





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## Alpine Albatross

ALBATROSS Tours is showcasing its 16-day Zurich to Milan Alpine Adventure, with guaranteed departures in Jun and Aug 2020.

The company says over \$1,600 of extras are included in the itinerary expressly designed for the local market - see [page 10](#).



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## Sustainability Summit open

**EXCLUSIVE**

**BOOKINGS** have opened today for the 2020 *Travel Daily* Sustainability Summit, with the event to once again focus on the industry's ongoing efforts to ensure the sustainability of the travel and tourism sector for future generations to enjoy.

The second annual Sustainability Summit will take place in Sydney on Wed 22 Apr 2020 - coinciding with the 50th anniversary of Earth Day.

"The Business Publishing Group is proud to be providing a forum for the travel industry to gather for a day focusing on the future," said GM Christian Schweitzer.

"Many companies in the sector are already working hard on sustainability, so we wanted to provide a respectful, positive environment to discuss what we can all do better," he added.

The Summit will feature keynote presentations from a range of industry leaders, as well as panel sessions and plenty of networking opportunities to share best practices within the industry.

Confirmed speakers include Qantas Future Planet &

### Today's issue of TD

*Travel Daily* today has nine pages of news, a photo page for **Express Travel Group**, plus full pages from:

- Albatross Tours
- Travel Trade Recruitment
- Tourism Ireland

Sustainability Senior Advisor, David Young; Ruwan Peiris, InterContinental Hotels Group COO who oversaw the recent sustainability-focused upgrade of Hayman Island; Naomi Ages, a former senior political strategist with Greenpeace International who recently relocated to Norway from the USA to become Hurtigruten Cruises' Head of Sustainability; and Karsten Horne, CEO of B-Corp certified Helloworld member Reho Travel.

Sponsors at this stage include Intrepid Travel, Qantas, Globus, Hurtigruten, The Travel Corporation, G Adventures, APT, World Expeditions and Ponant, with limited opportunities remaining to take part - for a full prospectus email us at [summit@traveldaily.com.au](mailto:summit@traveldaily.com.au).

Individual tickets as well as tables of eight can be booked online [HERE](#) - for more info see [sustainabilitysummit.com.au](http://sustainabilitysummit.com.au).

## McLaughlin to ILTM

STEVE McLaughlin has been appointed to a new role promoting International Luxury Travel Market (ILTM) in Australia.

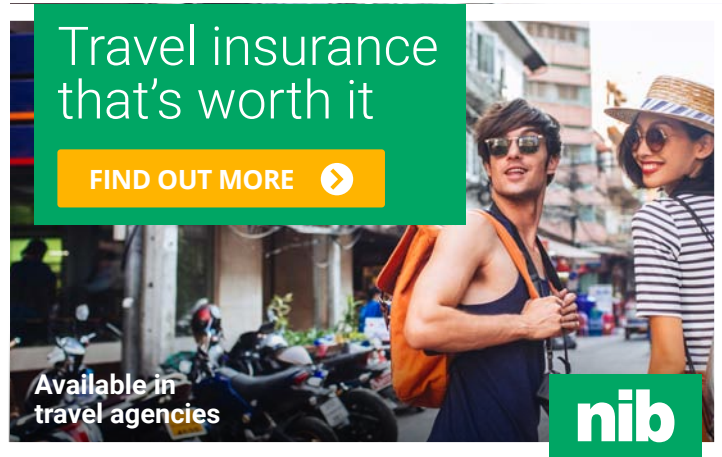
His cruise-focused career has included previous roles with Orion Expedition Cruises, Lindblad - National Geographic Expeditions, Ponant and most recently VP of Sales for Oceania Cruises in Australasia.

## Webjet shares leap

**SHARES** in Webjet jumped more than 6% to \$12.37 this morning, after the company downplayed speculation it is the subject of a takeover offer.

CEO John Gucsic issued a statement saying, "from time to time we consider acquisition interest in the business".

"Should a proposal be received that was compelling and certain, the company would put it to shareholders...no such proposal exists at present," he said.



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VIKING IS SPREADING THE CHRISTMAS CHEER WITH 12 CRUISE OFFERS

[VIEW OFFERS](#)



## Check the Causeway

**TOURISM** Ireland is highlighting the country's warm welcome, rich history, enduring legend and "fantastical landscapes" which can be experienced on the Causeway Coastal Route.

More on Ireland's 2020 offerings on the **last page** of today's **TD**.

## Airbnb Zeus deal

**ACCOMMODATION** disruptor Airbnb has invested in US firm Zeus Living, which offers month-long apartment rentals to corporate customers.

Zeus was founded four years ago, and has already hosted about 27,000 clients for a total of 650,000 nights by focusing on executives relocating to new cities needing a fully furnished place to stay.

The Airbnb website will now feature the Zeus portfolio, which comprises over 2,000 properties in San Francisco, Los Angeles, Seattle, Washington & New York.

## IndiGo appoints local GSA

**EXCLUSIVE**

**INDIAN** carrier IndiGo has confirmed the appointment of Airline Rep Services as its new General Sales Agent (GSA) in Australia and New Zealand.

Airline Rep Services is the GSA division of CVFR Travel Group, with CVFR CEO Ram Chhabra noting that IndiGo is India's largest passenger carrier with 248 aircraft and a 47.4% market share.

"The growth and expansion of IndiGo domestically and internationally is unprecedented," Chhabra said.

The move follows the recent appointment of the Walshe Group to represent IndiGo's rival, the Singapore Airlines-backed Vistara, in Australia and New Zealand (**TD** 26 Aug).

Vistara has already rolled out codeshares to Australian ports in partnership with SQ, and there's speculation that IndiGo may be planning to work with Qantas

which has had its codeshare links to India significantly curtailed after the demise of Jet Airways earlier this year (**TD** 18 Apr).

IndiGo Chief Commercial Officer William Boulter said the strategic partnership with CVFR's Airline Rep Services would assist it to "extend our affordable, on-time and courteous and hassle-free services in the region" through strong relationships with consolidators, retail chains and large independent agents.

"Whilst we are not flying to Australia and New Zealand, we anticipate many connecting passengers to our network and look forward to becoming the preferred choice for these markets," he said.

A ticketing and reservation centre in Australia has been established to service the needs of local agents and clients, accessible on 1300 760 170 or [indigo@airlinerepservices.com.au](mailto:indigo@airlinerepservices.com.au).

## Travel Daily on location in Hawaii

Today's issue of **TD** is coming to you courtesy of Norwegian Cruise Line, which is hosting its **NCL Legends** aboard **Norwegian Pride** in Hawaii.

**NORWEGIAN** Cruise Line's top achievers have arrived on Hawaii's Big Island, with *Norwegian Pride's* regular week-long itinerary seeing the ship visit two ports here - Hilo and Kona.

Hilo, on the east coast, features a host of unique Hawaiian architecture as well as spectacular flowers at every turn.

A visit to the region's spectacular national parks is also on the agenda during our all-day visit, followed by an overnight relocation to Kona on the west coast where our Hawaiian adventure will continue tomorrow.



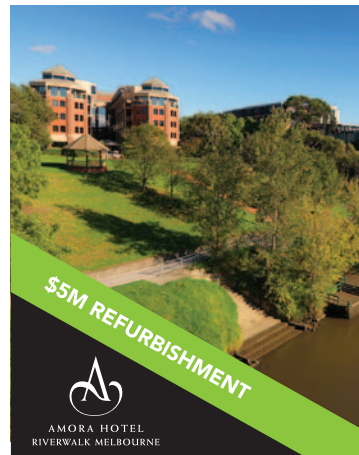
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## FC splits leisure, corporate

**FLIGHT** Centre's creation of new CEO roles for its global leisure and corporate businesses (**TD** breaking news) "underlines our global growth ambitions in both sectors," according to the company's MD, Graham Turner.

Announcing the reshuffle this morning, he said "more and more of our strategic decisions are being made based on business type, rather than being based on geographic considerations".

Turner said having dedicated leisure and corporate leaders working alongside regional MDs to drive strategy would give better oversight, improve efficiency, help capture synergies, and "allow us to take better advantage of global growth opportunities across both sectors".

Melanie Waters-Ryan will move from her current role as Chief Operating Officer to become Flight Centre's global CEO Leisure, while London-based Chris Galanty

will head up corporate operations across the globe.

Waters-Ryan will also be responsible for Flight Centre's in-destination businesses, as well as working closely with leisure leaders in Australia to improve performance in the Flight Centre, Travel Associates and Universal Traveller businesses.

She will also aim to fast-track growth in online, home-based agents and ready-made packages which are "performing well and driving TTV growth but not yet generating significant profits".

New appointments on the global leadership team include Steve Norris as EMEA MD, James Kavanagh promoted to Australia MD, and Charlene Leiss become Americas MD, succeeding Dean Smith who is retiring in Jun 2020.

Turner paid tribute to Smith, noting that under his tenure the Americas had become a "major growth driver for the company".

## QF to launch Chicago flights early

**QANTAS** is set to debut its new non-stop flights between Brisbane and Chicago (**TD** 22 Jul) earlier than previously announced, with GDS screens indicating reservations open for flights effective from 15 Apr 2020.

Previously the carrier had flagged a 20 Apr launch of flights to the new US destination.

Systems also show that QF's seventh weekly Sydney-Dallas/Fort Worth A380 service will commence from 30 Jun.

Both capacity expansions are the result of the recently approved QF/AA trans-Pacific joint business agreement.

**MEANWHILE**, the carrier has also issued a reminder to travel agents that bookings cannot be accepted for Unaccompanied Minors and Young Passengers aged under 15 when the itinerary includes a connection to or from an American Airlines flight.



## Window Seat

**EUROPEAN** lovers of the *Lord of the Rings* franchise no longer need to make the long trek to New Zealand to experience a little taste of Hobbiton after a new Airbnb property opened its (tiny) doors in the county of Donegal, Ireland.

The CroPod, **pictured**, takes its inspiration from the hit movie, and is available to book via Airbnb for £76 - or approximately \$150 a night.

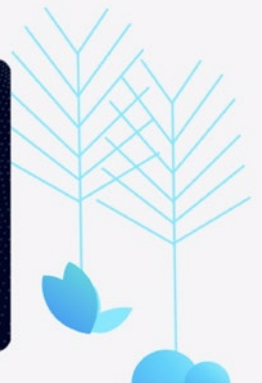
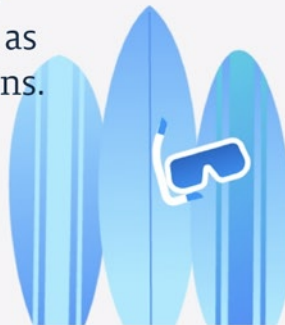
The house sleeps two people, and features a glass doorway and windows overlooking the Atlantic Ocean - how "precious".



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## Paul's discount deal

**PAUL** Gauguin Cruises is offering a series of special end-of-year rates across four of its most popular itineraries, valid to book until 31 Dec.

The deal covers the seven-night Tahiti & Society Islands trip, the seven-night Society Islands & Tahiti Iti journey, the 10-night Society Islands & Tuamotus experience and the 11-night Cook & Society Islands itinerary.

For info, call 1800 251 174.

## Yankee games added

**BROADWAY** Inbound has expanded its portfolio of sports offerings with the addition of tickets to New York Yankees games at Yankee Stadium.

The partnership will provide travel agents around the world with the necessary tools and knowledge to encourage travellers to book Yankees tickets in advance, and help them make the most of their time in NYC.

## Mantra Qld growth

**ACCOR** has expanded its presence in the Queensland market after signing a franchise agreement with Mandala Assest Solutions for its recently purchased Mackay Marina Hotel.

The eight-storey, 79-room hotel will rebrand as Mantra Mackay on 15 Dec, making it the brand's second property in the city alongside the 152-room ibis Mackay hotel.

"Mantra Mackay is one of the best properties in Mackay and this acquisition speaks to our confidence in the city's future and the importance of securing well positioned product in market," said Accor COO Pacific Simon McGrath.



## Splendor makes Aussie debut



**YESTERDAY** saw the arrival of *Carnival Splendor* in Sydney for the first time, with an exclusive group of travel agents welcomed on board to celebrate the moment in true retro-style with an overnight cruise and Rock-n-Glow dance party.

Speaking to the media aboard the ship last night, Carnival's Vice President and General Manager, Australia Jennifer Vandekreeke, **pictured** doing her finest Axl Rose impression, said the ship had been given a number of new bells and whistles to cater specifically for the Australian market.

"It really was a collaborative effort with our operations team

to make sure we brought a ship down to this market that was really going to be bigger, bolder and better than previous Carnival ships," she said.

These new additions include new cafes such as Juice and Java, as well new eateries like the new Indian-inspired Masala Tiger.

Vandekreeke also exclusively revealed the line had inked a partnership with coffee brand Vittoria Coffee, which has seen its baristas trained by Vittoria's staff and coffee beans provided.

Carnival will be soon dedicating two full-time ships to the Aussie market when *Spirit* arrives to service Brisbane from Oct 2020.

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### Tapestry NZ debut

**THE** Tapestry Collection by Hilton is set to launch into Australasia, following the signing of The Modern Christchurch, Tapestry Collection by Hilton.

The hotel, slated to open in the third quarter of 2021, will be located in heart of Christchurch's CBD and will offer guest rooms starting from 34m<sup>2</sup>, as well as a selection of 45m<sup>2</sup> Deluxe Suites.

"As New Zealand's second largest city and the gateway to the country's magnificent South Island, we are confident that the unique Tapestry Collection by Hilton brand ethos and The Modern's stylish and design-led offering will be embraced by both business and leisure travellers alike," said Sean Wooden, Vice President Brand Management, Asia Pacific.

The property will feature a ground floor restaurant and bar, fitness centre, and on-site parking for all guests.

### Endurance floats out

**LINDBLAD** Expeditions celebrated the float out of the latest addition to its fleet, *National Geographic Endurance*, which took place in Ulstein Verft, Norway on Sat.

The ship, which features an X-Bow design for better fuel efficiency and reduced emissions, is scheduled for delivery in Jan 2020, and will debut alongside the cruise line's 2020/21 Antarctica itineraries (**TD** 24 Jun).

### Emirates in Mexico

**EMIRATES** debuted its new daily service from Dubai to Mexico City via Barcelona (**TD** 18 Jul) yesterday, with the Boeing 777-200LR landing at Mexico International Airport at 16.15 local time where it was greeted with a water cannon salute.

The occasion marked the airline's first passenger flight to Mexico, with a range of VIPs and media on board.



**AUSTRALIAN** boutique hotel collection Lancemore has provided a "sneak peak" of its previously announced upcoming property in Melbourne, Lancemore Crossley St, which is scheduled to open in Mar 2020 (**TD** 18 Sep).

Media guests received a "hard hat tour" of the hotel last week, during which they were guided up to the rooftop terrace (**pictured**) to take in the skyline views as Lancemore CEO Julian Clark spoke about the property, which will feature an "onstage-offstage" theme that "fuses art, architecture, theatre and urbanism" and "invites guests to become an insider and retreat

offstage from the busy city environment to the considered spaces of the hotel".

"Being so close to the Theatre District, it was important that the arts and culture were showcased throughout the property to offer our guests a true Melbourne experience," Clark said.

The property will contain 113 rooms, offering five different room types, and "captivating public spaces", including a foyer where a repurposed chandelier will be hung, while the walls throughout the hotel will display "bespoke commissions from emerging artists".

Room rates will start from \$325 per night.



## Explore the spectacular city of Venice

Fly to Venice with Qatar Airways, the World's Best Airline and explore the natural wonders that surround the historic city. From the magnificent Dolomite mountains, where you can go trekking during the summer months and skiing in the winter, to Lake Garda, the largest lake in Italy, make the Veneto region a stunning backdrop to life's great adventures.

Fares per person from\*:

	Economy Class	Business Class
Venice	from AUD 1,239	7,009

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\* Offer valid until 31 December 2019, unless sold out prior. Fares (AUD) quoted above are the lowest adult return prices per person including taxes, fees, and airport charges departing from Melbourne to Venice. Other sale dates may be available. Other sale fares are also available departing from Sydney, Adelaide, Perth, and Canberra. Economy Class fares shown above are for departures from 20 January - 18 March 2020, 22 April - 22 May 2020, and 21 September - 27 November 2020. Business Class fares shown above are for departures from 1 February - 2 October 2020. Fares may vary due to currency fluctuations. Seasonal surcharges, weekend surcharges, and blackout periods may apply. For all other terms and conditions please review at time of booking.

### Girl's only - Kenya

**BENCH** Africa is offering a girl's only adventure in Kenya, with a 10-day ladies-only safari set to depart on 16 Jun.

The escorted tour through the country's Tsavo East National Park, the Masai Mara, Amboseli National Park will provide opportunities to see the country's rich wildlife.

**CLICK HERE** to see the full itinerary, prices start from \$5,495 per person with no single supplement.

### WA Tourism Conf

**THE** Tourism Council of Western Australia is seeking submissions from presenters to speak at its 2020 WA Tourism Conference in Perth.

The event, presented by the Tourism Council WA, Visitor Centres WA, Caravan Association WA, WAITOC, FACET and Destination Perth, will be held between 17 and 19 Aug.

### EVEN more to come

**INTERCONTINENTAL** Hotels Group's wellness-focused EVEN Hotels brand is set for a significant expansion, with 24 new properties currently under development around the world.

The group expects to open its 92-room Even Hotels Denver Tech Center-Englewood on the outskirts of Denver, Colorado, early in the new year, with the 65-key Even Hotels Long Island City expected to launch in mid-2020.

The 120-room Even Hotels Shenandoah - The Woodlands, near Houston, Texas, is also scheduled to be opened by late next year.

In 2021, IHG will open a 250-room dual branded Even Hotel and Staybridge Suites property in Rochester, Minnesota, directly opposite the Saint Mary's Campus of the famous Mayo Clinic.

Even Hotels currently operates 11 hotels in cities including New York, Miami and Seattle.



**DESTINATION** British Columbia (BC) invited 50 travel trade partners to the Australian premiere of the *Great Bear Rainforest* film at the IMAX Melbourne on Mon.

The documentary, narrated by Canadian A-lister, Ryan Reynolds, took the audience on a journey to BC's remote Great Bear Rainforest, a place that has been protected by the region's indigenous people for millennia.

The rainforest, on the Canadian state's west coast, is home to a host of wildlife including grizzly bears, coast wolves, sea otters and the all-white spirit bear.

The documentary will open



to the public at the Melbourne IMAX on 02 Jan.

*Great Bear Rainforest* was presented by Seaspan in association with Destination BC.

**Pictured:** Brooke Rolley, Travelmarvel; Neil Westaway, Air Canada; Tina Paladino, Air Canada and Hannah Wright, APT, and **inset**, Destination BC Manager Australia Joanne Motta.

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## Muse in Hobart

**SILVERSEA** Cruises has celebrated the arrival of its flagship *Silver Muse* into Hobart, marking the first of a number of maiden calls the ship will make during her second, extended local season.

The vessel will sail on a series of itineraries to New Zealand and the Pacific Islands during the season, returning to Hobart three times in 2020.

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

## Pelikin chases 30k

**TRAVEL** card and insurance company Pelikin has revealed it hopes to reach 30,000 users by the end of 2020.

The financial company, which aims to “help travellers handle their money abroad”, states they make travel expenses easier for customers with its travel card.

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

## Trafalgar donates

**TRAFALGAR** has announced it will donate 10,000 trees to support the regeneration of landscapes across the Eastern Australian seaboard, following the recent bushfire crisis.

The donation forms part of the company’s ongoing JoinTrafalgar program, which aims to “Make Travel Matter”.

“With the fires that have devastated Australia in recent weeks, we couldn’t think of a better destination and cause to support this festive season,” said Trafalgar CEO Gavin Tollman.

“By supporting Trafalgar, you are doing your part too.”

## CATO correction

**THE** Board meeting held at The Travel Industry Hub (TTIH) office (**TD** yesterday) was for the Council of Australian Tour Operators (CATO), not TTIH.

## Accor supports

**ACCOR** has voiced its support for the Uluru Statement from the Heart, which calls for a “First Nations Voice” in the Australian Constitution and a Makarrata Commission to supervise a process of “agreement-making” and “truth-telling” between government and Aboriginal and Torres Strait Islander peoples.

The statement references the 1967 referendum which brought about changes to the Constitution of Australia to include Indigenous Australians.

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

## ecruising India

**A NEW** 28-night cruise tour from Western Australia to Delhi is now available to book with ecruising.

The Indian Ocean & Golden Triangle itinerary sets sail from Fremantle on 11 Mar 2022, taking passengers on an 18-night cruise on board *Crystal Serenity* to Mumbai.

Highlights include the chance to snorkel off the Ningaloo Coast, a visit to Bali, and the opportunity to explore Singapore’s popular Hawker’s Markets.

For info, call 1300 369 848.

## SKY orders 10 jets

**CHILE-BASED** “ultra-low cost” airline SKY has signed a Purchase Agreement with Airbus that will see the carrier adding 10 A321XLRs to its fleet.

The agreement will see the expansion of SKY’s network, with the new planes set to fly on a series of international routes.

“This new aircraft fleet will allow us to expand our offer of international and wide-ranging routes, always under our successful low cost model and its extremely convenient ticket prices,” said SKY CEO Holger Paulmann.

The A321XLR is the next step in the A320neo/A321neo family, utilising 30% less fuel.

## ACCOMMODATION

**WELCOME** to Accommodation Updates, *Travel Daily’s* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



**La Maison Hotel** in Saarlouis, Germany has completed a two-year construction program, revealing the addition of 12 new guestrooms and suites in a “striking modern extension”. The rooms are finished with timber panelling and oiled oak floors, each featuring rattan cabinetry, marble basins and Art-Nouveau-inspired tiles in a nod to the property’s 20th Century roots.



World Resorts of Distinction’s **Qamea Resort & Spa** in Fiji has revealed a series of enhancements to its jungle bures, including re-thatching on the outside plus new varnished mahogany floors inside. The resort gym has also had a makeover to

include a newly raised roof for better airflow and floor-to-ceiling windows. The gym’s cardio equipment has also been overhauled.



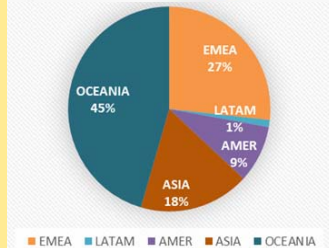
The private island resort of **COMO Cocoa Island**, located in the South Male Atoll in the Maldives, is set to reopen on 09 Jan after a substantial renovation. The update includes a focus on holistic wellness, with the property adding a new pilates studio that takes in 360-degree views over the lagoon. Villas now also feature coral-rock walls and wood, with platforms giving direct lagoon access.

## HOT DESTINATIONS

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TAAP agents booked 1,093 different destinations, across 137 Countries in November. Vietnam, Fiji and Canada saw terrific growth along with USA and Indonesia had a huge month.

The top ten destinations booked last month were Sydney, Melbourne, Brisbane, Singapore, London, Perth, Bali, Tokyo, Adelaide and Gold Coast. Cairns, Auckland, Paris and Canberra were just outside the top 10.

The biggest mover was Bali and Barcelona had a great month for EMEA. Vancouver was a stand out destination for North America. The US in general is picking up but mainly on the West Coast. Regionally, EMEA up to 27%, OCEANIA down to 45%, Asia down to 18% and North America steady at 9% of the transaction mix.

Some of the out of the way destinations included Terengganu Malaysia, Thekkady India, Thunder Bay ON Canada and Sint Maarten Netherlands in the Caribbean. Wherever they’re going, we’ve got you covered.

Expedia TAAP, keep your customers coming Back.



# 20 agents, 6 famils and 11 brands

A GROUP of 20 Express Travel Group agents have just returned from all corners of Europe after experiencing the opportunity of a lifetime thanks to The Travel Corporation, Emirates and Dubai Tourism with TTC Escapes.

Starting with three action-packed days in Dubai, the group enjoyed a Desert Safari, dinner in the desert, explored the underwater aquarium at Atlantis The Palm, enjoyed dinner overlooking the famous Dubai Fountain music and light show, and spent a morning at the Sheik Mohammed Cultural Centre.

The group then split up to explore Egypt with Adventure World Travel, Ireland with Trafalgar, Spain and Portugal with Insight Vacations, Bordeaux and The Rhine with Uniworld, Scotland with Busabout and an adventure across Europe with Contiki.

"A massive thanks to TTC, EK and ETG for a wonderful opportunity to experience Haggis Adventures...I had the best time and experienced a different way of travel which was awesome," said Kim Simpson from Our Travel & Cruise Experts.

"Everything about this trip was truly special and I am forever grateful for the opportunity, amazing experiences and memories made," said Jasmin Riley, Global Work & Travel Co, Asia Pacific.



**DUBAI** Desert Safari.



**THE** Lost Chambers Aquarium in Atlantis, The Palm, Dubai.



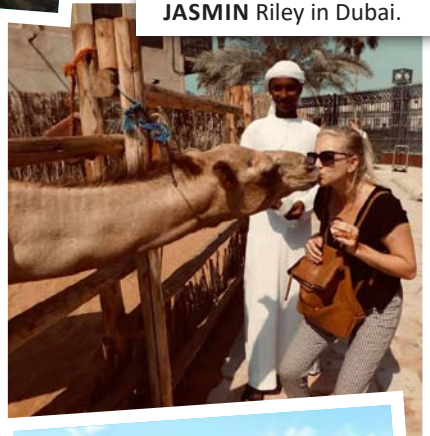
**BUSABOUT** Scotland.



**ENJOYING** some oyster tasting in Medoc.



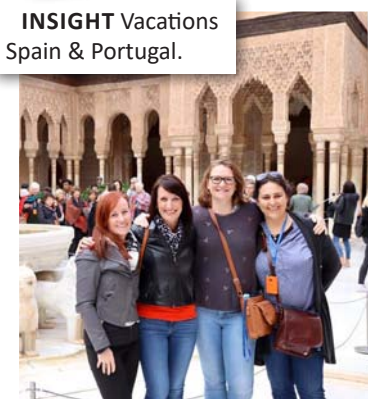
**MOSQUE** visit at Sheik Mohammed Cultural Centre, Dubai.



**JASMIN** Riley in Dubai.



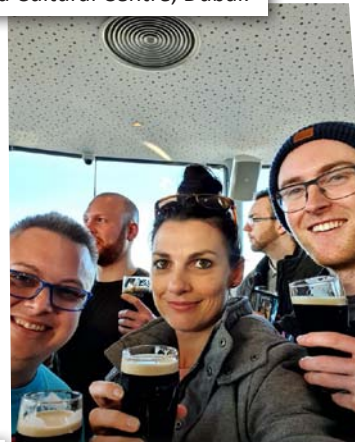
**AW** guide, Colin Rourke, Brie Carter, Lesley Vass and David Swainston - AW Egypt.



**INSIGHT** Vacations Spain & Portugal.



**A VISIT** to the Eiffel Tour was a must-do on Contiki Europe.



**DAVE** Alhauser, Sara Colthorpe & Jeremy Taylor - Trafalgar Ireland.



**ELLIE** Perry - Amerikow Uniworld Medoc.



## NT stadium boost

**NEW** “female friendly” changing rooms at Darwin’s TIO Stadium’s Oval Two now meet the AFL’s Preferred Facilities Guidelines.

The upgraded facilities have been seen as a boost for women’s sport in the Northern Territory, with Tourism, Sport and Culture Minister Lauren Moss saying the Territory Government was committed to women’s sport.

“Great facilities can help increase participation, and female friendly change rooms are the most important addition at any new facility,” she said.

## Race to the cruise

**CAPTAIN** Cook Cruises (CCC) is offering the opportunity to witness the start of the Sydney to Hobart Yacht Race on Boxing Day, while dining aboard the *MV Sydney 2000*.

Guests will be able to take in the pre-race excitement while anchored in Parsley Bay, with live commentary.

The cruise will depart from King Street Wharf No 1 at 10.30am, returning at 2.15pm.

CCC is also offering Boxing Day Race to Bondi and Boxing Day Race Picnic cruises.

## Hawaii and Alohilani uplift



**FOLLOWING** a US\$125 million renovation and rebranding, Alohilani Resort Waikiki Beach has seen an uptick in visitation from the Australian & NZ market.

With the resort having recently hosted guests on the Norwegian Cruise Line 2019 Legends famill for a one-night pre-cruise stay, Head of Area Leisure Sales Michael Troy told *Travel Daily* how the hotel was working to improve stays, particularly from highly valued Oceania guests, and how Hawaii competes with similar destinations.

“A lot of the Oceania audience comes for a long stay,” Troy said. “They’re not going to just stay three or four nights like some of our Asian community, they’re going to stay seven, eight, 10 nights, so we’re trying to package things in a way that it creates value for visitors.

“We’re at the mercy of currency exchange, so all things considered, our goal is to make sure the value of the vacation permeates...if it’s not, then we need to up our game...whether they go to Bali or Thailand or other places we’re competing with, is Hawaii going to be more fit to them based on that value?”

**Pictured** are O’ahu Visitors Bureau Sales Manager Manako Tanaka and Alohilani Resort

Waikiki Beach Area Account Director Leisure & Transient Sales Shauna Nakamura with Troy.

## Advertising Coordinator

Macquarie Park, Sydney

The Business Publishing Group is looking for the services of a proactive Advertising Coordinator.

This is a full-time role working within our sales and marketing team. Key responsibilities will be the development and production of our publications, liaising with clients on quotes and advertising coordination as well as assisting with promotional activities.

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Customer Review  
K. and E. Drury  
23 October 2019

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BNE, \$100k + Bonus + Perks, Ref: 18210AW1

My client is looking for a Regional Product Travel Manager, to deliver product strategies, analyse business performance and enhance Supplier Relationships. It is a requirement that potential candidates are able to speak fluent (business) Japanese and be able to travel to Japan frequently. If you have proven experience in travel product management and wholesale procurement experience within the travel/tourism industry - then this is the role for you! New Year, New Role! APPLY NOW!

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

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For more information please call Ashleigh on (03) 9988 0616 or click **APPLY** now.

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Take advantage of this exciting opportunity to join a market-leading company specialising in group sports tours. You will be responsible for identifying potential clients, driving business and outlining the fantastic service offering available. My client provides fully tailored travel packages for schools, clubs and associations, priding themselves on their product offering and going the extra mile. If you are passionate about Travel and Sport this is the perfect role for you!

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

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BNE, Competitive Salary Package, Ref: 6043AW2

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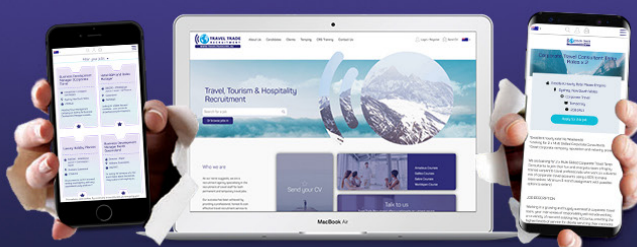
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