



## Introducing Live Fully.

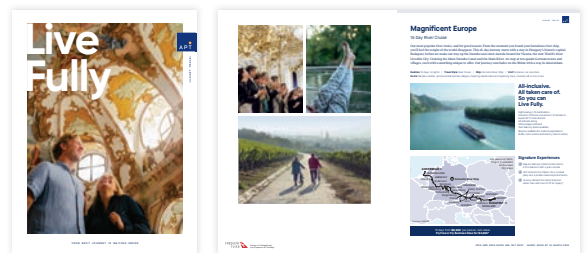
Live Fully is more than just a new logo and tagline, it's a celebration of life itself. It's about rare moments in everyday life, made possible every day with APT. Because APT works around the clock to create a world where your clients feel truly free to lose themselves in each and every unforgettable moment.

**Live Fully Campaign Deals end 15 March 2019**

### MARKETING TOOLKIT

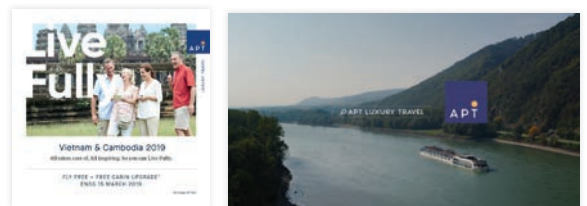
#### Catalogue

This has a summary of some of our best APT Live Fully deals!



#### Social Media

Use these Facebook tiles and videos with suggested posts on your social media



#### Flyer

Add your call to action to this double sided flyer and print



#### Posters

Download and print the new Live Fully posters





**Radisson BLU**  
EDWARDIAN, LONDON

**BREAKFAST IS ON BLU**  
WHEN YOU STAY 17TH DECEMBER 2018 TO 24TH FEBRUARY 2019

Book our Best Available Rate at any Radisson Edwardian Hotel and receive complimentary breakfast and a 5% saving.

## APT "Live Fully"

APT is today promoting its new "Live Fully" campaign, highlighting a marketing toolkit with a catalogue, Facebook tiles and videos, flyer and posters. The push includes deals, which are available until 15 Mar. See the **cover page** for more.



**evergreen**

*Your Time to Travel*  
**LAST CHANCE FOR 2019**

**CANADA & ALASKA**

**SAVE up to \$2,400 per couple\***

**HURRY ENDS 28 FEB**

[CLICK HERE FOR DETAILS >](#)

## Lahey to Carnival boards

**CARNIVAL** Corp has appointed ex-Carnival Australia Executive Chair Katie Lahey to its boards of directors, effective immediately. Lahey is currently Exec Chair Australasia for leadership and talent firm Korn Ferry, Chair of the Tourism & Transport Forum Australia and a Non-Executive Dir of Star Entertainment Group. She previously served as Exec Chair of Carnival Australia from 2006-2013 and brings 25 years' of board experience to the role. Lahey will serve in a non-executive capacity on Carnival Corporation's 12-member boards of directors and will also be on the Audit Committees. "We are very pleased to welcome Katie who brings an extraordinary record of achievement and deep expertise in tourism, government, retail and entertainment to our boards of directors," said Micky Arison, Carnival Corporation Chairman.

"Katie previously held chief executive roles in the public and private sectors and is also a strong advocate for greater representation of women in executive roles," Arison added. Lahey was previously CEO of the Business Council of Australia, State Chamber of Commerce, Sydney City Council and Chairman and CEO of the Victorian Tourism Commission. Carnival also confirmed Jason Glenn Cahilly will step down as a member of the Audit Committees on 01 Apr to serve on the Health, Environmental, Safety & Security Committees of the boards.

**Today's issue of TD**  
*Travel Daily* today has five pages of news and photos, a front cover wrap for APT, plus full pages from:

- Albatross Tours
- Travel Trade Recruitment

## Albatross 100%

**SMALL** group touring specialist Albatross Tours is highlighting that 100% of its 2019 Europe and United Kingdom summer small group tours are guaranteed to depart (**TD** 14 Jan). For more information on the available trips, see **page six**.



**Pearls of the Indian Ocean**  
MAURITIUS | REUNION | MADAGASCAR  
22 DAYS FROM \$15,500  
ALL INCLUSIVE | DEPARTS 5 MAY 2019

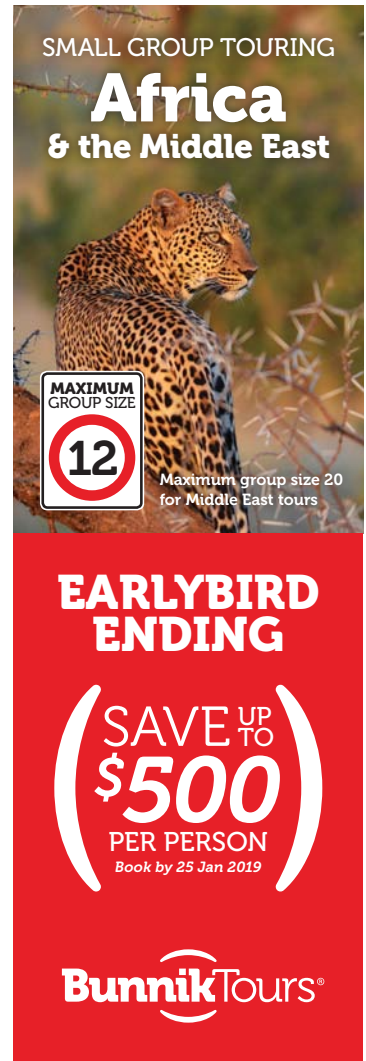
**travel directors**

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AFRICA | ASIA | CENTRAL ASIA  
EUROPE | LATIN AMERICA  
MIDDLE EAST | RAIL JOURNEYS

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[traveldirectors.com.au](http://traveldirectors.com.au)

**MORE INFO**



**SMALL GROUP TOURING**

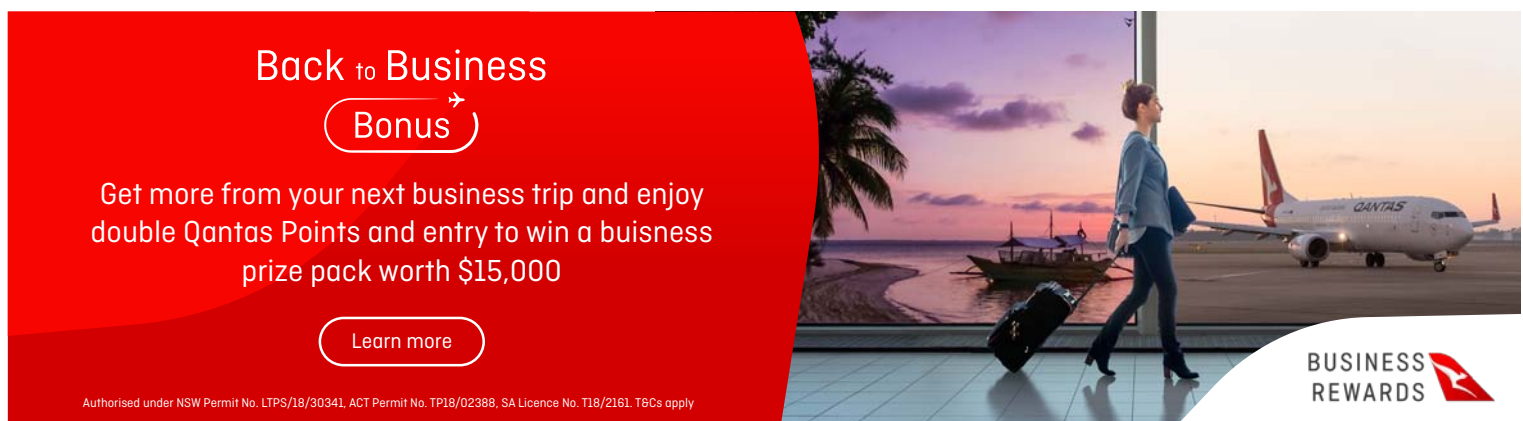
**Africa & the Middle East**

**MAXIMUM GROUP SIZE**  
**12**  
Maximum group size 20 for Middle East tours

**EARLYBIRD ENDING**

**SAVE UP TO \$500 PER PERSON**  
Book by 25 Jan 2019

**BunnikTours®**



**Back to Business**

**Bonus**

Get more from your next business trip and enjoy double Qantas Points and entry to win a business prize pack worth \$15,000

[Learn more](#)

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**BUSINESS REWARDS**

The travel industry has experienced all four seasons this year. Read more in the December issue of *travelBulletin*.

**CLICK to read** *travelBulletin*



## MH Kochi daily

**MALAYSIA** Airlines (MH) has announced it will reintroduce its daily service from Kuala Lumpur to Kochi from 31 Mar.

Flights will depart at 10.40pm, with return services from Kochi to leave at 01.00am.

Fares are on sale now.

## LUFTHANSA GROUP



### Economy Class

Europe  
from **\$813\***

Valid from 15.01.2019 to 15.02.2019  
for travel from 22.01.2019 to 31.12.2019.

### Fare Details

\*Travel via Bangkok; subject to availability. Inclusive of YQ, fares exclude taxes, fees and surcharges.

## Regent orders new ship

**LUXURY** cruise line Regent Seven Seas Cruises has announced it has ordered a third Explorer-class vessel, which is set to join sister ships *Seven Seas Explorer* and the upcoming *Seven Seas Splendor* in late 2023.

To be built by Italy's Fincantieri shipbuilders, the new addition to Regent's fleet will carry up to 750 guests, and marks the brand's sixth all-suite vessel.

"We are excited to build on the spectacular success of *Seven Seas Explorer* and *Seven Seas Splendor* as we embark on bringing to life a new vessel that will set an even higher benchmark for elegance,

luxury and style," said Frank Del Rio, President and Chief Executive Officer of Norwegian Cruise Line Holdings Ltd.

"This new ship further strengthens our company's robust yet measured growth profile with vessels now on order for all three of our award-winning brands, enabling us to expand our presence globally, further diversify our product offerings and continue to drive shareholder returns," Del Rio added.

Regent has completed a US\$125m remodelling of its fleet over the last 12 months, with construction of *Seven Seas Splendor* currently underway.

Further details will be revealed in the lead up to the ship's debut, with tickets on sale in 2021.

## Working hol scheme

**THE** Australian Chamber-Tourism has voiced concerns over reports the Labor Government could dial back the Working Holiday Maker Scheme following increased pressure by the Australian Council of Trade Unions (ACTU).

"Working Holiday Makers spend approximately two and half times more than they earn, and create over 25,000 jobs in the Australian economy," said Australian Chamber-Tourism Executive Chair John Hart.

The Chamber said the ACTU proposals to cap numbers and abandon the second year of the Visa "totally ignore the benefits of the program", adding that "any attack on the program would be a direct attack on...tourism".

## QF gains capacity

**THE** International Air Services Commission (IASC) has allocated 156 seats per week in each direction to Qantas on the New Caledonia route.

The capacity may be used by Qantas or its subsidiary Jetstar Airways to provide services jointly with Aircalin and is valid for five years from 15 Jan.

IASC has also renewed seven frequencies per week of capacity in each direction to Qantas on the Japan route.

The allocation can be used by Qantas or its subsidiary Jetstar to jointly provide services with LATAM Airlines for five years.

## WA, Virgin deal

**THE** West Australian Government has signed a marketing partnership with Virgin Australia in a bid to attract more tourists to the state from Australia's East Coast.

The two-year agreement will see both parties commit \$600,000 to a joint-marketing initiative and follows previous short-term joint advertising arrangements negotiated by the two groups.

New campaigns will leverage Virgin's marketing assets to educate Aussies on the East Coast about Perth's allure, including revitalisation projects, a wider choice of accommodation and increased events calendar.

"The total number of interstate visits increased 8.8% to 1.52 million in the year ending Sep 2018," said WA Tourism Minister Paul Papalia.

"This agreement...will help us intensify our promotional activity in key target markets," he added.

## Investment/Sale

Specialised, higher end niche agency with large client database is looking for investment & support for new venture.

Find out more  
call 0448 046500

# EXPLORER SALE

BOOK BY 31 MARCH 2019

**VIKING CRUISES**

## Club Med trade focus

**CLUB** Med has revealed preliminary details regarding enhancements to its Great Agent Loyalty Program (GALP) in 2019.

GALP currently gives travel agents the opportunity to earn up to 13% commission on every Club Med booking, with the resort company flagging a “host of additional benefits” from Mar.

In further trade news, Club Med is gearing up to launch a new earlybird promotion that offers up to 30% off all-inclusive packages.

The deal kicks off 30 Jan and is valid for travel between 01 Nov 2019 and 31 Apr 2020, with agents encouraged to pre-register bookings **HERE** to secure discounted rates.

Club Med has also released a new brochure for 2019 which is designed to be more user-friendly and informative than previous editions.

The new brochure features

colour-coded tabs for quicker referencing, more information on Exclusive Collection resorts, updated maps, Kids’ Club schedules, and improved imagery. View the 2019 brochure **HERE**.

## NCL agent comp

**NORWEGIAN** Cruise Line (NCL) has launched a new competition for Australian and Kiwi agents offering a prize pool worth more than \$5,000.

To be in the running, agents are required to answer questions regarding NCL’s new Europe brochure, with new quizzes each week over a period of six weeks until 24 Feb.

Prizes up for grabs include Bose noise cancelling headphones, a \$100 Visa gift voucher, a FitBit Charge 2 and a wine gift pack.

To enter the competition, head to Norwegian’s Discover-&-Win microsite **HERE**.

## QF adds Bendigo

**QANTAS** is planning to add a new Sydney to Bendigo service from late Mar 2019, pending final government approval.

If the airline receives the green light, Qantas will use a Dash8-300 aircraft on the route and fly six times weekly.

## IATA Brexit warning

**THE** International Air Transport Association (IATA) has cautioned the prospect of a No Deal on Brexit could “stunt important economic opportunities”.

The industry body flagged a No Deal could lead to a cap on flights and higher ticket prices.

“Airlines still do not know exactly what kind of Brexit they should be planning for and there is legal and commercial uncertainty over how the Commission’s plan to cap flight numbers will work,” said IATA Chief Executive Officer Alexandre de Juniac.



## Window Seat

**WE HEAR** the term “experiential” a fair bit in the world of travel, but perhaps Airbnb is pushing the boundaries of the term with its “new opportunity to become a farmer in Italy for three months”.

Interested parties can travel to Italy’s small village of Grottole, where they will learn the Italian language, help run the community vegetable garden and master cooking authentic Italian dishes.

The Italian Sabbatical will take place from Jun to Aug 2019 and selection criteria applies.



TOP REASONS WHY  
NEW CALEDONIA IS THE  
PERFECT GETAWAY...

1

## Noumea, more than a cruise port

From the bustling atmosphere of the Port Moselle markets to sophisticated French boutiques, classic colonial architecture to the unique Kanak culture, Noumea abounds with things to do and beautiful places to visit.



**LEARN MORE**

## Happy New Caledonia Sale

#BoardNow fly to NOUMEA from

\$260 ONE WAY



\*All taxes included, terms and conditions apply. Sale ends: 25 January 2019



www.aircalin.com





### AQSC closes Victory

**AMERICAN** Queen Steamboat Company (AQSC) has closed on its acquisition of the Victory Cruise Lines brand and two ships, *Victory I* and *Victory II* (TD 13 Nov).

The vessels will join the fleet under the Victory Cruise Lines name and undergo a multimillion-dollar refurbishment and upgrade program before re-entering service in May 2019.

Victory Cruise Lines will then offer 10-day, all-inclusive sailings on the Great Lakes with *Victory I* to sail between Montreal and Detroit and *Victory II* to cruise between Toronto and Chicago.

“Our repeat guests have long shared their desire to sail the Great Lakes and these vessels, currently undergoing a shipyard refresh alongside the under construction *American Countess*, will deliver unforgettable travel memories in a new and growing region,” said AQSC Chairman and CEO John Waggoner.

### Inside adds cruise

**INSIDEJAPAN** Tours has introduced a new cruise add-on section to its website with dedicated itineraries.

The additions include the self-guided five-day Oceans to Onsens, which heads from Tokyo to the hot spring baths of Hakone, including bullet trains and trying kaiseki cuisine.

See the itineraries **HERE**.

### Viking bonus points

**TRAVEL** agents who have signed up to Viking Cruises’ new loyalty program, Rewards by Viking, will receive 250 bonus points when booking an ocean or river cruise by 31 Mar.

The points are in addition to points they would normally earn and can be redeemed at the Rewards by Viking store.

The incentive coincides with Viking’s Explorer sale.

To register for Rewards by Viking, **CLICK HERE**.

**CHINA** Travel Services and Air China treated a team of 12 TravelManagers personal travel managers (PTMs) to a 12-day family to China last Nov.

The trip began in Beijing and ended in Shanghai and explored the Shangong province which included experiences such as climbing a section of the Great Wall, visiting a silk-spinning mill and taking a night cruise in Shanghai.

After visiting Beijing sites including the Great Wall, a jade-carving factory and the Olympic stadiums, the group headed southeast to the seaport city of Weihai, where they visited a

Seagrass Tribe whose houses are constructed using seaweed for their roofs.

Other experiences ranged from a Taishan-Fengzen ceremony performed in an outdoor theatre on the side of a mountain, to a visit to Qufu’s Confucius Temple.

**Pictured** at Qufu’s Confucius Temple in the front row: Cassandra Zayonce, Martine Gautier, Sandra Bucknell, Samantha Harman and Alison Johnson.

In the back row: Connie Adams, Kellie Marshall-Milton, Patty Poutanen, Cheryl John, Doug Harman, Kate Bevan, Kieran Betts & China Travel Service’s KJ Slater.

## SOAK YOURSELF IN

# Royal Grandeur



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## Project Shelter done

**INDONESIAN** tour operator Buffalo Tours and Infinity Holidays have completed Project Shelter, an initiative started in Oct to help villagers affected by the Lombok earthquake (**TD** 05 Oct).

The project saw 270 new shelters built and the renovation of five community buildings.

See a video of the project **HERE**.

## ATPI's strong year

**TRAVEL** and events management business, the ATPI Group recorded a strong 2018, which included int'l expansion, joining with six new partners and strengthening its local expertise in locations including Israel, Oman, Hungary, and Kenya.

This year ATPI has partnered with online travel and expense management business, Serko to launch Zeno by ATPI and has become the first Travel Management Company to bring this technology to Europe.

The group's CEO Andrew Waller said, "2019 is set to be another strong year for ATPI, with many technology investments coming to life and an ongoing focus on innovation and product".

## Qantas policy

**QANTAS** has released its commercial policy for its customers affected by the cancellation of EK418/EK419 (QF8418/QF8419) Sydney-Bangkok-Dubai, from 01 Jun and EK424/EK425 (QF8424/QF8425) Perth-Dubai, from 31 Mar.

The options available to Qantas customers holding a valid ticket issued on/before 15 Jan can be found **HERE**.

## Kenya DFAT update

**DEPARTMENT** of Foreign Affairs and Trade (DFAT) has recommended Australians "exercise a high degree of caution" in Kenya, following a suspected terrorist attack at a DusitD2 Hotel in Nairobi.

Travellers in the affected area are advised to minimise movement and remain vigilant.

For more updates, **CLICK HERE**.

## WIN UP TO \$1000

by vlogging

To celebrate the Aussie summer, *Travel Daily* is joining Vloggi, the world's simplest video blogging platform to give readers Westfield shopping vouchers valued at \$1000 (1x \$500 and 2x \$250) and 10 movie vouchers.

Simply create 10-second video blogs using the Vloggi app. The videos that best encapsulate the summer spirit win. The content is up to you – a funky place, a great place to eat or stunning views.

Download the Vloggi app, which automatically compiles video clips into 10-second microvlogs. Or join multiple vlogs together into longer stories via the Vloggi website. Visit [summervlogs.com](http://summervlogs.com) to learn more and for T&Cs.

### VLOGGING TIP 3 - Capture:

Bring the 10 seconds to life by using the colour and movement from your travels.



## 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.

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## 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).



binoculars.

**Trisara Resort** in Phuket has unveiled new private beach cabanas, equipped with complimentary non-alcoholic beverage options and products from the Jara skincare line, including facial mist and Jara suncare.

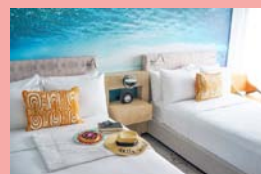
Each cabana is also fitted with a private



modernised gym, pool and courtyard garden area.

### TFE Hotels' Adina Apartment Hotel

**Coogee** has showcased its new look following a multi-million dollar refurbishment. The hotel offers 86 newly renovated studios, along with a transformed lobby and conference rooms plus a



**Waikiki Beachcomber** by **Outrigger** has undergone a \$35 million makeover. The property now features all-new guest rooms and a meeting room as well as a refreshed lobby, pool deck, public spaces and hotel exterior.

## Horizon Sail launch

**THE** Australian-UK start-up Horizon Sail has launched its brand with an offering of Croatian sailing tours for young professionals and adventure seekers from 16 Jun.

"What we found was that there was a real gap in the market for young professional travellers who want to experience culture, history and gastronomy and not just party all day every day," said Horizon Sail Co-Founder, Wes Baimbridge.

Horizon Sail offers a range of trip inclusions, and are claiming to be the first sustainability-focused Croatian sailing company.

For more information visit [www.horizon-sail.com](http://www.horizon-sail.com).

## Airnorth GC service

**AIRNORTH** will add twice-weekly Townsville to Gold Coast flights from 03 Apr, operated by Embraer E170 aircraft.

Qantas will place its QF-coded flight numbers on the route.

## IBISWorld APAC

**CHEAPER** airfares and a growing interest in the APAC region among Australian travellers are key elements behind the growth of international travel, according to IBISWorld Industry Reports.

IBISWorld suggest that while the fall in the value of the dollar has made outbound tourism more expensive for Aussies, the historically low airfares on offer have encouraged travel abroad to nearby Asian countries.

The report highlighted Tourism Research Australia (TRA) data that the number of visitor nights spent in Hong Kong, Japan and Vietnam have grown over the past year.

IBISWorld also highlighted that while this growth has benefited the tourism sector, "bricks-and-mortar travel agencies and traditional holiday rental services are experiencing ongoing pressure from larger travel agencies and online firms", with many store-based travel agencies transitioning to online operations.



2019 Europe &  
UK Summer  
Departures  
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**Guaranteed  
to depart!**

## Why should you recommend our tours?

- Leisurely 2, 3, 4 and even 5 night stays everywhere.
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- 'My Time' guaranteed, so your clients can relax and truly enjoy the destinations they have travelled so far to see.

**VIEW OUR TOURS**



*Working in partnership with the Australian Travel Industry*

### Travel Consultant | German Speaking

Sydney, \$45-\$60k, Ref: 3814SJ3

I'm looking for a travel industry professional who wants to step away from face to face sales & work for a leading travel provider who has fluent German & English. You will be booking packages & tailor making holidays and utilising your multilingual skills. A fun & vibrant team in luxurious CBD offices & a real chance for career progression. A great base salary is on offer & the chance to work for an industry leader. Call me for a confidential chat and don't miss this amazing role!

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

### Travel Consultant

Sydney, \$50k + Super + Commission, Ref: 8233JB1

My client is seeking an experienced Travel Consultant with a minimum of 1-2 years experience for their high end agency located in Sydney's western suburbs. The ideal candidate will have a passion for luxury travel, enjoy building tailor made itineraries and be able to provide exceptional customer service to new and existing clients. Experience using a GDS, preferably Galileo, is essential. The successful candidate will enjoy a competitive base salary plus a generous commission structure.

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

### Join the Travel Trend! Online Consultant M-F!

Brisbane, \$45-\$65k + super, Ref: 1821AW5

This small independent company, is looking for Travel Consultants to join this established Online Travel Reservations environment. Specialising in worldwide travel destinations, the ideal candidate will be ready to step away from face to face consulting and get some work life balance back - working ONLY Mon-Fri! Deliver exceptional customer service, deliver exceptional communication, meet specific client needs and express your passion for travel! Sound like you?? APPLY NOW !!

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

### Tour Operations Manager

Melbourne, up to \$85k + Super, Ref: 3819HC1

Make this role your OWN, this is a brand new position in a global company expanding successfully in Australia! The main purpose of this role is to ensure the successful recruitment, training and managing of Tour Managers across AU & NZ - experience with managing, recruiting & training tour guides is essential. There will be full development including support from Senior Management and overseas travel. For exceptional candidates, remote working will be considered in Australia.

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

### BDM - Educational Travel

Sydney, \$60k + Uncapped Comms, Ref: 1557AJ1

Exciting opportunity to join a market leading company specialising in group tours. You will be responsible for driving business, identifying potential clients and outlining the fantastic service offering available. My client provides fully tailored travel packages for schools, clubs and associations and pride themselves on going the extra mile. With such a great product/service offering behind you, you can expect to enjoy high conversion levels coupled with an uncapped incentive structure.

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

### Hotel Revenue Manager with a Twist

Brisbane, Up to \$75k + super, Ref: 3849SZ1

Great opportunity for an experienced Revenue Manager to step into a varied role! You will be working closely with the Rooms Division Manager, GM as well as working closely with the Director of Sales & Marketing as part of your job will be to oversee the reservation team & implementing sales strategies & to maximise room revenue. Even though it would be beneficial to have a sales background, the key part of this role is utilising your knowledge in revenue to assist in the sales division.

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

### Travel Consultant SKI Specialist

Brisbane, Competitive Salary, Ref: 1351CGA1

Are you an experienced travel consultant with a passion for all things Ski? If so, this could be a great opportunity to specialise in what you love with likeminded people! This independent travel agency are looking for a new team member to join their growing team. Using your passion and experience of worldwide ski resorts, this role will allow you to specialise in a booming niche market. You will be required to have a minimum of three years experience using both mid office systems and a GDS.

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

### Travel Agent Assistant NO SALES

North Melbourne, \$45k + Super, Ref: 3617JP1

Do you love the being a Travel Agent yet you feel like the sales element of the role isn't really your thing? This is the role for you! Enjoy all the thrill and benefits of working in the industry without the pressure of the sales day in day out. Provide support to the sales and operations teams with a number of duties including assisting with reservations and admin duties. You will be rewarded with a regular salary and the greatest benefit of Monday to Friday hours ONLY! Don't wait, apply now!

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



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online... on mobile... in branch