



## Proj Sunrise update

**QANTAS** completed its third and final Project Sunrise trial flight, from New York to Sydney yesterday, amid speculation the airline is planning a direct route to Frankfurt, Germany.

However, the airline has played down reports it is planning to launch direct flights from the east coast of Australia to Paris and Frankfurt, telling **Travel Daily** its focus remained on non-stop services to London and New York.

Yesterday's trial coincided with the 116th anniversary of the first ever flight, achieved by the Wright brothers for a total time of 59 seconds.

QF's flight took 19 hours and 31 minutes, slightly longer than the first trial of the route (**TD** 21 Oct).

Having named the Airbus A350-1000 as its preferred aircraft to operate non-stop services from the east coast of Australia to London and New York (**TD** 13 Dec), yesterday's trial was conducted using the airline's newest Boeing 787 Dreamliner.

## Experience Ireland

**TOURISM** Ireland is urging travellers to fill their hearts with Ireland and soak up the Emerald Isle's rich history.

Visitors can experience the wonder of the island's Stone Age monuments, Viking heritage and Belfast's *Titanic* experience, as they travel along Ireland's Ancient East.

See **page eight** for more.

## Express Aeronology deal

**EXCLUSIVE**

**EXPRESS** Travel Group's (ETG) new agreement with the Peter Lacaze-backed Aeronology (**TD** breaking news) promises to allow the agency group to "leapfrog our competitors", according to ETG CEO Tom Manwaring.

The new travel technology platform, developed by Aeronology CEO Russell Carstensen who formerly headed up Helloworld's Air Tickets and QBT corporate travel operations, has been developed from the ground up to be compatible with the latest systems including IATA's NDC (**TD** 05 Dec).

"This agreement complements our truly independent business model," Manwaring said, with the systems to be available to all ETG members in Australia as well as exclusively for members of NZ's First Travel Group (FTG).

"The ETG/FTG strategy is to ensure our customers' hard work is rewarded with excellent returns.

"Our aim is to ensure our customers stay relevant and have their cost of sale the lowest in the market by using our tech and distribution...2020 heralds a new and exciting direction for

us and our partners," Manwaring said, noting that the platform even allows travel businesses in Australia and NZ to trade together on a single system.

Carstensen said he was proud to be working with the ETG/FTG team and Manwaring.

"I found his dedication to run a business with integrity and based on family values match my own.

"Tom has invested in some of the best travel technology in the world and we, at Aeronology, are ecstatic to support his business vision," he added.

Carstensen said the new services would be rolling out in the first quarter of 2020, with the ETG/FTG deal with Aeronology covering a range of applications including ticketing, robotics, wholesale booking and payment services.

## GBT eyes growth

**AMERICAN** Express Global Business Travel (GBT) has signed a deal for an equity recapitalisation, with investors led by private equity group Certares.

GBT CEO Paul Abbott said the business was ready for expansion, having secured new long-term investors, including Singapore's sovereign wealth fund, GIC; investment firm, The Carlyle Group; health fund, Kaiser Permanente; and the University of California Office of the Chief Investment Officer of the Regents.

"We are poised for the next phase of organic growth and M&A activity, fuelled by continued investment in breakthrough technology and our unwavering commitment to putting our customers and their travellers at the centre of everything we do," Abbott said.

### Today's issue of TD

**Travel Daily** today has seven pages of news, a photo page for **Excite**, plus full pages from:

- Tourism Ireland
- AA Appointments jobs



Become a NZ Specialist or upgrade your tier to earn \$100 TRIP\* dollar\$!



**100% PURE  
NEW ZEALAND**



\*For full terms and conditions please see [www.qhv.com.au](http://www.qhv.com.au)

**RIVERNotes**  
DECEMBER 2019

**UNIWORLD**  
BOUTIQUE RIVER CRUISE COLLECTION  
You deserve the best

## UNIWORLD'S EXPERIENCES, HIGHLIGHTS & LATEST UPDATES

### 100TH ANNIVERSARY *celebration event*

Last chance to save up to 30% on selected 2020 voyages, during The Travel Corporation's 100th Anniversary Celebration Event. HURRY! Offer ends 3 Jan 2020.

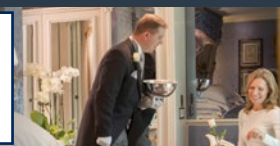
[CLICK HERE](#)



### 2020 SOLO TRAVELLER SAVINGS

Uniworld has reduced the single supplement by 50% on selected 2020 itineraries and departures. Book early and save.

[CLICK HERE](#)



### INTRODUCING A NEW ADVENTURE *in the Peruvian Amazon*

We are excited to announce that in 2020, Uniworld will be setting sail in South America on two brand new itineraries!

[CLICK HERE](#)



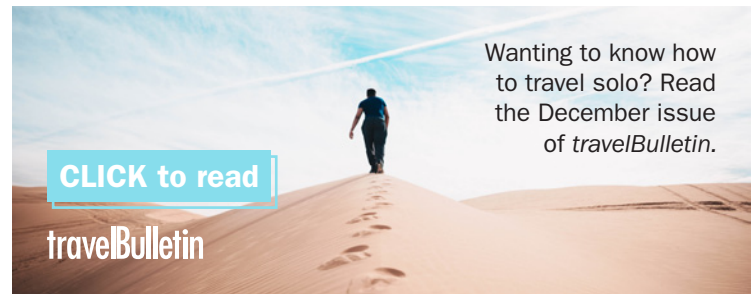
### HOLIDAY HOURS *through Dec & Jan*

21 Dec: Closed	28 Dec: Closed
23 Dec: 9am-6pm	30 Dec: 9am-6pm
24 Dec: 9am-3.30pm	31 Dec: 9am-3.30pm
25 & 26 Dec: Closed	1 Jan: Closed
27 Dec: 9am-6pm	2 Jan: Return to normal



For more information visit [uniworld.com](http://uniworld.com) or call 1300 780 231.

\*Conditions apply.



Wanting to know how to travel solo? Read the December issue of *travelBulletin*.

## Chile visas waived

**CHILE'S** National Tourism Service has advised between now and 09 May, Australian passport holders will not be required to hold a visa at all when entering the country.

The call comes in response to the delay of an electronic visa system the country was planning to introduce on Tue (**TD** 10 Dec), which will now be introduced on 09 May.

The administrative reciprocity charge of US\$117, which the electronic visa was set to replace, has now also been waived.

Further details about visas and entering Chile will be made available early next year, with the changes part of wider measures to speed up processing at Arturo Merino Benítez International Airport.

Smartraveller continues to warn of the ongoing potential for "demonstrations, protests and violent clashes in major cities" in Chile (**TD** 16 Dec).

## APT boosts executive ranks

**EXCLUSIVE**

**APT** has confirmed the promotion of Mladen Vukic to the newly created senior role of GM Kimberley Outback Wilderness Adventures (KOWA), Small Ships and Botanica.

The appointment, effective this week, follows a significant reshuffle within the business as it evolves to be "relevant for the changing customer and markets," according to Chief Commercial Officer, Deb Fox.

Fox confirmed that the evolution of APT had in recent months "seen us invest in new roles and skill sets.

"Whilst we have removed some roles in recent times that are not part of our future requirements, these have been offset by the investment in a large number of new roles and skill sets across the business that will help us continue to be the leading brands and organisation well into the

future," she said.

Fox told **TD** a search would commence late next month for a new APT brand CEO to replace the departed Steve Reynolds (**TD** 29 Nov), and also confirmed the departure of Angus Tandy, who has headed up KOWA since 2016.

Along with the changing roles within the business, APT continues to invest in infrastructure and client experiences, Fox said, with projects including the rebuild of Bell Gorge camp in the Kimberley to offer APT's "best in class glamping product," the building of the *AmaMekong* on the Mekong River, and expansion of the APT Croatia cruise product including a new luxury vessel set to debut in 2021.

She also noted that acquisition remained a key focus for APT.

"We remain active and on the hunt, looking for the right opportunities for our business."

## VRL takeover?

**VILLAGE** Roadshow, the owner of Sea World and Movie World on the Gold Coast, has today confirmed an "indicative takeover proposal" from private equity firm Pacific Equity Partners.

The company's shares have been placed in a trading halt, with the suitor holding an option over 19% of VRL shares.

## Pacific to Europe

**PRINCESS** Cruises has announced the addition of the *Pacific Princess* to its Europe 2021 season, bringing its total number of ships for the season up to six, including the line's two newest vessels, *Enchanted Princess* and *Sky Princess*.

*Pacific Princess* will sail new Mediterranean voyages between Venice and Rome, including the 11-night Mediterranean Connoisseur cruise departing 02 Oct, with Best Value fares priced from \$4,639ppts.

# THE BIGGEST TRAVEL COMPANY YOU'VE PROBABLY NEVER HEARD OF.

Express Travel Group is the largest network of independent travel agents in Australia. By working with us you get all the tools and support you need to improve customer satisfaction and grow your business, all while remaining fiercely independent.

Learn how we can help at [etg.travel/joinus](http://etg.travel/joinus)



ACCREDITATION PARTNERS

## Pacific measles

**SEVERAL** Pacific countries, including American Samoa, Solomon Islands and Marshall Islands, have announced stricter entry requirements in light of the measles outbreak, with some governments declaring a state of emergency (**TD** 09 Dec).

Smarttraveller has advised Australians travelling to the Pacific to ensure their vaccinations are up to date, talk to their doctors before travelling pregnant or with children, and to read the travel advice for their destination.

[CLICK HERE](#) for more details.

## Royal Brunei push

**ROYAL** Brunei Airlines has launched a new brand campaign in Australia under the slogan "It's the little things we do that make our service special".

The campaign, which highlights the airline's "exceptional attention to detail", will kick off with a four-month print, digital and television campaign that aims to "lift its consumer and trade profile in the region".

## Travel Adv join Ensemble

**GLOBAL** luxury and experiential travel provider, Ensemble Travel Group (Ensemble), has inked a new agreement with Travel Advocates New Zealand in a move that aims to offer the agency group an edge.

Travel Advocates will be granted access to Ensemble's portfolio from 01 Jan, including its global range of luxury travel product.

"Our business will now have access to an expanded range of luxury hotels, villas and homes, apartments, extensive hosted and amenity cruise options and other flexible luxury products which will enable our Personal Travel Managers to offer a more diverse and high-end range of competitive travel products," said Travel Advocates General Manager Mike Southcombe.

In return, members of Ensemble will benefit from the use of a customisable supplier and marketing support structure, which will allow them to choose the suppliers they want to engage with, as well as which marketing programs they would like to

participate in.

Members will also have the chance to take part in a series of ongoing training opportunities.

"Ensemble's extensive portfolio of luxury accommodation around the globe is unparalleled as are our cruise and experiential options, and we continue to invest in new relationships to keep it that way," said Ensemble GM Aus/NZ Katy Muyt.

"Our members tell us they value the diversity and sophistication of Ensemble's products and experiences, our market-leading technology and support, and the flexibility of member choice...we are proud to be leading the way in today's marketplace," Muyt added.

## Shipping proposal

**THE** International Chamber of Shipping has announced a new proposal to form the world's first collaborative shipping R&D program that will aim to help eliminate CO2 emissions generated from the international shipping industry.

The statement was released on behalf of a number of organisations, including Cruise Lines International Association (CLIA), and covers core funding from shipping companies across the world of around US\$5 billion over a 10-year period.

View the full document [HERE](#).



## Window Seat

**THERE'S** few things worse than a delayed flight, especially over the holiday period, so Burger King is doing its best to turn a big negative into a whopping positive.

Until the end of the year, the burger restaurant will be giving out free Impossible Whoppers to those in the United States who have had their flights delayed, under the Delay Your Way promotion.

Simply report your flight delay on the Burger King application to receive a coupon for the free burger, which can be redeemed at any participating restaurant in the US.

However, the offer is only valid before your flight departs, so get in line quickly!

## Insight \$899 flts

**INSIGHT** Vacations is offering an \$899 return air offer on all of its 2020 Europe & Britain tours.

Available for a limited time or until sold out, travellers can also take advantage of a similar \$499 Economy airfare deal when booking with sister brand Luxury Gold.

The company's 2020 European and Britain collection contains over 70 itineraries across different travel styles.

See the itineraries [HERE](#).

## Advertising Coordinator

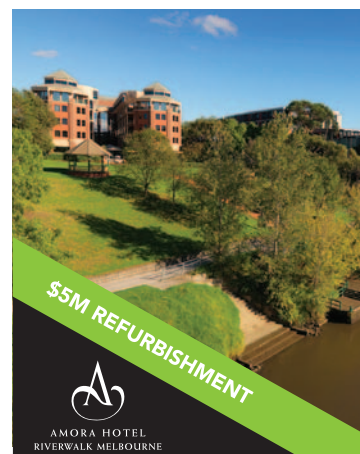
Macquarie Park, Sydney

The Business Publishing Group is looking for the services of a proactive Advertising Coordinator to work across our industry leading titles.

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.

We are looking for someone who has strong attention to detail, is organised, a team player and excels at customer service. Experience with Adobe InDesign and Microsoft Office suite is highly desirable.

If this sounds like you apply to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) today.



## STAY AT AMORA

Your favourite place to stay in Melbourne, just got even better. Same good old fashioned hospitality. New bar and restaurant.

Relaunching 30 November 2019

Tel: (03) 9246 1200  
Toll Free: 1800 339 436  
E: [res@amora.melbourne](mailto:res@amora.melbourne)  
649 Bridge Road, Richmond VIC 3121  
[melbourne.amorahotels.com](http://melbourne.amorahotels.com)

## Six Senses to UK

**SIX** Senses London is slated to open in 2023 in the art deco heritage building of former department store Whiteleys, located in Bayswater, West London.

The property is in close proximity to Hyde Park and Kensington Palace, and will offer guests 110 rooms and suites across 14 branded residences, a cosy lobby bar and lounge, all-day dining restaurant and courtyard seating area.

Guests will also have access to the spa, which features a fitness area, indoor pool, relaxation room, and an Alchemy Bar, where guests can create their own hair and skin care products.

## Air NZ readies

**AIR** New Zealand is preparing for its busiest day of the year as holidaymakers in New Zealand and across the globe set off on their Christmas break tomorrow.

The airline is anticipating more than 60,000 customers on more than 600 flights across its network - which is 20,000 more compared to the carrier's busiest day last year - with Auckland-Christchurch the most popular route.

Air New Zealand General Manager Auckland Airports Todd Grace advised travellers to allow additional time and be "as patient as possible" towards staff.

**MEANWHILE**, the airline has hired 120 candidates from more than 1,800 applicants for its temporary cabin crew roles to fly across the peak summer period (**TD** 19 Jul).

The summer cabin crew group will be operating the airline's Boeing 777-300 and 777-200 aircraft from Dec-Mar across the peak summer period.

## BW South Coast

**BEST** Western Hotels & Resorts has added Lincoln Downs Resort, Batemans Bay BW Signature Collection to its network.

The addition marks Best Western's second branding and distribution partnership with Mandala Asset Solutions after Best Western Plus Ambassador Orange joined the brand in Feb (**TD** 06 Feb).

## Israel development

**ISRAEL** Ministry of Tourism and the Israel Land Authority have announced the construction of four new hotels, as well as a new shopping centre and a 40,000m<sup>2</sup> conference centre in the Dead Sea area.

The development plan will add approximately 1,000 new rooms to the destination and is expected to "transform the Dead Sea into an attractive area on an international scale".

## Noosa gets inspired



**THE** newly refurbished Hastings Street Visitor Information Centre was officially unveiled today by Qld Minister for Innovation and Tourism Industry Development Kate Jones, under the new name of The Noosa Inspiration Centre, which aims to be an information hub for locals and visitors.

The concierge team will be supported by more than 100 volunteers, with the centre hosting weekly activations from local artists, indigenous basket weaving, activities for children, and tastings from many local producers, in addition to selling locally made wares.

"Our goal is to firstly welcome, and then inform and inspire people to get out and discover what they don't know about our amazing region," said Noosa Inspiration Centre Manager

Jasmin Boyd.

**Pictured:** Drew Pearson, Chair Tourism Noosa Board; Melanie Anderson, CEO Tourism Noosa; Kate Jones, Qld Minister for Innovation and Tourism Industry Development; Sandy Bolton, Independent Member for Noosa; and Tony Wellington, Mayor Noosa Shire Council.

## United Dublin daily

**UNITED** Airlines has announced the launch of a new daily non-stop service from San Francisco (SFO) International Airport to Dublin, Ireland, beginning 05 Jun, making it the only US airline to offer daily flights direct to Dublin from the US West Coast.

The Boeing 787-8 Dreamliner will operate the service, which will depart SFO at 3.55pm daily.

W  
I  
N



## THE LAST ELEPHANTS

This week *Travel Daily* and Swagman Tours is giving a lucky reader the chance to win a copy of *The Last Elephants* coffee table book. Perfect for your agency or a great Christmas present.

*The Last Elephants* – is the name prophetic? We hope not, but the signs are worrying. This book is a narrative and photographic backup to the Africa-wide Great Elephant Census of 2016. Each chapter has been written by different elephant experts from Africa and beyond reflecting the range of views regarding the future prospects of these majestic creatures. Close on two years in the making, this book has a forward written by HRH Prince William, Duke of Cambridge.

To win, the person who answers the 4 daily questions correctly and has the most creative response to the final question will win. Send your answers to [lastelephants@traveldaily.com.au](mailto:lastelephants@traveldaily.com.au)

How many National Parks are visited on the **Migration Seeker**?

Hint: Answers can be found in the new Swagman Africa 2020/21 brochure or on the Swagman website.

Join us as we work together towards a sustainable future.



Be a part of the 2020 Travel Daily Sustainability Summit.

Prospectus available now.

[CLICK HERE](#)

Travel Daily



Sustainability SUMMIT

22 April 2020

## Agents enjoy diverse Hawaii



**TEN** of Travel Counsellors' best performing agents recently travelled to the islands of Kauai and Oahu in Hawaii for a jam-packed famil trip hosted by Hawaii Tourism Oceania.

The adventure included an ATV waterfall tour, adrenaline-fuelled zipline and helicopter experiences, as well as opportunities to relax at Kauai's Koloa Landing Resort at Poipu, Autograph Collection.

Also on offer while visiting Kauai was a stay at Sheraton Kauai

Resort's Aulii Luau, as well as a visit to the Kilohana Plantation to take part in a rum safari tour.

The group flew with Hawaiian Airlines from Sydney to Honolulu.

**Pictured** enjoying Hawaii's golden beaches are: Hawaii Tourism Oceania's Charis Ricafuente (fifth from the left), along with Travel Counsellors agents from Simone Murnane, Patricia O'Brien, Hamish Naicker, Hannah Foster, Andrea Davey, Lani Vaughan, Clare Hardie, Tamsin Catto & Michaela Jones.

## APPOINTMENTS

**WELCOME** to Industry Appointments, *Travel Daily's* Thu 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.

The **International Air Transport Association** has recently made several changes to its leadership team which will be effective 01 Jan. These include **Aleks Popovich**, who is now the manager of its newly formed Customer and Business Services division. The Board has also recommended an extension to the term of Director General and CEO **Alexandre de Juniac** beyond his current term ending Aug 2020.

**Belinda Condon** has been promoted to Sales Manager, Leisure and **Tim Wallis** to the position of Sales Manager, Corporate at **United Airlines**. Condon has managed both Global TMC and Leisure portfolios at the carrier, with a key focus on leisure over the past two years, while Wallis' background is in corporate account acquisition in Sydney & Melbourne.

**Princess Cruises Australia** has announced the shuffling of its executive decks, appointing **Shaun Kavanagh** as Key Account Manager, **Lachlan Brett** as its new National Account Manager, and **Brett Wendorf** to the role of Head of Sales Operations.

**Business Publishing Group** has appointed **Jessica Smith** to be its full-time Marketing Assistant. She has completed a Bachelor of Business at UTS and a marketing internship at Sydney Harbour Marriott.

One of the most comprehensive cruise selling tools is here!



**CHECK OUT THE 2020 CRUISE GUIDE**

CRUISE WEEKLY **travelBulletin**  
Travel Daily

## VN ups Denpasar

**VIETNAM** Airlines will expand its Ho Chi Minh City to Denpasar service from 29 Mar, boosting the number of services offered on the route from five a week to daily operations.

The airline deploys an Airbus A321 to fly the route, which only launched in late Oct.

## Scenic winner named

**SCENIC** Cruises and Tours has revealed Emma Sillato from Helloworld Macarthur Square in western Sydney has taken out its Ultimate Scenic Experience incentive.

She has scored herself a 26-day adventure touring and cruising to Canada, France and Southeast Asia, with all flights included.

More details in today's edition of **Cruise Weekly**.

## Thai resort opens

**KAPUHALA** has unveiled the opening of the Kapuhala Koh Samui Tropical Farm and Training Retreat on Samui Island, marking the debut of the company's brand in Thailand.

The property features five tented villas and four detached seaview farmhouses, an indoor fitness studio, a 25-metre outdoor swimming pool, and 100% plant-based restaurant.

The resort's management says the property is designed to promote an eco atmosphere, driven by "thoughtfully curated holistic experiences".

## Verisk integration

**DATA** analytics company Verisk has announced that Insurance Geeks has adopted its Travel Black Box Version 3.0 underwriting solution to support the expansion of its travel insurance brand Zoom.

The product will aid Zoom customers in completing online forms about their pre-existing medical conditions prior to travel.



## TRAVEL WITH PURPOSE

*Today's Travel with Purpose is brought to you by Intrepid Travel*



It's as good a time as any to reflect on the year that was.

Time made Greta Thunberg their Person

of the Year and appears 2019 will be remembered as the year when we started waking up to the impacts of climate change.

My personal highlight of 2019 was seeing the frozen continent, Antarctica, with Intrepid. The wildlife and vastness of the place was breathtaking. Never have I been as inspired nor as determined to protect the fragility of our planet.

We made the decision this year to double carbon offset all our Antarctica voyages, in order to pay homage to the privilege of visiting a place so sensitive to changing climate. 2020 is a huge year for us at Intrepid, as we will become climate positive. Not only will we continue to offset all our carbon emissions as we have done for a decade, we will now positively offset so our travelers will be creating a benefit for the environment.

I'm also incredibly proud to work for a company that has pledged to be net zero emissions by 2030 at the COP25 conference. That may seem far away, but a bright decade starts with the actions we take today. Have a safe and relaxing festive period.

See you in 2020.

*Brett Mitchell, Chief Commercial Officer, Intrepid Travel*



# Agents live "like Crazy Rich Asians"

TO CELEBRATE their *Explorer's Guide To Singapore*, Excite Holidays and Singapore Tourism Board gave 10 Australian agents a luxury insight into the Asian city-state, with an exclusive VIP-themed trip.

After flying into Changi Airport from all over Australia, the agents were greeted for a special check-in experience at the incredible Fairmont Singapore.

They were quickly whisked up to level 25 for check-in at the exclusive Fairmont Gold Lounge, before getting to their individual rooms with sweeping views of Marina Bay.

Over the four days, the agents were treated to some of the most exclusive dining experiences in Singapore, dining at Michelin-starred Braci, Stellar at 1-Altitude, members-only club Straits Clan and the Tiffin Room, in the iconic Raffles Hotel.

They also had a chance to visit some of the world's best bars, including the eighth ranked Atlas Bar, and the iconic Long Bar at Raffles Hotel where they enjoyed a classic Singapore Sling.

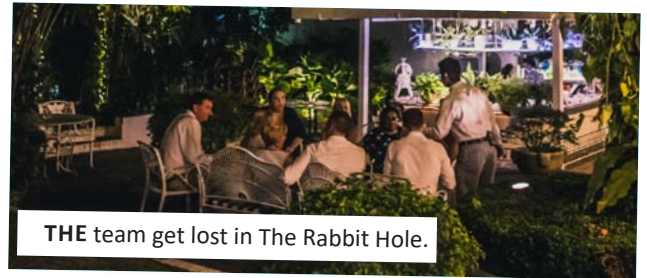
It wasn't all eating and drinking however, with a range of great experiences including luge and segway adventures on Sentosa Island, a private gin-making class, tours of historic districts, shopping on Orchard Road, luxurious 45-minute massages, and a unique sidecar experience that took the agents through the city before finishing at Gardens by the Bay.

Other events included an exclusive private event at Rabbit Hole on Dempsey Hill where the agents arrived in style, dressed to impress and had a great night at one of Singapore's hidden gems.

And whether they were nature lovers, history buffs, or city trippers, regular visitors or first-timers, it is safe to say that everyone returned with a fresh perspective on what Singapore can offer their clients!



RAISING a glass at Atlas Bar.



THE team get lost in The Rabbit Hole.



AGENTS explore Haji Lane.



AGENTS receive their personalised luggage tags at an event at The Rabbit Hole.



DINING in the Tiffin room at Raffles.



SINGAPORE sidecars.



AGENTS take in the sights of Singapore from sidecars.



THE group soak up knowledge at the Brass Lion Gin School.

## Captain Cook 2020

**CAPTAIN** Cook Cruises has released the 2020 departure dates for its seven-night Upper Murraylands cruises that will take place aboard *PS Murray Princess*.

The sailings will operate once a month and visit the historic towns of Waikerie, Morgan and Swan Reach, with guided tours of each destination included in the trip.

Also included on the cruise is a hot buffet breakfast daily, an Aussie-style barbecue dinner and bush dance on the riverbank, and all coach transfers.

Earlybird prices from \$1,984pp.

## Quest rallies help

**QUEST** Apartment Hotels has called on the accommodation sector to support the for-purpose organisation Housing All Australians, a group which champions the cause of affordable housing for people on low incomes.

"All hotels trade off the livability of our world-class cities, so it's in the industry's best interest to ensure all Australians have a roof over their head," said Quest Apartment Hotels COO David Mansfield.

Quest has also made a direct donation to the organisation.

## We love Christmas!



**THE** travel industry is well and truly getting into the Christmas spirit in the lead up to the holidays, with a few brands even sharing their office joy publicly with *Travel Daily*.

MW Tours team (**top**) chose to cheer their way to the holiday break during their Christmas party, while the Railbooker and Amtrak Vacations teams had the opportunity to sit down for a chat with Santa (**right**).

**Below** is the Sun Island Tour team gathering to wish the travel sector a very merry Christmas.



**Club Med**  
set your sights on 2020

**WIN!**  
a Club Med holiday for two to Asia or the Indian Ocean

Terms and conditions

There is no doubt that 2020 is going to be biggest year yet! So to help you have something to look forward to in the new year, Club Med are giving you the chance to win a stay at the Club Med resort of your choice in Asia or the Indian Ocean.

The all-inclusive prize includes:

- Five nights for two people in a superior room at the Club Med resort of your choice in Asia or the Indian Ocean
- Gourmet meals and all day snacking
- Premium open bar including beer, wine and cocktails
- A wide range of included sports & activities
- Nightly entertainment

To win, tell us in 50 words or less the most creative way you will you grow your Club Med business in 2020. Send your entry to [clubmed@traveldaily.com.au](mailto:clubmed@traveldaily.com.au)

**LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?**

[CLICK HERE FOR THE 2019 AFTA TRAVEL PAGES SUPPLIER DIRECTORY](#)

**Travel Daily**  
[www.traveldaily.com.au](http://www.traveldaily.com.au)

*Travel Daily* is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

### EDITORIAL

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

**Contributors** – Adam Bishop, Sarah Fairburn, Nicholas O'Donoghue, Myles Stedman, Janie Medbury, 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

*Travel Daily* is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

# Fill your heart with the stuff that keeps it beating.

Ireland is more than just a destination.  
It's a feeling. Help your clients discover  
the warmth and wonder of this epic land.  
With so much on offer in 2020, there's  
never been a better time to visit.

Wander through time in Ireland's Ancient East, where the past comes alive with every step you take. Every cairn has a story, every castle turret has a tale, every hill may hide heroic sagas. Trace Ireland's maritime history along a coastline with Titanic connections, walk with the Vikings through one of Ireland's oldest cities, and encounter the world of Stone Age man.

For more information on Ireland  
visit [trade.ireland.com](https://www.visitireland.com)

Fill your heart with **Ireland** 





[www.aaappointments.com.au](http://www.aaappointments.com.au)



**Want your career search handled confidentially? Call the Experts!**

### STEP INTO HUMAN RESOURCES

TRAVEL INDUSTRY RECRUITMENT X 3  
SYDNEY & MELBOURNE

As the N.1 choice in travel recruitment, AA is experiencing key demand and growing our national teams to keep up. We are looking for talented travel professionals who are keen to move into recruitment. You will enjoy meeting candidates, building strong relationships with existing clients and growing your client portfolio to find the perfect client/candidate match.

**WHY JOIN AA?**

Enjoy top salary + bonuses & Mon-Fri hours & full training.

### HIT THE ROAD

TRAVEL INDUSTRY BDM  
SYDNEY - BASE SALARY \$75K + BONUS

We are searching for a Sales Executive who is passionate along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the travel market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm

### TAKE CHARGE

GENERAL MANAGER -TMC  
MELBOURNE- GENEROUS SALARY PLUS BONUS

This is an extremely rare opportunity for someone to lead this growing Travel Management Company that is seeing huge success in Australia and globally. You'll be leading a senior management team of approx. 7 & reporting directly into the overseas based CEO. You will need to have run a successful business, had a number of years in the corporate travel space and an entrepreneurial spirit to be considered. A generous base and strong bonus structure will be on offer.

### STEP UP IN YOUR SALES CAREER

ASSISTANT DIRECTOR OF SALES  
MELBOURNE- SALARY PACKAGE UP TO \$90K DOE

Are you a savvy Sales Manager that is looking for the next step up? This reputable and well known hotel brand is looking for a highly driven and motivated sales extraordinaire to join one of their well-established Melbourne hotels. Working closely with the DOSM you'll be responsible for managing and growing sales activities across market segments. A strong salary package + long term career progression and development on offer.

### WINNING STRATEGIC BDM ROLE

SALES MANAGER  
VICTORIA - STRONG SALARY + BONUSES

Throw yourself into an exciting career with a leading global travel company. If you are skilled in travel technology, project management, procurement and have outstanding hunting skills you will love the outcomes this role will deliver. It is essential that you have strong sales skills, professional business communication and be capable of managing multiple stakeholder relationships, both internal and external. A fascinating role for a motivated person!

### FLY AWAY WITH THIS SUPERB ROLE

BUSINESS DEVELOPMENT MANAGER  
PERTH - STRONG SALARY PACKAGE ON OFFER

Don't miss out on the rare opportunity to represent an international airline in Perth. As an experienced on the road sales executive, you'll be responsible for managing and building a portfolio of leisure and corporate travel clients along with identifying new business opportunities. Your strong relationship management skills will be rewarded with a strong salary, km & phone allowance and more. Apply today as interviews start soon

### IT'S A NUMBERS GAME

REVENUE MANAGER  
ADELAIDE- UP TO \$100K PKG

We are seeking a talented revenue manager to join a busy and successful property in Adelaide. Working with dept heads you'll be able to drive and implement sales strategies to increase room and F& B revenue whilst managing a small team and keeping abreast of market trends. A strong salary package and long term career stability on offer. Previous hotel revenue management experience a must.

### HUNTERS WANTED

CORPORATE TRAVEL BUSINESS DEVELOPMENT MANAGER  
BRISBANE- UP TO \$90K PKG

If you're a motivated and successful business development manager looking for a new challenge in 2020 this is it. Joining this international TMC you will utilise your strong networking and lead generation skills to identify, build relationships and have new corporate clients sign on the dotted line. A strong salary package + commission is on offer along with superb career progression and training opportunities.

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

NSW, ACT & VIC - 02 9231 2825

QLD, WA, SA, TAS & NT - 07 3229 9600

**FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com.au](http://www.aaappointments.com.au)**