for an experienced product manager whose key roles are the development and management of itineraries and the delivery of the tour product.

Key skills are the demonstrated ability to effectively negotiate with potential and existing suppliers, strong ability to write creatively for marketing purposes, ability to comfortably engage with suppliers and colleagues at all levels, strong focus on efficiency and time management and the ability to multi task and set priorities.

Travel management experience is essential and significant travel experience to Europe and the USA is desirable.

Our office is located in modern Sydney CBD offices next to Wynyard and hours are Monday to Friday 9 to 5 however we offer flexible working hours and generous working conditions.

For more information please forward your resume to **Stuart Barrie** at: [stuart@academytravel.com.au](mailto:stuart@academytravel.com.au)



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As a Product Manager you will be responsible for sourcing product from a broad range of helloworld preferred partners to ensure network, commercial and marketing objectives are maximised. In addition, the successful candidate will conduct regular supplier review meetings in close collaboration with Marketing, Sales and Contracting teams to ensure activity plans are driving positive commercial outcomes.

You will also be required to identify trends and opportunities in the market to ensure a constant supply of relevant product is sourced, underpinned by strategic supplier initiatives to compliment planned activity.

For more information please click [here](#)

If this sounds like you, send your CV and cover letter to [careers@helloworld.com.au](mailto:careers@helloworld.com.au) today.

Only successful candidates will be contacted.





## Int'l tourism spending up

**CHINESE** tourists were Australia's biggest spending visitors in 2018, accounting for more than 25% of the \$43.9 billion spent by international tourists during the year.

Data from Tourism Research Australia's International Visitor Survey revealed 1.3 million Chinese tourists spent \$11.7b (or \$9,000 per visitor) in Australia last year, up 13% on 2017, while a similar number of New Zealanders were a little more frugal spending \$2.6b (up 4%).

The data also showed internal visitor numbers topped 8.5 million (up 5% on 2017), spending 274 million nights in the country, with the average stay more than 32 days.

Federal Minister for Trade, Tourism and Investment, Senator Simon Birmingham, said the figures showed an increase in international visitors of more

than 425,000 people.

"In the last year we have seen, what is the equivalent to, an extra 1,000 jumbos arrive in our airports," he said.

While Chinese tourism has continued to grow, the latest data noted the growth rate had slowed in recent years.

"However, there was strong growth in Japanese tourist numbers, climbing 8%, with spending up 11% to \$2 billion," Birmingham added.

WA saw the largest rate of growth in international tourism, with visitor numbers up 12.6% in 2018, with spending up 8.2%.

WA Tourism Minister, Paul Papalia, said the latest figures were encouraging.

"We're starting to see improvement, so now is the perfect time to strengthen our international tourism efforts," Papalia said.

**MERCURE** Sydney Int'l Airport has rebranded to Novotel Sydney International Airport today, following the completion of a multi-million dollar refresh.

Working closely with WMK Architects, the hotel has seen an upgrade to its lobby (**pictured**), guest rooms and grand ballroom.

Guest rooms have been refreshed with block out curtains and double-glazed windows.

Additionally, the new design incorporates a botanical theme throughout, with contemporary elements utilising wooden accents, botanical wallpaper and pops of colour.

The hotel's restaurant and

bar concept will feature a new paddock to plate menu, which is set to launch in coming weeks.

"In conjunction with an extensive renovation, we saw an opportunity to further leverage the Novotel brand's presence around the Sydney Airport precinct, and we are excited to welcome guests and showcase the refreshed hotel from today," said GM Novotel Sydney Int'l Airport, Zayne Boon.

Celebrating its new name and look, the property is offering guests \$25 off a night and \$1 breakfast for stays from now to 31 Jan 2020, when booked before 30 Aug.

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## Princess' biggest ever famil



**PRINCESS** Cruises' Sales and Marketing Director, Nick Ferguson and the Princess sales team hosted the cruise line's "biggest ever" agent famil onboard *Majestic Princess* on her last voyage from Sydney to Brisbane at the end of her summer season.

The 180 front-line travel agents from around the country dined at the specialty dining venues onboard including Harmony and La Mer restaurants by Michelin Star Chefs, Emmanuel Renaut and Richard Chen.

"We're gearing up for our

biggest Australian and New Zealand season in history so it's vital that we have many of our travel partners onboard to experience Princess Cruises," Ferguson said.

The cruise comes on the back of Princess Cruises' announcing its Summer Season for 2020-21 with five ships across six homeports and news that *Majestic Princess* and sister ship *Regal Princess* will call Sydney home (**TD** 16 Nov 18).

**Pictured** is the welcome cocktail function, which was held at the Hollywood Pool Club.

## Explore deal

**EXPLORE** has launched a "Chase the Sun" summer sale, offering savings of \$200pp on a range of trips between Jun & Oct.

Highlights include the eight-day Highlights of Turkey trip.

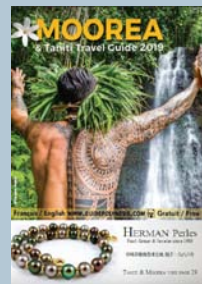
## Air France menu

**AIR** France has partnered with Michelin-starred French Chef, Arnaud Lallement, to offer Business class pax new gourmet dishes from Apr to Jun.

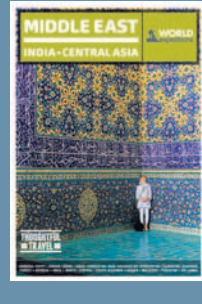
Dishes inc cod and artichokes.

## BROCHURES

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



**Moorea Madness Discounts - Tahiti 19/20**  
The Moorea Madness Discounts on Activities brochure is filled with a variety of offers for hotels including Moorea Sunset Beach, Hotel Kaveka, and Hilton Resort & Spa. The brochure also contains discounts on restaurants, spas and activities such as parasailing, humpback whale watching and scuba diving on Moorea. The discounts are valid until 31 Dec 2020. The destination is located 30 mins on the ferry, or a short flight from Papeete.



**World Expeditions - Middle East, Central Asia, India**  
World Expeditions has expanded its range of overland and active adventure travel experiences in Central Asia, the Middle East & India, launching more than 20 new itineraries including a Ladakh Cycling Epic with Kate Leeming, Karakoram Exploratory with Tim Macartney-Snape and Trans Caucasian treks in Georgia and Armenia. The new brochure contains 76 adventures ranging from guided touring itineraries, such as the Ancient Silk Road Cities – the Five Stans journey to exploring the five former Soviet republics of Central Asia.

## Solstice inaugurals

**CELEBRITY** Cruises' *Celebrity Solstice* expanded its South Pacific offering last week with maiden calls to Samoa and Tonga.

The 2,850-passenger ship made its debut to the Samoan capital Apia on 23 Mar, where guests enjoyed eight hours to explore the harbourside capital and its surrounding regions.

*Solstice* made her next inaugural visit to the Tongan island group Vava'u on 25 Mar, with guests and crew being treated to a traditional performance by dancers on the pier as they disembarked the ship.

The cruise line is scheduled to make a second visit to Apia on 08 Apr 2020, Vava'u on 10 Apr 2020 and Nuku'Alofa on 11 Apr 2020.

## Jordan numbers up

**BOUTIQUE** destination specialist, Greece and Mediterranean Travel Centre is aiming to achieve "another record year for Aussie visitors travelling to Jordan".

The company has reported a 38% increase in travel bookings to Jordan already this year, compared to 2018.

Jordan Tourism Board Area Market Manager for Australia, Dana Kharoufeh said the growth can be attributed to "the country's five UNESCO world heritage sites, the Baptism Site, the Jordan Trail, Jordan Pass, adventure tourism and additional airline capacity into our country".

## Huon's Dark Lab

**THE** Huon Valley will play host to a new tourist attraction, with the Federal Govt & the Tasmanian Govt teaming up with Dark Lab to back a new project to attract more visitors to the region.

Minister for Trade, Tourism and Investment, Simon Birmingham, said the \$1.5m funding commitment from the Federal Govt, in conjunction with \$500,000 from the Tasmanian Govt, for a public art installation in the Huon Valley will help provide "a much needed tourism boost to the region".

## Sun Island 2020

**CROATIA** cruising specialist, Sun Island Tours has released its 2020 itineraries.

The program offers three-, four-, five- and seven-night itineraries departing from Split, Omis, Opatija, Zadar and Dubrovnik.

These include the Wine Cruise, Gay Cruise, Young Professionals (18-39), Young & Fun 18-29, Cycling and Cruise, Hiking and Cruise and the Gourmet Cruise.

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



### NRL R3 WINNER

Congratulations

## GLEN LOWE

from Qantas



Travel Daily NRL tipping competition is sponsored by Emirates, with the top tipper for the season winning flights to Europe.



NSW permit 1759/19/31793 /ACT permit 17-19/02644

## Shangri-la WeChat

SHANGRI-LA Group has announced offline mobile payments are now available for guests in its Chinese hotels using WeChat Pay.

The pay option will be offered at 45 hotels in China by 31 May.

## EK New Africa push

EMIRATES has launched a global marketing campaign promoting the theme of "New Africa", celebrating the work of African disrupters across music, fashion, literature and the arts.

Fronting the campaign series are prominent Africans such as South Sudanese model Shanelle Nyasiase and Nairobi-based musician "Blinky" Bill Sellanga.

## Crystal Getaways

CRYSTAL Cruises has unveiled a new collection of "Crystal Getaways" which depart in 2019 and 2020.

Taking place aboard *Crystal Symphony* and *Crystal Serenity*, the sailings span Central America, North America, Southeast Asia, China, Japan, the Mediterranean and Caribbean.

Itinerary options include five- to eight-night voyages, with earlybird prices leading in at US\$1,515 per person when bookings are made by 30 Apr.

## Sea World show

SEA World has partnered with Australian stunt crew Showtime FMX to create a new ski attraction called Thunder Lake Stunt Show.

The new product features skilled water-ski, jet-ski and BMX riders performing a mixture of stunts, action and comedy on the iconic ski lake.

The multimillion dollar show kicks off today and will run twice daily at the Gold Coast-based theme park.

Call 13 33 86 for more info.

# WIN A TRIP TO AFRICA

This month Acacia Africa and *Travel Daily* are teaming up to give two agents a 14-day Southern African Magic open age Small Group Safari. You can also take a friend for 50% off the tour price.

Visit [www.acacia-africa.com](http://www.acacia-africa.com) for your chance to win a trip to Africa. To win, answer each question correctly and have the most creative final answer. Send your entries to [acacia@traveldaily.com.au](mailto:acacia@traveldaily.com.au)

1. What is Acacia Africa's website address?

Hint: [CLICK HERE](#)

## 50DN Lapland tour

NORDIC travel specialist 50 Degrees North has introduced a new Lapland Circle winter tour to its selection of small group tours.

The 11-day trip above the Arctic Circle is priced from \$6,987 per person and runs from Jan to mid-Mar 2020.

See more information [HERE](#).

## African lion group

&BEYOND, Conservation Travel Foundation by Ultimate Safaris, Singita and Wilderness Safaris have joined forces to launch the Lionscape Coalition - an environmental initiative to help preserve Africa's lions and their landscapes.

Partnering with The Lion Recovery Fund, each operator will make an annual investment to help combat habitat loss, the illegal wildlife trade, & poaching.

## ibis' musical jive

ACCOR-OWNED hotel brand ibis has partnered with Sony Music UK's 4th Floor Creative Group and Spotify to launch The ibis Music Program, consisting of 44 mini concerts staged in ibis hotels across 17 countries.

Further musical activations flagged include in-hotel gigs, the roll out of instruments available to guests in the hotel lobby, and equipping hotel rooms with musical equipment.

## CAAS alcohol policy

THE Civil Aviation Authority of Singapore has announced it will launch a new Airport Alcohol Testing Program to reduce the risk of pilots operating under the influence of alcohol.

Pilots who fail the test face fines of up to S\$50,000 and/or two years' imprisonment.

# AFL

## AFL R2 WINNER

Congratulations

### ALISON CRABB

from Alison Crabb Consulting

Alison is the top point scorer for Round 2 of *Travel Daily's* AFL footy tipping competition. She's won \$100 travel credit courtesy of Expedia.



Travel Daily AFL tipping competition is sponsored by Emirates, with the top tipper for the season winning flights to Europe.



NSW permit LTPS/19/31793 / ACT permit TP 19/02664

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Editor in Chief and Publisher – Bruce Piper

Editor – Jasmine O'Donoghue

Contributors – Nicholas O'Donoghue, Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, Jenny Piper, Christian Schweitzer

[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

#### ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi 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).

CRUISE WEEKLY

travelBulletin

business events news

Pharmacy Daily

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# The Ultimate Entertainment Experience

Incentive Period 18 March – 14 April 2019

The prize includes:

An outbound economy class and inbound business class airfare with China Southern Airlines to London

Our famil group will enjoy fantastic entertainment including a performance by the renowned Bootleg Beatles with the Royal Liverpool Philharmonic Orchestra at Royal Albert Hall and a top West End theatre production

The prizes will be issued based on:

5 places awarded to the agency with the most sales revenue over the campaign period

3 places awarded to the agency with the most sales growth

#### Terms & Conditions:

- Incentive period 18 March – 14 April 2019. Valid on all China Southern Airlines return tickets ex Australia issued on CZ (784) stock via Self Plate or Air Tickets.
- 5 places will be awarded to the agency with the highest eligible sales revenue over the campaign period (one each for NSW/ACT, VIC/TAS, QLD, SA/NT and WA). 3 places will be awarded to the agency with the highest growth in eligible sales revenue compared to the same period in 2018 with minimum sales revenue of \$30k. An agency cannot win more than once.
- Famil prize includes an outbound economy class and an inbound business class airfare ex Perth, Adelaide, Brisbane, Sydney or Melbourne with China Southern Airlines, 4 nights accommodation in London and 1 night in Guangzhou in twin-share accommodation. A ticket to see The Beatles anniversary performance with the Royal Liverpool Philharmonic Orchestra and The Bootleg Beatles and a top West End theatre production.
- Famil winners will be notified by 31 May 2019, for travel on the famil in October 2019. Famil prize is awarded to the Owner/Manager of the agency to then select a winning consultant.
- Infant, cancelled, group bookings and refunded tickets are ineligible.
- Prizes are non-transferable and any FBT implications are the responsibility of the winning agency.
- Sales will be automatically tracked by China Southern Airlines and Helloworld Travel who reserve the right to cancel or alter the conditions of the incentive at any time. This reporting will be final and no correspondence will be entered into.
- Any travel to or from the departure port will be at the expense and arrangement of the winning agency.
- All winners must be an international travel consultant and full time employee of the agency. This incentive is open to Helloworld Travel Branded, Helloworld Travel Associate, Helloworld Business Travel, MTA, My Travel Group, Magellan Travel and Air Tickets customers via Air Tickets only.



中国南方航空  
CHINA SOUTHERN AIRLINES



air tickets

*We are delighted to be nominated in this year's NTIA Awards and would like to ask you to help us become a finalist! It's as easy as voting for us as your favourite agency support service.*

*It will take five minutes to complete:*

VOTE TRAVEL TRADE RECRUITMENT IN CATEGORY 31 :  
**'BEST AGENCY SUPPORT SERVICE'**



<https://www.surveymonkey.com/r/2019NTIAVoting>

**VOTE FOR TRAVEL  
TRADE RECRUITMENT**



### Ultra-Luxury Australian Specialist

Sydney, Up to \$65k, DOE, Ref: 3836PE5

My client is a leading provider of luxury inbound travel arrangements & has unrivalled expertise in delivering tailored tours to groups visiting Australia & the Pacific. They offer bespoke itineraries - from city breaks to multi destination and special interest tours. I am looking for a talented inbound travel specialist to work with this creative travel team, you must have strong Australian tourism knowledge & experience in dealing with Western Markets. Excellent salary on offer.

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

### Sales Representative - Travel Industry

Sydney, Up to \$60k + Super + Bonuses, Ref: 3974JB1

My client is seeking an experienced Sales Representative for the Perth/WA region! The role involves working with existing accounts and also seeking new business. The successful candidate will need their own car and have an office set up available to them. Responsibilities of the role include striving to exceed sales goals, identifying regional trends and implementing strategies to remain competitive in the market and representing the company at industry events in a professional manner.

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

### Assistant Travel Manager | Mon-Fri Role!

Sunshine Coast, \$50-60k + super + coms Ref: 6334AW1

This boutique travel agency, is looking for an Assistant Travel Manager to join, lead, mentor, manage, develop & consult alongside the reservations team. Specialising in worldwide travel destinations, the ideal candidate will be ready to step up to the next stage of their career! Earn BIG \$\$\$, lead & develop travel professionals in this Monday - Friday agency based in the Sunshine Coast! This role gives you the chance to expand your knowledge, gain further experience & fast track your career!

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

### Account Manager

N. Melbourne, \$55k-\$60k + Bonus + Super, Ref: 3730HC12

I am looking for an Account Manager for a leading & reputable company who is passionate about developing relationships in a niche area of travel. This business is going from strength to strength and they are seeking an Account Manager to join their international & domestic travel division to promote their brand to their existing clients. Ideally 1 year experience in account management/business development. Strong Travel consultants will be considered looking to move into this field.

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

### Marketing Assistant | Cruise

Sydney, Competitive Salary, Ref: 7896AJ1

If you have experience within Marketing, have recently graduated within a Marketing focused qualification or would like to move from a Travel based role in to Marketing, this is the perfect opportunity for you! Working closely with the Marketing and Inside Sales team, you will be assist with a number of key functions in order to get Trade Material to market and increase the awareness of your product within the Travel Industry. Work for a world leading and privately owned Cruise company!

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

### Concierge / Upgrades Advisor

Brisbane, \$53k + super + Bonus, Ref: 3426SZ2

Working in a non-traditional, innovative and fast pace office environment, stepping away from the F2F sales, this company has grown from a handful of consultants to over 100 in their Australian offices within the last 2 years. As a Concierge Advisor, your role is to take inbound enquiries from existing customers and work with them on upgrading their current booking (with no additional surcharge) & add more value to their booking which will in turn, create better dollar per file.

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

### Business Development & Account Manager

Brisbane, Circa of \$90k, Ref: 1413CGA1

An exciting opportunity is available for someone experienced within the hotel sector, tourism or travel industry. You will manage existing accounts and have the ability to think analytically to increase revenue and exposure to the business. This role will be both strategic and personable, where the Account Manager must have people and communication skills to build on relationships. Ability to work autonomously without supervision is important in this role. RARE opportunity, APPLY NOW!

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

### Travel Consultant | Boutique Agency

Melbourne, \$40-50k + Bonuses, Ref: 3889MT1

Do you want to work for a boutique travel agency with an amazing tight knit team and earn a great salary with bonuses and have a piece of the business? APPLY NOW!!! This is an amazing opportunity for a 2 year experienced travel consultant to create luxury travel packages for a large client base. You will be working from Monday to Friday with the occasional Saturday. You will also be working towards targets and in turn will be rewarded by earning an uncapped commission structure.

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



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