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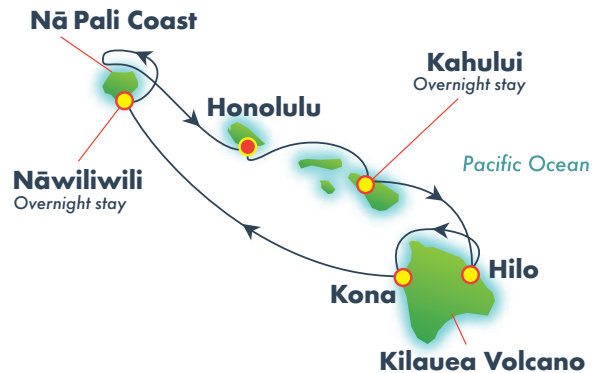
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QF comments on VA/VS

QANTAS has rejected any insinuation that it is “dominant” on the Australia-Hong Kong route, in a submission on the proposed pact between Virgin Australia and Virgin Atlantic (**TD 26 Jun**).

The Australian Competition and Consumer Commission has granted interim authorisation for the deal between the Virgin-branded airlines, allowing them to cooperate on flights between Australia and the UK/Ireland via Hong Kong, Los Angeles and any other “future connecting points”.

QF’s submission, lodged late last month, noted that the UK/Ireland markets are “characterised by strong competition including by end-point and mid-point carriers”.

Qantas said the proposed cooperation between Virgin Australia and Virgin Atlantic was

“reflective of the dynamic nature of cooperation that characterises aviation markets”.

The carrier added that the QF application to the Int’l Air Services Commission for an expanded codeshare deal with Cathay Pacific on the Hong Kong Route - now comprehensively knocked back (**TD yesterday**) - “should be properly characterised as another example of rivalry and innovation in this competitive market”.

The Qantas submission noted that the proposed VA/VS pact would allow the airlines to closely coordinate operations “in a way that will not occur in the context of an arms-length codeshare relationship between Qantas and Cathay Pacific”.

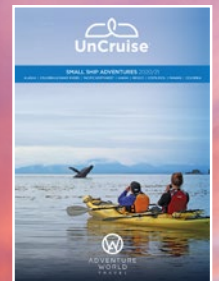
Norwegian Hawaii

NORWEGIAN Cruise Line has extended its “mid-winter Hawai’i sale,” offering up to US\$3,000 in overall value with five free offers and US\$200 in on-board credit.

Itineraries take cruisers to visit four Hawaiian islands in seven days round trip from Honolulu - for details see the **cover page**.

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Travel Daily



Windstar 2020-21

WINDSTAR Cruises is today highlighting its Australia and New Zealand programs for 2020-21, with a range of itineraries from seven to 30 nights priced from \$2,322 per person twin share. See **page 10** for details.

Bentours profile

TODAY'S Travel Daily features a product page showcasing Bentours and its "spectacular Antarctica" programs. See the **last page** for details.

Air NZ to deploy 787s to EZE

AIR New Zealand will operate Boeing 787-9 Dreamliner aircraft on its non-stop services from Auckland to Buenos Aires in Feb and Mar 2020.

The 787s will be deployed in place of the current 777-200ERs on the South American route.

Bestjet under Fed Court microscope

EXCLUSIVE

YESTERDAY the intimate details of Bestjet's operations were laid bare in a Brisbane courtroom, with David Lanning, one of the company's former staff, testifying in a gruelling six-hour session.

Lanning, who owned Wynyard Travel before it became part of the now collapsed Bestjet group of companies, was taking part in a Public Examination pursuant to Federal Court orders obtained by the liquidators of Bestjet, Pilot Partners (**TD** 02 May).

Part of his job in the merged group became finding a buyer for the organisation, with Lanning detailing a prospective \$18 million deal with a company called Anjuna, that was ditched at the 11th hour after Michael James, husband of Bestjet founder Rachel James, changed the terms.

Anjuna Global is the business formed by former World Aviation

CEO James Vaile (**TD** 18 May 2016) with other partners in the venture including former Corporate Travel Management execs Claire Gray and her brother Craig Smith along with Jonathan Harris who brokered the scuppered deal.

Bestjet was also shopped around to other potential buyers including Helloworld and Webjet.

Lanning testified that ultimately Michael James finalised the sale of Bestjet to McVicker International (**TD** 06 Nov 2018), which placed the business into administration six weeks later.

Lanning confirmed that prior to the collapse Bestjet was turning over more than \$800 million annually, but was selling almost every ticket at cost or at a loss.

The company was spending \$400,000 to \$500,000 a month to have its fares featured on meta-search site Skyscanner, which he said charged 1.9% of sales.

GDS rebates from Sabre were a key source of revenue for Bestjet, with Lanning providing a detailed breakdown of the company's remuneration which was paid to a separate Singapore-based company also currently under investigation by the liquidators.

Airline contracts held by Bestjet and Wynyard also generated override revenue for the group.

The company remitted payments to consolidators such as CVFR via eNett, and Lanning confirmed that Bestjet had negotiated a share of the eNett fees which generated as much as \$1 million in annual revenue for the business.

Although Michael and Rachel James were also scheduled to appear, it's understood that they are now set to testify next week, while another executive of the company, Craig McKim-Hill, is expected to appear tomorrow.

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Find out how to make the most of a trip to South Africa in the July issue of *travelBulletin*.

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TNZ Au head to ANZCRO

SELF-DRIVE tour company ANZCRO has appointed former Tourism New Zealand General Manager Australia Tony Saunders to lead the company's sales and marketing team.

In his new role as National Sales and Marketing Manager based in ANZCRO's Gold Coast head office, Saunders will help drive new business and bring a familiarity of the New Zealand market with him from previous roles.

"Tony's expertise in developing sales and marketing initiatives that convince Australians to book a holiday in New Zealand make him an excellent fit for the role, which has responsibility to grow sales in Australia for ANZCRO," said ANZCRO Managing Director, Nick Guthrey.

He brings with him more than seven years' of experience working for Tourism New Zealand in Australia, and has also managed global brands for Arnott's Biscuits based in New Zealand, Australia, and the UK, as well as Yum! Restaurants International.

Upon accepting the role,

Saunders said "It's an honour to join the ANZCRO team as I have a huge amount of respect for their work in helping agent partners organise holidays at a destination that is close to my heart".

He will formally commence in the position on 05 Aug.

Hilton income gains

HILTON Worldwide Holdings has reported a 20% increase in net income for Q2 2019 when compared to the previous corresponding period.

The hotelier notched up US\$261 million for the quarter, while adjusted EBITDA for the same period also rose by 11% to US\$618 million.

Quarter two saw Hilton open 17,100 rooms, representing approximately 6.5% net unit growth for the full year.

"We continued to experience meaningful market share gains during the quarter with increases across all brands and regions, further growing our industry-leading RevPAR index premium," said Hilton President and CEO Christopher Nassetta.



Window Seat

TRAVELLERS, get your lead-lined suitcases ready, because you can now travel to Chernobyl's exclusion zone.

Ukrainian President Volodymyr Zelensky said this month the time was right for the country to put forward a "different narrative" surrounding the radioactive site for tourists, the scene of a major nuclear power plant disaster in 1986.

"We must give this territory of Ukraine a new life," President Zelensky said.

"Until now, Chernobyl was a negative part of Ukraine's brand - it's time to change it."

The President's words are likely to boost what the travel sector is describing as "dark tourism" in the region.



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QANTAS
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APT barge 2020

APT has opened up a small group cruise in England aboard luxury barge *Magna Carta*.

Accommodating just eight guests, the "floating hotel" features four spacious suites and an outdoor heated spa, and sails with an on-board chef.

Beginning with an overnight stay in London, guests can embark on either an eight-day journey to Hampton Court or a 10-day London return journey, stopping off at historic cities and villages up the Thames River.

Special guided tours visit Windsor Castle, Hampton Court Palace and afternoon tea at Cliveden House.

Cruises depart from May to Sep 2020 from \$11,595 per person or \$13,795 return.

Passengers who book before 30 Nov can take advantage of a fly free offer of a return Economy airfare per person, inclusive of taxes up to \$300.

For more, [CLICK HERE](#).

Windstar itineraries

WINDSTAR Cruises has confirmed new itineraries and destinations in the South Pacific for 2020/21 on board the 148-passenger *msy Wind Spirit*.

Having recently announced the expansion of cruising operations down under in 2020/21 (**TD 10 Jul**), the line has also named the Cook Islands, Fiji, New Caledonia and Tonga as new ports of call.

The line's six new itineraries include sailings ranging from five to 60 days, and guests who book by 30 Aug can enjoy bonus shipboard credit on tropical destination cruises including Asia, Australia, the Caribbean, Costa Rica & the Panama Canal, Mexico, New Zealand, South Pacific and Tahiti.

Guests booking voyages between five and 13 days long will receive \$400 of shipboard credit per Premium Suite and \$200 for Standard Suites and Staterooms, and \$1,000 and \$400 respectively of voyages 14+ days.

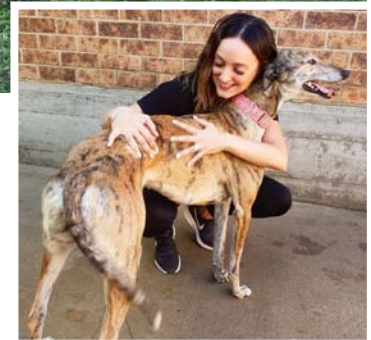


MON saw a team of 12 from Trafalgar, including MD Jason Wolff, volunteer at the Greyhound Rescue Centre in Camden, NSW, which helps find homes for greyhounds no longer wanted by the racing industry.

The team took on projects such as cleaning, painting, gardening, bush care, maintenance, sorting and organising donated items, as well as spending some quality time with the dogs themselves.

Wolff said, "it was such a great day spending time with the dogs and helping out the team at Greyhound Rescue and the tireless work they do, as part of our longstanding JoinTrafalgar initiative to give back to the communities we visit."

Pictured above is the Trafalgar team with Greyhound Rescue



staff and **inset** is Andrea Massaro making a new furry friend.

Exodus to Sri Lanka

EXODUS Travels is offering 15% off selected tours to Sri Lanka.

The active adventures touring company has a selection of nine different itineraries across the country, which are all on sale, as are trips to India and Nepal.

The sale ends 02 Aug, and applies to trips travelling prior to 30 Apr.

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TravelManagers would like to congratulate our network of personal travel managers, the team at our National Partnership Office and thank all of the incredible suppliers we partner with. Being awarded Best Mobile Travel Advisor Network and Best Mobile Travel Advisor for Kathy Millet at the NTIA 2019 is acknowledgement of our commitment to growing the leading network in the industry.

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WestJet approves

WESTJET Airlines' shareholders have voted in favour of being acquired by private equity firm Onex Corporation.

The decision follows Canada's WestJet and Onex entering into a definitive agreement last May for the purchase, pursuant to which each outstanding share of WestJet will be exchanged for CA\$31.00 in cash (**TD** 14 May).

"We are very pleased to obtain overwhelming support from our security holders at today's special meeting," said WestJet President and Chief Executive Officer Ed Sims.

"Receiving this support is an important step on our path to closing the transaction, and we continue to engage with the necessary authorities on the remaining approvals," he added.

Of the votes cast, more than 92.5% of shareholders and optionholders were in favour of the proposed transaction.

Boeing MAX halt?

IN THE wake of the ongoing grounding of its 737 MAX aircraft, Boeing has raised the prospect of shutting down production of the troubled model.

Speaking during a conference call to discuss the company's Q2 earnings, Boeing CEO Dennis Muilenburg, and the CFO Greg Smith, said that if delays continued on the back regulators finding new problems, the company would have to consider a halt to MAX manufacturing.

"If that timeline changes significantly, we will have to evaluate these other scenarios," Muilenburg said.

The aerospace giant recently reported a mammoth \$4.8 billion loss for the Jun quarter caused by a fall in sales, which slumped by more than a third to US\$15.7 billion.

"We're committed to coming through this challenging time... stronger," Muilenburg added.

Air Mauritius' neo touchdown



PERTH Airport yesterday welcomed Air Mauritius' inaugural Airbus A330-900neo flight to the city.

The carrier will progressively introduce the Airbus aircraft to its Perth-Mauritius service with plans to operate it on all Perth serviced by early 2020.

Perth Airport Chief Corporate Services Officer Debra Blaskett noted the touchdown marked an important moment in Perth's visitation strategy.

"The A330-900neo is Airbus' latest generation aircraft and Air Mauritius' decision is great news for Perth Airport and the travelling public," she said.

"This is a quality aircraft being operated by a top airline and provides West Australians with a great connection to the beautiful island nation of Mauritius".

The configuration of the Airbus jet is comprised of 28 lie flat seats in Business class, 261 Economy class seats and four extra leg room seats.

Other features on board the A330-900neo aircraft include integrated wi-fi connectivity, ambient lighting, modern in-flight entertainment systems, spacious overhead luggage compartments, and higher ceilings.

The Air Mauritius plane is **pictured** touching down in Perth.

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Crystal Society

CRYSTAL Cruises has enhanced the benefits for members of its loyalty program, Crystal Society.

Beginning 01 Sep, members of the program can now both earn and redeem milestone benefits for the experience of their choice, whether it be ocean, river, yacht and upcoming expedition cruises.

The shipboard credits members receive - now known as "As You Wish" credits - will continue to be offered in the same amounts at the same milestone levels, but can now be applied to the cruise fare also, with members enjoying up to US\$10,000 toward future sailings depending on their milestone level.

The new program will retroactively apply to past and future Crystal voyages, with milestone credits accrued on ocean, river and yacht between five and 15 nights earning one point, and two for 16 nights or more; expedition cruises earn two and four points respectively.

CLICK HERE to learn more.

Dubrovnik, CLIA

THE City of Dubrovnik signed a Memorandum of Understanding (MoU) with Cruise Lines International Association (CLIA) overnight to work together to preserve and protect the cultural heritage of the destination through responsible tourism management.

An overarching aim of the MoU is to establish the city as a model of sustainable tourism in the Adriatic region and beyond, focusing on investment, collaboration and best practices.

Wld Exp, FC charity

WORLD Expeditions and Flight Centre have partnered in an effort to raise \$1m for charity.

The Community Million Dollar Challenge consists of 12 adventures, one a month between Jan 2020 and Dec 2021 & includes treks, climbs & cycles.

Travellers are invited to join and raise money, with charities to benefit including RUOK, Redkite and Foodbank - **CLICK HERE**.



THANKS to Singapore Airlines, NTIA attendees were able to celebrate all the successes of the event by partying long into the night at the after party at The Watershed in Darling Harbour.

Pictured above is the Noosa Cruise & Travel and Cooroy Cruise & Travel teams, with finalist in the category of Best Travel Agency Manger - Leisure Multi Location Natalie Cherry second from right.

Below is the team from Bunnik Tours, which took out the category for Best Tour Operator - International.

Pictured inset is AFTA Chief Executive Jayson Westbury, always impressing with his



fashion choices for the awards, Travellers Choice Managing Director Christian Hunter, who accepted the Best Travel Agency Group (50 stores or more) award on behalf of his company, and CATO MD Brett Jardine, who had the pleasure of handing out the CATO Awards, new for 2019.

Congratulations to all award winners and everyone who was honoured with a nomination - we're already counting down to the 2020 event!



BULA! South Sea Cruises is Fiji's largest and leading marine tourism operator. With five successful brands and dozens of iconic and popular products including Blue Lagoon Cruises, Malamala Beach Club and Awesome Adventures Fiji, South Sea Cruises is an exciting and innovative business with a unique array of product offerings across all tourism market segments.

The Role:

We are seeking a self motivated Sales Superstar to represent our broad range of products to our retail & wholesale trade partners as well as directly to consumers. You will need a bright & outgoing personality with strong communication skills (both written & verbal) and be comfortable working with both the youth adventure market and mainstream travel agents.

You will come from a proven tourism sales background and ideally already have a great travel network. You will need to be self motivated as you'll be home based and will manage your own call schedule with support from the Global Sales Office in Auckland, New Zealand, the Business Development Executive Queensland and the Head office team in Fiji.

The sales regions to be covered will be NSW & VIC (plus other regions as need be). We would look at candidates located in either Sydney or Melbourne.

Applications with a detailed CV are to be sent submitted to aunzsales@ssc.com.fj no later than 5.00pm on Wednesday 31 2019.



Product Executive

This position would suit a self-motivated, enthusiastic and highly organised individual with a strong passion for detail and computer skills. It encompasses the loading, maintenance and accuracy of product information and pricing in our internal reservations system and the generation of reports and competitive analysis.

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Manage supplier relations to ensure profitability and suitable products are developed and maintained in the region.

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NoVacancy opens up



NOVACANCY Hotel + Hospitality Business Expo returned to International Convention Centre Sydney on 24-25 Jul, featuring more than 4,000 attendees and over 230 suppliers.

The event brought together networking and learning products and services, and featured talks from Jerry Schwartz, Director of Schwartz Family Co; Lynda Ugarte, Head of Human Resources, Australasia & Japan at InterContinental Hotel Group;

Tish Nyar, Director of Operations Australia & New Zealand, TFE Hotels and Juliet Ashworth, Creative Director and owner, CHADA.

Pictured at the event are Joe McCormack, General Manager Land Contracting at Helloworld Travel; Ganessan Suppiah, founder & Executive Director, GSA Hospitality and Annette McAndrew, Director of Sales & Marketing Australia, Fraser Hospitality.

APPOINTMENTS

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

Outrigger Konotta Maldives Resort has named **Sonia Adlakha** as Director of Sales & Marketing. Adlakha was most recently Director of Sales Soneva Villa Ownership.

Holland America Line and **Seabourn** have appointed **Nikki Glading** as National Manager of Business Development. She joins HAL and Seabourn with over 20 years of industry experience, with her most recent position as Area Sales and Operations Manager for Flight Centre in Queensland.

Umar Chaudhry has taken on a new Director, Sales Development role for the Western Region of the United States with **South African Airways**. He brings over 10 years of airline industry experience in sales and leadership.

The Bob Wood Group has announced the appointment of **Lidia Hume** as Business Development Manager – Sales, moving from her current role as part of the Sales Opening Team of the The Ruby Collection. BWG has also appointed **Vikki Rabe** as Operations Development Manager, ex The Cruise Traveller, where she was Operations Manager.

Discover thrills at sea

Read the Autumn edition of *Travel & Cruise Weekly*



©Carnival

NCL sweetens deal

NORWEGIAN Cruise Line has upped its Latitude Rewards Programme offer, with Australian and New Zealand members at bronze level or above now able to access 20% off selected sailings.

Past guests can choose from over 350 different itineraries to destinations including, Alaska, Asia, Australia, the Caribbean, Europe, Hawaii and New Zealand.

Velocity Ola deal

VIRGIN Australia's Velocity Frequent Flyer and rideshare platform Ola have partnered to enable Velocity members to earn Velocity points on each Ola ride they take, as well as double points on trips to eligible airports & 1,000 points on a first Ola ride.

To celebrate the pact, Ola will offer free rides to eligible airports this Fri - **CLICK HERE**.

Seabourn dining

SEABOURN Cruise Line has offered a glimpse into its eight dining experiences on its two new ultra-luxury expedition ships, set to launch in 2021 and 2022.

The cruise line has released renders (**below**) of The Restaurant, which will offer elegant fine dining available for breakfast, lunch and dinner.

Other eating experiences include The Colonnade, a casual buffet or table-service arrangement; The Patio, featuring alfresco lunch dining; Sushi in the Club, which boasts made-to-order sushi bites; and Seabourn Square, serving coffee, pastries, sandwiches and gelati.

As aboard all Seabourn ships, all dining is complimentary, as are premium spirits, fine wines and other beverages.



SUSTAINABILITY MATTERS

Today's Sustainability Matters is brought to you by Air New Zealand



Climate change is one of the biggest risks the travel industry faces, which is why at Air New Zealand we've had

a proactive, strategic sustainability framework in place for the past five years.

Why do we care about sustainability as an airline? It's a fair question – we're a large user of fossil fuels and a large carbon emitter. But we're also a driver of tourism, and a connector of people, cultures and products globally. That's why we want to make sure our business is sustainable – socially, economically, and environmentally – for decades to come.

Our sustainability framework is aligned with the United Nations Sustainable Development Goals, and our Sustainability Panel of globally recognised experts plays an important role as a 'critical friend', holding us to account.

Over the next few months we look forward to sharing more about some of the initiatives we have underway, including our progress with fuel and carbon efficiency, reducing plastic and waste, and even the future of flying. Read more about our approach to sustainability at <https://www.airnewzealand.co.nz/sustainability>

Kathryn Robertson, Air New Zealand Regional General Manager Australia

AIR NEW ZEALAND

Star Alliance lights up the NTIAs

IT TAKES something special to bring a hush to the National Travel Industry Awards' (NTIAs) audience, but Star Alliance and the Council of Australian Tour Operators (CATO) did just that this year with a truly glittering prize draw.

During the course of the evening, eight lucky guests took turns to stand on stage and watch - with the rest of the NTIA audience - as lights flashed across Star Alliance's global network before settling on a single destination. In the end the winners took away inspirational journeys to the US, Japan, South Africa, Thailand, Nepal, Argentina and a choice of Austria, Germany, Switzerland or Belgium.

Switzerland or Belgium.

On behalf of Star Alliance and CATO, congratulations to all of our 2019 winners!

For more information on Star Alliance in Australia go to www.staralliance.com.au.



JAPAN: Tony Soden, Club Med; Katrina Chen, EVA Air; Winner Kim Wethmar, TravelEdge; Victor Hsiao, EVA Air; and Rachel Harding, Club Med.



NEW York: James Hewlett, Collette; Winner Maria McCosker, Flight Centre; and Rick Pomery, Air Canada.



SWITZERLAND, Austria, Germany or Belgium: Greg McJarrow, Singapore Airlines; Anil Rodricks, Lufthansa Group; Winner Yvonne Shaw, Noosa Cruise & Travel; and Stu Udy, Expedia TAAP.

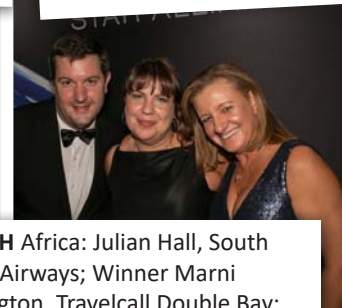


THAILAND: Pauline Leong, Thai Airways; Winner Victor Araya, The Travel Authority; and Cameron Elliott, Peregrine Adventures.

STAR Alliance's NTIA winners: Kathryn Robertson from Air NZ (Best Int'l Airline - Online) and Anil Rodricks, Lufthansa German Airlines (Best Int'l Airline - Offline).



SOUTH Africa: Julian Hall, South African Airways; Winner Marni Whittington, Travelcall Double Bay; and Susie Potter, The Africa Safari Co.



KATHMANDU: Brett Jardine, CATO, representing World Expeditions; Jum Mu, Air China; and Winner Matthew Hickey, italktravel & Cruise Blue Mountains.

ASPEN: Belinda Condon, United Airlines; Winner Lillian Canedo, Princess Cruises; and Daniel Walker, Sno'n'Ski.



BUENOS Aires: Kathryn Robertson, Air NZ; Winner Nicole Hay, Show Group; and Sarah Baxter, Chimu Adventures.



SPOTTED!



TRAVEL Daily GM Christian Schweitzer has handed over his prized photo with Arsenal football legend Sol Campbell to set the challenge for our new "Spotted Feature".

He spied the former player & English professional football Manager, at an Emirates event to celebrate Arsenal's trip to Sydney

ahead of games against Sydney FC and Western Sydney Wanderers.

To rise to the challenge and join in the fun, send a snap of yourself with a celebrity you have spotted to photos@traveldaily.com.au with a description of who is in the photo for your chance to be featured in **TD**.

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WIN A TRIP TO morocco

This month Gate 1 Travel is joining Travel Daily to give agents the chance to win a trip to Morocco for two. The 11-night Kaleidoscope of Morocco trip takes in ancient wonders such as the UNESCO-listed Roman ruins of Volubilis, the ancient desert city of Ait Benhaddou, the imperial city of Fez and the bustling medina of Marrakesh. Click here for more trip details.

To win you need to correctly answer one question each week in July, and at the end of the month tell us in 25 words or less why you should be the person to win this prize. Send your answers to gate1@traveldaily.com.au.

Q4 - What is a kasbah?

More of the World for Less
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TRAVEL™

American Q savings

AUSTRALIAN couples are being offered a US\$1,000 discount on river cruises in America's Pacific Northwest, with the American Queen Steamboat Company.

The deal is valid on a range of departures between Mar-May 2020 and Oct-Nov 2020, in selected cabins which are booked by 31 Dec 2019.

[CLICK HERE](#) to book.

Avani Bangkok

AVANI Hotels and Resorts has this month opened its third hotel in Bangkok.

The 382-room Avani Sukhumvit Bangkok is located at the top of the Century The Movie Plaza Sukhumvit, and features all-day dining, an AvaniFit gym, spa treatments and meeting spaces.

Hyatt Vail opening

HYATT Hotels Corporation has announced the opening of its second Grand Hyatt in Colorado.

The 285-room Grand Hyatt Vail offers ski-in/ski-out access to the base of Vail Mountain and private access to the Chair 20 ski lift.

Currently rates start at US\$199 per night.

MSC mid-year sale

MSC Cruises is offering up to \$600 onboard credit per cabin on voyages through the Caribbean, Mediterranean or Arabian Peninsula as part of its mid-year sale.

The offer is available on select departures from Nov to Apr 2020, booked by 30 Sep.

[CLICK HERE](#) for more information.

LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

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WANT TO HELP OTHERS WITH THEIR CAREERS?

**TRAVEL RECRUITMENT ACCOUNT MANAGER
SYDNEY & MELB – TOP SALARY PKG + BONUSES**

Don't miss the opportunity to combine your love for the travel industry with your passion for assisting others in finding their own career path. As part of the AA team your days will involve meeting candidates, building strong relationships with existing clients and growing your client portfolio via cold calling and networking to find the perfect client/candidate match. You will enjoy earning a top salary + bonuses, staff conferences & Mon-Fri hours.

***NEW * RARE ROLE WITH INDUSTRY SUPPLIER**

**SENIOR ACCOUNT MANAGER
SYDNEY –SALARY \$ 120K PLUS PLUS**

Having just won a significant account our client are in need of a Senior Account Manager to take the lead of this large Account. We are looking for someone extremely polished who has worked on large market accounts and is confident presenting to board rooms, liaising and negotiating at the CEO level. Ideally someone from a corporate background who has had experience within the banking or insurance industry would be an advantage.

EXPERT HUNTERS WANTED

**BUSINESS DEVELOPMENT MANAGER
SYD, MEL, CBR - \$80K PLUS SUPER PLUS BONUS**

These roles rarely come up so if you are a true sales professional from a corporate TMC or Industry background we want to hear from you. Positions in SYD, MEL and CBR, you will have a solid sales background, experience cold calling and building solid pipelines. You will be rewarded with a base salary of \$80K plus super plus commission. Work hard and you could see yourself earning up to \$ 150K, fast career progression also on the cards.

BRING YOUR STRATEGIC SKILLS

**CORPORATE ACCOUNT MANAGER X 2
SYDNEY- SALARY UP TO \$ 110K**

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

AN EXPERT IN JAPAN

**PRODUCT MANAGER
SYDNEY OR BRISBANE – UP TO \$ 100K PKG**

Are you an experienced Product Manager who is an expert in Japan and able to speak fluent Japanese? Then this brand new role is for you! Focusing on Japan land product you will be responsible for the negotiation of rates, contract management & preferred product. Be involved in developing & implementing product strategies, enhancing supplier relationships & agreements whilst maximising return. Top salary package & benefits on offer.

THE RAREST OF OPPORTUNITIES

**REGIONAL SALES MANAGER
MELBOURNE AND SYDNEY- UP TO \$ 112K PKG**

If you're well connected within the travel market and looking for a first class product to represent – don't miss out on this challenging BDM opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is preferred. Top package.

LOVE THE THRILL OF THE CHASE

**CORPORATE BUSINESS DEVELOPMENT MANAGER
BRISBANE - \$80K PLUS SUPER**

This globally recognised brand requires a talented BDM to join their growing sales team and be responsible for winning new corporate accounts. You will be adept at working within the corporate market, pipeline development and winning new business through to key account management, growth and retention of clients. The rewards here are huge including international travel benefits and incentives. Interviewing soon.

***NEW* INCREASE ONLINE TRAFFIC**

**DIGITAL MARKETING SPECIALIST/OPTIMISATION
BRISBANE - \$80K PKG**

We are looking for a digital marketing expert to join a growing team in Brisbane. Using your extensive online experience and knowledge you will be able to assist in creating an amazing online environment for customers and increasing conversion rates. Your firsthand website development experience, Google material design skills & Ecommerce knowledge will see you excel in the role. Strong salary package & long term development on offer.

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Spectacular Antarctica

A pristine, glittering white world teeming with wildlife that is still incredibly untouched - Antarctica is simply spectacular.

BENTOURS, the Scandinavian and Polar Specialists, offer unique experiences from seeing an abundance of wildlife, stunning landscapes and the infamous crossing of the Drake Passage on the journey down to the great Southern Continent.

Follow in the wake of some of history's most daring explorers and discover the breathtaking natural scenery and ultimate adventure

playground with an Antarctic Peninsula cruise. The Peninsula is the last part of the continent to thaw and then refreeze every year and provides the perfect breeding ground for an abundance of wildlife that is protected by the Antarctic Treaty and is home to some of the world's most extraordinary species. With Bentours you can observe penguin rookeries and seal colonies as well as Orca, Humpback and Minke whales.

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For up to date offers on a range of ships and itineraries - everything from no single supplements to exclusive discounts – contact the specialist Bentours team to book your favoured Antarctica and Arctic adventures.