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# Travel Daily First with the news

Friday 8th March 2019

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#### Scenic bonus

**EVERY** Scenic or Evergreen 2019/20 European River Cruise booked before 30 Apr 2019 will gain the travel consultant a bonus \$100 in Scenic Rewards points.

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For more information, see the cover page.

## Splendor captain

CAPTAIN Serena Melani has been announced as the launch Captain of Regent Seven Seas Cruises' new Seven Seas Splendor.

The company timed the news to coincide with International Women's Day, with Melani said to be the first woman in cruise industry history to captain a new ship at launch.

Melani joined Regent in 2010 after an extensive career in merchant shipping, and became the company's first female Master Captain in 2016.

# Veitch calls for change

A GREATER call for organisational and individual change underpinned the keynote address from The Travel Corporation's CEO John Veitch at the Force For Good event in Sydney this morning as part of International Women's Day.

Veitch affirmed the positive role the travel and tourism sector can play in helping empower women, particularly those in developing nations.

"Tourism is a powerful tool and we can make travel matter by integrating programs that support local women and communities globally," he said.

#### China Eastern vox

**CONSOLIDATED** Travel and China Eastern are offering three China Eastern travel vouchers valued at \$2,000 each to the highest selling agents per state. See page 11 for more.

"But it's our responsibility to actively drive this forward in what we contract and what we recommend, in what we book and personally experience."

Veitch said Australia's scorecard in diversity and gender equality did not look good & called on the industry to develop and support women's advancement in the workforce with greater urgency.

"Advancing gender equality in organisations is everyone's responsibility," he said.

"No matter what gender or age we all have responsibility to influence the change we want to see in the world."

## Today's issue of TD

Travel Daily today has nine pages of news and photos, a front cover wrap for **Scenic** plus full pages from:

- Travel Trade Recruitment
- Consolidated/MU promo

# Travel Daily on location in Sydney, NSW

Today's issue of TD is coming to you courtesy of Jito Connected which is today hosting its International Women's Day 2019 A Force For Good Event.

IT'S a full house at Dockside in Sydney for the third annual Jito Connected International Women's Day 2019 - A Force For Good event.

The day features over 30 speakers in two venues with five optional workshops, four overseas speakers, followed by a networking party.

Among the line-up is a morning keynote from American Airlines Senior Vice President of Global Sales and Distribution, Alison Taylor. More on page six.



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# Collette to close UK business

**COLLETTE** has confirmed the shutdown of its business in the UK next year, as it focuses on expanding operations in the USA, Canada and Australia.

The company said it would continue taking bookings in the UK until 30 Apr 2020, & all existing reservations will be honoured.

For travel by UK guests beyond Apr 2020, Collette is evaluating offering its global product line in the UK on a wholesale basis.

The Collette UK sales team is being made redundant and is understood to be leaving effective from today, with the company to no longer have a physical presence in the country.

A year ago Collette restructured its UK sales operation (*TD* 22 Mar 2018), with the departure of

## HotelTonight sale

**AIRBNB** today announced the acquisition of last-minute hotel booking app HotelTonight.

The deal is expected to make it easier for Airbnb users to book hotels at short notice, as well as helping the company further boot its hotel offering.

its then British MD and Head of Marketing Carl Burrows and the rest of the team subsequently reporting to International Head of Sales, Christian Liebl-Cote.

Collette Vacations President, Jaclyn Liebl-Cote told *TD* the business was experiencing "really good growth" locally (*TD* 29 Jan).

#### Accor in hot water

ACCOR is scrambling to address allegations of racial discrimination, after an ABC report this morning claimed staff at the Ibis Styles Alice Springs Oasis were instructed to accommodate Indigenous guests in inferior rooms while charging them the same rate as others.

A whistleblower employee claimed that six rooms at the property were designated for arrivals from local Aboriginal communities, with the ABC's "Background Briefing" radio show confirming the allegations by arranging two identical bookings - one by a group that was Indigenous, and one that was not.

The Indigenous group was reportedly allocated to a room that was significantly inferior and dirty, while the other group did not have any such issues.

Accor issued a statement saying it was "unaware of any complaints from staff or guests of this nature," noting the property welcomes guests from all backgrounds and has 31% Indigenous employees.

## **Egglestone role**

**PETER** Egglestone has taken a new role with Journey Beyond as Group Manager, Growth Projects. His experience includes a range of roles at Helloworld Travel, most recently as head of Qantas Holidays (*TD* 13 May 2016).





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Flanders is much more — than just WWI battlefields, read more in the March

CLICK to read travelBulletin



## **Beyond groups**

**BEYOND** Travel is developing its groups department, with the appointment of a dedicated account manager for each group booking.

Under the new arrangements agents are offered personalised assistance along with expert advice, with Sales and Marketing GM Bryce Crampton saying the move reflected increasing interest from agents requesting additional groups service, particularly for visiting lesser known regions or in special interest departures.

"Agents should be reminded of the many benefits of pursuing group bookings," Crampton said, including the ease of creating one large sale, having a point of difference, expertise and financial advantages based on Beyond Travel's net non-commissionable rates and long-term relationships with suppliers - 02 9080 0410.

# 7Travel & Ignite to expand

**IGNITE** Travel Group (ITG) and 7Travel have flagged plans to expand their partnership, less than a year after ITG signed up to put its packages on offer to the broadcaster's national audiences on TV and online (**TD** 07 Jul 2018).

ITG MD Randall Deer told **TD** the partnership had already seen rapid sales growth but hasn't even begun to "hit the full run rate" to achieve the "very high benchmarks set".

7Travel Head Sally McFadyen told *Travel Daily* that domestic travel was booming, with packages for travel "close to home" performing as "high volume drivers", along with deals for Fiji, Bali, Thailand and Hawaii.

The pair spoke at length about the key value proposition behind the partnership which is centred on exclusivity and marketability.

"Quite often you can match

offers across channels; most OTAs will have price parity or price match policies and it all stays fairly vanilla," Deer said.

"What 7Travel and ITG are doing is bringing to the table genuinely deeply exclusive offers that you can't ring around and find anywhere else," he added.

McFadyen was quick to add that "we're not taking away from the traditional retail agencies, there are clients that want to go into a store and sit with consultants and get an expert to build it for them.

"But there are many people out there that are time-poor and we're making it more convenient and easier for their needs to be serviced."

The partnership brings to market ready-made packages combining resorts, airlines and tours "wrapped up and ready to go" with McFadyen saying the reach of 7Travel through the television, online and magazine publications of parent company Seven West Media spans an estimated 15 million Australians each week.

The pair said the partnership will expand with Deer saying "if you can buy it, then there's a desire for us to create the best way to enjoy it.

"We're going to expand into touring, cruising, the product mix from luxury to budget and keep growing the overall offer set," Deer said.

Ignite Travel Group is 49% owned by Flight Centre.



# Window Seat

**HE REALLY** should have packed it in his checked baggage.

The US Transportation Security Administration has intercepted a military-grade rocket-propelled grenade launcher which a passenger had in his carry-on.

The traveller put the handluggage on the X-ray scanner at Lehigh Valley Airport in Allentown, Pennsylvania, where sharp-eyed officers noted the dismantled weapon.

The RPG was found to be nonfunctioning, and the grenade itself was a replica, but the items were confiscated because it is illegal to carry any weapons - real or replica - on any flights.

The TSA posted images of the rocket-launcher on Twitter (**below**), with analysts saying it was an inert RPG-7 - a "portable, reusable, unguided, shoulder-launched, anti-tank rocket-propelled grenade launcher".

The Florida-bound passenger told airport police he had thought it would be OK for the replica weapon to be on board.



# **Domestic Online Implementations Travel Consultant**

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# Focus on tourism, TTF urges

TOURISM and Transport Forum (TTF) CEO Margy Osmond has highlighted the importance of international visitation to the Australian economy, with a newly released survey indicating strong community support for the tourism sector.

The figures were unveiled today at the TTF Leadership 2019 event in Sydney, which has brought together political leaders, policy makers and heads of TTF member organisations across the tourism, aviation and transport sectors.

The study was undertaken in partnership with Nielsen, with 78% of respondents saying they believed tourism bolsters the economy, while 57% believed the government needs to invest more money to promote Australia overseas.

Nielsen also found that almost four out of five Australians were unaware that every departing traveller pays a compulsory \$60 Passenger Movement Charge (PMC), with more than half of the \$1.2 billion raised through the PMC going into the government "piggy bank".

Osmond said the survey results "make it crystal clear that Australians understand the value of the tourism industry.

"Real Aussies are telling us that they want more tourists and these results should send a strong message to the government about the need to support and invest," she added.

Key issues raised in the recent TTF Federal Budget submission included further investment in Tourism Australia, a review of the PMC and the level of over-collection, additional and improved visitor infrastructure, and further investment in airport to city rail connectivity and regional rail networks.

# Flat out all day with Garuda



IN CELEBRATION of Garuda Indonesia's 50th anniversary of flying to Australia in 2019, the airline invited Perth agents to get up close and personal with its A330 aircraft for a day.

Usually servicing the Perth-Bali route, the A330-300 was on the ground for the day at Perth airport due to the 24-hour curfew on flights in and out of Bali for Nyepi Day, a Hindu celebration and public holiday in Indonesia.

Garuda Indonesia showed over 50 travel agents and media through the aircraft and gave them an opportunity to test out the features. Laura Lotter from CT Connections is **pictured** trying the flat-bed in Garuda's Business class cabin.

## Kimpton Edinburgh

INTERCONTINENTAL Hotels Group has debuted the first Kimpton Hotel in Scotland.

The 184-room, 15-suite Kimpton Charlott Square Hotel is located in the city's New Town, with a view of Edinburgh Castle and easy accessibility to local highlights.

The hotel is made up of seven interconnecting renovated Georgian townhouses.



THE NEW ZEALAND SPECIALISTS



# Helloworld says thanks



**HELLOWORLD** Travel on Tue hosted an exclusive thank you event to celebrate its Preferred Supplier Partners at Sydney's Doltone House, Darling Island.

The guests were welcomed and thanked by Helloworld Travel Chief Executive Officer and Managing Director Andrew Burnes who spoke of the "tremendous value that the Preferred Supplier Partners brought to the Helloworld business".

Attendees also heard from John Constable, Group General Manager Retail and Commercial, Nick Sutherland, Group General Manager Corporate and Cinzia Burnes, Executive Director.

The guests also had the chance to network with the wider Helloworld Executive Management Team.

**Pictured** at the cocktail event are Nick Sutherland, Andrew Burnes, Cinzia Burnes and John Constable.



A vacancy exists for a full time **Business Manager NSW – Helloworld Travel Branded and Associate Network Retail, based in North Sydney**.

This position will play a key role in maximising both individual member and Helloworld Travel profitability and provide direction to the Helloworld Travel network. To be successful in this role you will be a results driven individual who is passionate, energetic, and able to communicate effectively at all levels and be able to deliver value to the branded and associate retail networks by driving company initiatives. For more information click here.

If you are interested in applying for this role, please send your resume to

Only shortlisted candidates will be contacted

## Intrepid expands

**INTREPID** Group has welcomed the appointment of Sarah Morgan and Liz Savage as Non-Executive Directors.

Intrepid Group CEO James
Thornton said having two
"extremely high calibre
individuals" join the Board was
a huge endorsement for the
business, its broader expansion
plans, and its purpose.

It is the first time that Intrepid has expanded its Board since returning to independent ownership in 2015.

## Amadeus, SpiceJet

AMADEUS and Indian low-cost carrier SpiceJet have signed a new distribution agreement that gives Amadeus' global network of travel sellers access to the airline's range of fares & prices on the Amadeus Travel Platform.

The partnership is set to help SpiceJet reach "new customers both within and outside India".

## **ATEC** welcomes

**THE** Australian Tourism Export Council (ATEC) has welcomed the new Tourism Australia advertising campaign aimed at attracting independent Chinese visitors to regional Australia (*TD* yesterday).

"This campaign targets the growing FIT segment of the Chinese visitor market, encouraging people seeking adventure and exploration to consider Australia as their next international destination," said ATEC Managing Director Peter Shelley.

"Australia's appeal extends well beyond its major cities, and a campaign that profiles experiences in regional areas will help Chinese visitors to see the full extent of our offering."

Shelley said the push was "a positive investment in the tourism industry," but noted the lack of wi-fi connectivity in regional Australian was a significant barrier as a destination for Chinese visitors.

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Working on Mondays and Saturdays, either from home or our office, you will sell our award-winning cruises, ensuring all sales targets are met. You can expect a competitive hourly salary.

To apply, please send a cover letter and your resume to jobsau@vikingcruises.com. Applications close March 21, 2019. Only successful candidates will be contacted. No agencies.

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# Another brand for Accor

**ACCOR** has announced the launch of another new brand, called The House of Originals.

The luxury global brand is debuting in partnership with sbe, which is 50% owned by Accor (TD 10 Oct 2018).

It will be a luxury collection of sbe properties, including the Sanderson and St. Martins Lane in London, 10 Karakoy in Instanbul & the Shore Club in Miami Beach.

sbe said the House of Originals would combine the best of what the lifestyle hospitality company had to offer and would aim to create a community for its guests and with luxury & iconic culinary and mixology experiences.

The company said "the support of sbe's partner, Accor, will

be critical in establishing the brand internationally by offering sbe's customers and partners access to an unparalleled global distribution and procurement infrastructure."

The brand has five new hotels in the pipeline & emphasised plans for "rapid but thoughtful growth".

Accor's Chief Development Officer, Gaurav Bhushan said "the House of Originals is the perfect combination of sbe's know-how in entertainment and F&B, and will benefit from Accor's global platform, particularly in terms of distribution, loyalty and network development".

"This brand brings a new lifestyle flavor into the Accor portfolio," Bhushan said.

# A push for female leadership



THIS morning's Force For Good event marking International Women's Day kicked off with a presentation from Helene Taylor. founder and CEO of the event and Jito Connected.

Taylor brought together 30 speakers for the event in an effort to encourage women to "lean in" and to inspire more female leadership within the travel industry.

"Women make up 70% of our industry and yet only 10% of executive positions," she told attendees.

"We need to take some positive actions to address this," she said.

"Today's event is about the ripple effect on what we do to become a force for good."

Taylor is pictured with The **Travel Corporation Chief** Executive Officer John Veitch.

More coverage on today's event on page one.

## NZ hidden gems

TOURISM New Zealand's new regional campaign focusing on Wellington, Wairarapa, Nelson, Marlborough and Canterbury has launched in Singapore this week.

The launch event highlighted cheeses and Akaroa salmon from Canterbury to craft beer and chocolate from Wellington along with a preview of Nelson's local arts and crafts, and previewed the best wines from Marlborough.

Tourism NZ's Regional Manager South and South-East Asia, Steven Dixon said Singaporeans desire authentic experiences.

## Pax demand up

IATA has released its global passenger traffic results for Jan 2019 showing traffic rose 6.5% compared to the same period last year.

Europe had its fourth consecutive month of growth in passenger demand and all regions recorded increased demand, with the strongest in Europe, followed by Asia Pacific.

Capacity in overall markets also rose 6.4% and load factor increased to 79.4%, the fastest growth in six months.

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# **Boeing+ForeFlight**

**BOEING** has purchased Houston-based ForeFlight, an aviation technology provider which specialises in mobile "electronic flight bags" to allow pilots to plan their journeys.



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# TECHNOLOGY **UPDATE**

Today's Technology Update is brought to you by Stuba Pacific

#### Data, Enlightenment, Action!



"Enlightenment" stirs visions of hippies and mystical beings coming down from the hills...but dig deeper and it offers insight, education,

knowledge and information. The Stuba senior management team have all recently descended on HQ in India and had shared transcendental moments...ok, a bit heavy man, but we shone some light...on

It's easy to take data, create some pretty reports and identify trends. But what has really changed? However, combine your data from different sources, and the fun really starts. It might be phone calls cross referenced with the dates you activated different marketing campaigns, making it inter-relational; but it's value is limited unless you draw more people into the conversation.

The real enlightenment comes when you surface multiple source data for digestion by more people in the workplace. Different perspectives from outside of the normal management decision makers often bring the greatest insights, generally as they're not affected by the pressure of higher-level décision-making. The real value is when that enlightenment leads to positive action.

My final words before levitating to the hills to find myself...Credit those who opened your eyes to the new view, they are your managers of the future.

> Mark Luckey, Managing Director, Stuba Pacific



#### **Entire webinars**

**ENTIRE** Travel Connection is this month running a series of agent training webinars.

Following the official launch of Switzerland Travel Connection, agents can catch up on all things Swiss by taking part in the "In Love with Switzerland" webinar next Thu 14 Mar at 10am.

The following week's session, on Thu 21 Mar, will feature "The Canadian Bucket List" of wildlife and adventures in the Northwest Territories, and then on Thu 28 Mar agents can "Discover or Re-Discover Monaco" - register at www.entiretravel.com.au/agents.

## Jetstar suspends WLG-DUD services

JETSTAR is rejigging its New Zealand network, today confirming the suspension of its thrice weekly non-stop services between Wellington and Dunedin effective from 29 May.

The carrier is instead boosting services from the NZ capital to Queenstown, with Chief Customer Officer Catriona Larritt saying Jetstar regularly reviewed its schedule to align services with customer demand.

Jetstar NZ will continue to operate eight weekly return flights between Auckland and Dunedin.

# Jewel Changi ready

SINGAPORE'S Changi Airport Jewel Changi Airport (Jewel) will open on 17 Apr, offering new dining, shopping and entertainment experiences available for both passengers and non-airport travellers.

The space will include a fourstorey garden and 40m Rain Vortex, with a Canopy Park due to open in Jun to offer mazes, a walking net, canopy bridge and slides for kids.

Jewel will also feature 280 shops and eateries and the 130room YOTELAIR Singapore Changi Airport.

# TRAVEL SPECIALS (\$)



WELCOME to Travel Specials, Travel Daily's Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au

Eurail is offering 10% off all of its Global and most of its One Country Passes. The discount is available for sales between 07 Mar and 09 Apr when booked through a travel agent. For more details or to book, contact your preferred Eurail distributor.

**The Celebration Travel Company** is offering deals at the Villa One Waterfall Bay in Phuket. Guests can save 25% on stays of 10 nights or more booked 150 days in advance. Phone 1300 880571 or email agents@celebrationtravelcompany.com.au to book.

A free helicopter tour valued at \$860 is included on all Natural Habitat Polar Bear package bookings with Adventure World Travel. The deal is available on the seven-day Classic Polar Bear Photo Adventure itinerary and valid for bookings from now until 31 Mar. For more info or to book, call 1300 363 055.

Agents can stay for less in Penang with the **E&O Hotel, Georgetown** releasing a special industry offer for stays between o1 Apr and 19 Dec. Email reservations@eohotels.com to book.

G Adventures is offering savings of \$1,050 on its 18 May departure of Burgundy River Cruise Adventure. CLICK HERE for more details.

## Star Wars openings

**DISNEY** Parks, Experiences and Products has announced the phased openings of its new Star Wars: Galaxy's Edge attractions ahead of schedule at its resorts in both California and Florida.

The highly anticipated new offerings will open at Disneyland Park in California on 31 May, and at Disney's Hollywood Studios at Walt Disney World Resort in Orlando on 29 Aug this year.

The first phase will see guests transported to the remote planet of Batuu, along with a new ride called "Millennium Falcon: Smugglers Run", while later in 2019 will see the debut of "Star Wars: Rise of the Resistance". placing guests "in the middle of a climactic battle between the First Order of the Resistance".

Due to huge interest, guests planning to visit Star Wars at Disneyland Park between 31 May and 23 Jun will also need to make a no-cost reservation.

## Storms hit Colorado

THE main access roads to ski resorts in Colorado in the USA were closed by avalanches overnight, after the latest in a series of huge snowstorms.

More than 50cm of new snow fell last night, closing both Interstate 70 and Highway 24, with the Vail Daily saying as much as 2m of snow reached the centre of the westbound lane of I-70.

The Colorado Department of Transportation is working hard to reopen the roads, with authorities also warning of extreme avalanche danger in some off-piste ski areas.

#### Skal Perth RSVPs

**SKAL** International Perth will hold its Mar event on 14 Mar at 12.30pm at the Pavilion Restaurant, Joondalup.

RSVP to nstrudwick@ travellerschoice.com.au by COB

# SIGN UP

## **FOR 2019 FOOTY TIPPING**

Footy tipping is back for 2019 with the grand prize of flights from Emirates for each code, plus weekly prizes from Expedia.

**CLICK ON THE CODE TO** SIGN IN OR JOIN FOR 2019.

#### SIGN UP BY THURSDAY **14 MAR FOR NRL**



SIGN UP BY THURSDAY 21 MAR FOR AFL



# **CORPORATE UPDATE**

#### AC WeWork deal

AIR Canada has launched a new partnership with international shared workspace network WeWork, as a new benefit for members of the Air Canada for Business SME program.

AC flies to more than 60 destinations where WeWork operates facilities, with the agreement giving discounted access to the offices.

WeWork currently has a global network of more than 425 locations in 100 cities and 27 countries, allowing travellers to book workspaces, hold business meetings and network with peers.

"Our goal is to continue enhancing the travel experience for our business travellers and accommodate them with valuable services to support their business needs at destination," said AC National Manager of Air Canada for Business, Rania Chehade.

Other partners in the program include Avis, Budget and Rover.

## **Amsterdam Lounge**

**STAR** Alliance customers travelling from Amsterdam can from today experience a new premium lounge at Amsterdam Airport Schiphol.

The Star Alliance Lounge is set to welcome eligible First and Business class passengers and Star Alliance Gold Card holders, as well as eligible paid lounge members of the Air Canada Maple Leaf Worldwide Club and United Club program.

Facilities include a luggage storage area, individual work booths, communal work table, dining area, bar area, relaxation area and a wine bar.

The lounge can accommodate up to 150 guests and features a serviced bar, beer on tap, a complimentary buffet with hot and cold meal options, flight info, business services such as printing and scanning, complimentary reading material and personal care amenities.

# Travelport digital study

VOICE search, mobile devices and the "cloud" are increasingly being utilised by business travellers, but they still highly value recommendations from travel advisors and human interactions during disruptions.

Those are some of the key findings from Travelport's new Digital Business Traveller Research 2019 report, which is based on responses from 8,100 corporate travellers from 25 countries across the globe.

In the planning and booking phase, just over half of those surveyed now use voice search to investigate flight times, hotel options and local activities.

Almost 70% of the travellers had booked all or part of a trip on their smartphone, while 47% tended to back up travel documents to the cloud.

But despite the digital options available, 55% said travel agent recommendations had the greatest influence over their travel choices.

About half of Australian business travellers said they like to have face-to-face conversations or phone calls with a person to find solutions.

However, interestingly more than a quarter would now be

happy to be serviced via a chat service, rising to 48% when including those happy to be assisted by self-service chatbots.

Travelport MD Australia/NZ, Scott Barber, said the findings revealed local road warriors were increasingly demanding support delivered seamlessly through both physical and digital channels.

"Travellers prefer to turn to travel professionals when they have complex issues or experience disruption, and to digital solutions to access straightforward immediate support," Barber said.

"The need for balanced omnichannel support is only going to rise in importance in the coming years as technological developments in both business and consumer circles raise business travellers' expectations," he added.

### Amex benchmark

**AMERICAN** Express Global Business Travel has launched a new Peer Travel Insights (PTI) tool.

The tool allows travel managers to compare the performance of their programs with peers, automatically and anonymously selected using GBT's Big Data and analytics infrastructure.



# Hear from:

Leigh Barnes Chief Purpose Officer, Intrepid Group





**Daniel** Skjeldam CEO, Hurtigruten





More speakers to be announced soon



# Sharp hands back to O'Connor



**INSIGHT** Vacations and Luxury Gold will soon welcome back its MD Alex O'Connor this month. who has been on parental leave for the past 10 months.

O'Connor is set to be back at the helm of the company on 18 Mar, taking the reigns back from Lorraine Sharp.

MEANWHILE, in celebration of International Women's Day, Insight Vacations and Luxury Gold have released stats highlighting the company's goal "to break tradition and pave the way for female empowerment".

The company reports that 70% of its overall workforce is female, while 64% hold leadership positions.

Pictured are Sharp & O'Connor.

## Accor Hyde to Aus

**ACCOR** has revealed plans to debut sbe's Hyde brand in Australia in the form of a new F&B venue called Hyde Paradiso on Queensland's Gold Coast.

Located inside the Gold Coast's Peppers Soul Surfers Paradise, the venue is set to open this month.

It will be open all day and offer a lounge and dining experience in the evening.

The move follows Accor's acquisition of a 50% stake in sbe in Oct (TD 10 Oct 2018) and marks the first expansion for the luxury lifestyle hospitality Hyde brand in Asia Pacific.

Hyde operates both hotels and venues under its brand.



# JINGLE YOUR WAY TO LA

Delta Air Lines has partnered with *Travel Daily* to give agents the chance to win flights from Sydney to LAX in Delta's Premium Select cabin.

Delta launches the refurbished B777 in April on the daily Sydney-Los Angeles route. Help them sell the new Delta One and Delta Premium Select cabins - and you could win return tickets to LA!

To enter, come up with a jingle (max 200 words) about the new cabins and the Delta experience. You must include the following words; 'suite', 'daily', 'bed' and 'WiFi'.

Get creative for your chance to experience the Delta Premium Select cabin. CLICK HERE for some more information about Delta's new cabins. Send entries to delta@traveldaily.com.au

## Japan adventure

**RAILWAY** Adventures has introduced a new "Japan by Rail for the colours of Autumn" tour, in response to high interest in the company's current Japan rail program.

The 17-day small group tour will depart Tokyo on 05 Nov 2019, taking in Niigata, Sendai, Hakone, Kyoto, Himeji and Hiroshima.

The trip is priced from \$10,785 including all gratuities, and will be led by Chris Harding, Vice President of the NSW Division of the Australian Railway Historical Society.

For info, call 1300 800 977.

#### Seabourn wellness

**FOLLOWING** the success of Seabourn's 2018 Wellness Voyages, the cruise line has announced two new themed cruises.

The itineraries include the Route to Ancient Wellness, departing 13 Nov and Wellness in the South Pacific, which is scheduled to depart 21 Feb 2020.

They will be led by Andrew Weil, whose wellness program is already offered on board all Seabourn ships.

The cruises will include lectures, discussions, classes and demonstrations by Weil and four other experts.





78th Anniversary Sale

Book from March 1 to 17, 2019

#### Fly to the Philippines and Asia

As low as ALL-IN ECONOMY ROUNDTRIP FARE

\*Terms and conditions applu.





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# Working in partnership with the Australian Travel Industry



#### **MICE Account Manager**

Sydney, \$Competitive, Ref: 3929SJ1

I am seeking a MICE experienced candidate who has solid experience in group logistics and ideally experienced with Events Air but someone who is also comfortable on the ground in events and escorting group tours. This is a diverse role where no two days are the same. Must love groups and managing group travel movement with some event / MICE experience also. This is a niche company with lots of opportunity to progress and diversify your career. Please call me today for a confidential chat!

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

#### **Domestic Corporate Travel Consultant**

Perth, Up to \$55k + Super, Ref: 4444JB1

Our client is seeking a Domestic Corporate Travel Consultant for their office near Perth CBD! You will have the ability to organise and book business travel arrangements whilst delivering an unparalleled level of client care. You will ideally possess a background in corporate travel, have strong experience using Amadeus and be able to work autonomously. Experience using Tramada is also desirable. The role is Monday to Friday and the successful candidate will enjoy a competitive salary.

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

## Regional Travel Role | Sales AND Service

Rockhampton, \$45-\$50k + Comms, Ref: 1966AW1

The role will be heavily customer service focused offering your expertise on worldwide destinations. Consulting across all platforms, including face to face, online and over the phone, this regional community travel agency is looking for New Regional Travel Consultant to join their team! Time for some work/life balance?? Deliver EXCEPTIONAL service, Earn BIG \$\$\$ and join this Regional Travel Agency NOW! Only work 2x SATURDAY mornings per month and get your work/life balance back!

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

#### **Travel Adventure Consultant - Japan**

Sth Est Melbourne, \$58k + Super, Ref: 3904HC12

Sell hiking adventure trips to Japan in a sales office based environment - A product you will love! This respected travel company are looking for someone to join their growing team. Enjoy great benefits such as Monday to Friday only + One RDO a month! Great team environment where you will feel valued every single day. They're looking for someone who has a true passion and personal experience for hiking and trekking holidays - sales experience and travel to Japan is a must.

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

#### **Ultra Luxury Australian Specialist**

Sydney, Up to \$65k, DOE, Ref: 3836PE1

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

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

#### **Wholesale Japan Travel Specialist**

Brisbane, Base + Comms on Deposit, Ref: 3488SZ2

Global tour operator running exclusive, luxury, small group journeys & private FIT touring to Japan is on the lookout for an experienced travel / res consultant to look after all things Japan! Specialising in an area will only assist with your product knowledge & stability in a job especially when the company has big plans for growth & will reach the pinnacle by 2020. Our clients promote from within & you will have the opportunity to step into management or any other departments of interest.

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

#### **Travel Consultant | SKI Specialist**

Brisbane, Competitive Salary \$\$\$, Ref: 1372CGA1

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.

#### **Luxury Travel Consultant - Part Time**

Bayside (VIC), \$65k + Bonus, Ref: 3914HC1

If you want to work part-time hours, be a part of a Travel & Cruise Agency and earn an excellent salary - APPLY NOW! This is a fantastic opportunity for an experienced tailor made travel consultant to join the expanding team in this leading, luxury clientele based agency. You will be creating bespoke holidays and booking luxury travel packages. The ultimate purpose of this role is to create and convert the sale of high quality tailor-made itineraries to exceed clients expectations.

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



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# WIN your next holiday with China Eastern Airlines

Consolidated Travel and China Eastern Airlines are offering 3 China Eastern Travel Vouchers valued at \$2000 each to the highest selling agents beyond China per state. Plus, agents can earn Cash Rewards on return tickets ex. MEL/SYD/BNE issued between 07MAR-31MAR19



# WIN 1 of 3 \$2000 Travel Vouchers



VOUCHER REWARDS FOR RETURN TICKETS EX. SYD/BNE TRAVEL PERIOD: 07MAR19-31DEC19

	Economy Class	Premium Economy	Business Class
China	\$10	\$30	NA
Beyond China	\$30	NA	\$50*

<sup>\*</sup>Extra reward of \$50 per eligible return business class ticket departing before 30APR19

# VOUCHER REWARDS FOR RETURN TICKETS EX. MEL TRAVEL PERIOD: 07MAR19-31DEC19

	Economy Class	Premium Economy	Business Class
China	\$10*	\$30	\$50

\*No reward for economy class tickets for travel between 07MAR-21APR19

Terms and Conditions: Valid for tickets issued by Consolidated Travel or via Quikticket between 07MAR-31MAR19 on MU International itineraries ex BNE/MEL/SYD plated on MU (781) ticket stock on the Consolidated Travel IATA issued from VIC/TAS, NSW/ACT and QLD. Minimum of \$10,000 in net international ticket sales is required to qualify plus 20% growth compared to the same period in the previous year. All sales will be tracked by Consolidated Travel at the completion of the promotion. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not considered. The prizes are open to VIC/TAS, NSW/ACT and QLD full time international selling agents only. Vouchers are capped and all claims must be emailed to promotions@consolidatedtravel.com.au by COB 05APR19 Consolidated Travel and China Eastern Airlines reserve the right to alter or cancel the promotion at any time. It is a condition of accepting the prize that the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipients annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 7th March 2019.

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