



Atout France RWC push

ATOUT France will focus its efforts on pushing three major products this year to the Australian market; gastronomy, sports and battlefields.

The gastronomy push begins today, with 3,000 participating restaurants worldwide set to serve up a special four-course French tasting menu as part of the Good France campaign.

In four weeks' time, Atout France will also host a delegation from Northern France to update Aussie agents on post centenary activity at the Somme Battlefields, highlighting the new Sir John Monash Centre in Villers-Bretonneux.

Speaking at the Rendez-Vous en France tradeshow in Marseille, Atout France's Australian Director Patrick Benhamou revealed exclusively to *Travel Daily* that

the next France workshop in Australia would be themed around the 2023 Rugby World Cup (RWC), which will be held in nine destinations across France.

The gala dinner, which will officially open the French workshop in Sep 2020, was described by Benhamou as the "biggest and most complicated function" that he has worked on his career with the French tourism development agency, which spans close to four decades.

The event will be hosted by Christian Mantei, Chairman, Atout France and Rugby World Cup CEO Claude Atcher, with three Michelin Star Chef Guy Savoy to create the menu.

Atout France will also be flying in performers from Le Lido de Paris to entertain guests.

LA Tourism events

LA TOURISM has a number of updates for travellers visiting the destination including info on the newly opened AC Hotel Beverly Hills and the Running Universal event on 11 May.

See more on [page eight](#).

Today's issue of TD

Travel Daily today has seven pages of news and photos, a photo page from **Travel Partners** plus full pages from:

- Los Angeles Tourism
- AA Appointments jobs

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Burnes buys up

HELLOWORLD CEO Andrew Burnes has taken advantage of the company's slumping share price to boost his stake, last Fri purchasing 50,000 HLO shares on the market for \$229,950.

He paid \$4.60 per share, with HLO having since fallen to \$4.36.



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Cruiseco set for growth

SIGNIFICANT changes at the Cruiseco consortium over the last 18 months have created the foundation for expansion, including a seven-figure investment in IT systems to support member businesses.

Cruiseco agents are in Auckland today for their 19th annual conference, with the group's Chairman and co-founder, Kevin Dale, saying the consortium represents "the best cruise sellers across Australia and NZ".

"Cruiseco delivers the best of cruise while offering expert advice and knowledge sharing - this year's conference exemplifies this by bringing together one of the largest gatherings of cruise executives in the Southern Hemisphere," he enthused.

Turkey's backpedal

AUSTRALIAN Prime Minister Scott Morrison has rejected "excuses" made by Turkish President Recep Tayyip Erdogan after he threatened to send Australians home "in coffins".

Communications Director for the Turkish Presidency, Fahrettin Altun took to Twitter to offer an "official" explanation, stating "President Erdogan's words were unfortunately taken out of context...he was responding to the so-called manifesto of the terrorist who killed 50 innocent Muslims in Christchurch.

"He framed his remarks in a historical context," he added.

CEO Amanda McClelland told TD she believes Cruiseco is among the top five producers for most of its key cruise line partners.

Although Cruiseco is continuing with its highly successful music charters, the company's focus is also broadening with new multi-brand brochures providing easy-to-compare packages to simplify the selling process, she said.

More from Cruiseco on p3 & 7.

BPG's new Journo

BUSINESS Publishing Group (BPG), publisher of *Travel Daily*, *Cruise Weekly*, *Pharmacy Daily*, *Business Events News*, and *travelBulletin* has welcomed Nicholas O'Donoghue to its team.

He joins as a Senior Journalist, bringing with him several years of B2C and B2B writing experience both in Australia and in Ireland.

For more appointments, head to page five.

Travel Daily

on location in
Marseille, France

Today's issue of TD is coming to you courtesy of Atout France which is this week hosting its 14th Rendez-Vous en France tradeshow in Marseille.

NANTES has been chosen as the host city for the 15th edition of Rendez-Vous en France (RDVF).

Christian Mantei, the DG of Atout France, made the announcement in Marseille y'day, stating he was happy with the choice as Nantes would "open multiple programming opportunities to int'l tour operators, because its offer is amazingly rich".

The 15th edition of RDVF will be held on 24 & 25 Mar, at the Parc des Expositions in Nantes.

MEANWHILE, this year's RDVF has come to an end.



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Primus Hotel, Sydney

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Travel Daily on location in Auckland, NZ

Today's issue of *TD* is coming to you courtesy of CruiseCO, which is hosting its annual conference in Auckland this week.

CRUISECO members were welcomed to Auckland this morning with a traditional Maori performance at the Pullman Hotel, before kicking off with a day of seminars alongside a trade exhibition showcasing over 35 cruise lines.

As well as education, the conference provides a chance to network at luncheons and a gala awards dinner.

CruiseCO is also showcasing its new CruisePro booking platform and Collection brochures, which curate a range of cruise packages, with more announcements tomorrow.

Black box provides insight

THE pilots in the cockpit of the Lion Air Boeing 737 MAX flight that crashed in Indonesia last Oct were desperately searching through the flight manual before it crashed, according to sources who spoke with *Reuters*.

The anonymous source claims that voice recordings from the yet-to-be-released black box indicates the captain asked his first officer to quickly check the flight manual only minutes after take-off as they battled to maintain control of the aircraft.

The first officer can be heard reporting a "flight control problem" to air traffic control, with "airspeed" also mentioned as a factor in the recording.

The source also told *Reuters* that the pilots remained calm for most of the flight.

The air disaster claimed the lives of 189 people, with 157 passengers perishing on another Boeing 737 MAX flight operated

by Ethiopian Airlines on 10 Mar.

The two incidents precipitated a Boeing decision to pause global deliveries of its 737 MAX aircraft until further investigation were carried out (*TD* 18 Mar).

MEANWHILE Boeing has announced several key leadership appointments.

Marc Allen has been named Senior VP of Boeing and President of Embraer Partnership & Group Operations; Michael Arthur to the role of President of Boeing International; and John Slattery as CEO of the Commercial Aviation and Services JV between Boeing and Embraer.

TAA skills shortage

TOURISM Accommodation Australia (TAA) has called on the major parties ahead of the Federal election to deliver stronger policies to address "serious skills shortages" being faced by Australia's accommodation industry.

"TAA is continually hearing about severe skills and labour shortages faced by accommodation businesses across Australia and the significant impact they are having on their ability to operate and grow," said TAA National Chairman Martin Ferguson.

"We have run our own campaigns and developed our own programs, but we need a coordinated approach - one that is supported by strong Govt."

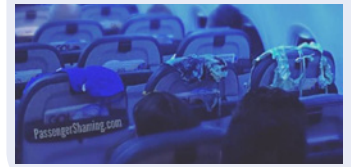
Window Seat

A PASSENGER on board a recent GOL Airlines flight decided it was time to let it all hang out, draping their wet and dirty swimmers on the headrests in front of them.

The unusual liberty was snapped by a fellow passenger who then posted on Instagram yesterday, already receiving more than 3,000 likes and over 100 critical comments.

"Mmm. Hanging wet clothing on dry, fabric seats sounds like pink eye waiting to happen," one user posted.

We are just glad the passenger didn't want to throw a quick shower into the mix.



Virgin B777 waivers

VIRGIN Australia has announced it has been forced to cancel select flights to LA due to unscheduled maintenance on its B777 aircraft.

The carrier has issued the waiver code "BW000175" which may be used by affected pax to waive additional fares, taxes and change fees for tickets issued on or before 20 Mar 2019.

Waivers are only valid for flights to LAX airport.

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SeaDream embraces *Innovation*



SEADREAM Yacht Club has announced plans to expand its fleet by adding “a new revolutionary yacht” to be named *SeaDream Innovation*.

The luxury vessel will commence sailing in Sep 2021 and is scheduled to cruise to all seven continents in its first year, visiting 200 ports in 49 countries.

Destinations include Svalbard, the Northwest Passage, Antarctica, the fjords of Norway, Japan, New Zealand, and the Great Barrier Reef.

“This project has been a dream of mine for many years,” said

SeaDream CEO Atle Brynstad.

“It has been a true labour of love to meticulously design every aspect of this yacht, from the interiors and facilities to the itineraries,” he added.

Features of the ship include 110 ocean-view suites, five-star outdoor dining areas, and large outdoor spaces.

Bookings have now opened for the inaugural 2021 season for past SeaDream guests, with reservations for new guests to open 17 Apr.

For more info on the new SeaDream voyages, [CLICK HERE](#).



Malindo connects ADL-DPS

INDONESIAN carrier Malindo Air has confirmed the introduction of flights between Bali and Adelaide (**TD** 14 Feb), effective 16 Apr.

The new service, which will continue on to Kuala Lumpur, will provide travellers with a second option to fly between Adelaide and Denpasar, as well as opening up new connections to other Indonesian destinations.

Four weekly flights will be introduced, departing at 7.40am on Mon, Wed, Fri and Sun, with options for both Business and Economy class available for the first time on the route since 2016.

“We anticipate business, leisure and VFR (Visit Family and Relative) travellers, and will certainly explore on more frequencies in the near future,” said Chandran Rama Muthy, CEO, Malindo Air.

“With this, we hope to boost passenger traffic at the airports and promote local tourism.”

Adelaide Airport Managing Director Mark Young said the airport was looking forward to welcoming the new service when it begins operation next month.

“This service provides South Australian passengers with more choice when heading to two of our most popular destinations, and also creates opportunities to attract South East Asian visitors to our city and local attractions,” he said.

The route will be serviced by Boeing 737-800/900 aircraft, with a range of promotional fares available including Adelaide to Bali return for \$352 in Economy, and \$1,352 for Business class.

To find out more about the available flights and their prices, [CLICK HERE](#).

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Only shortlisted candidates will be contacted.

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Bench marks 50 years in style



BENCH Africa yesterday celebrated its 50th anniversary with media over lunch at Sydney's Quay restaurant.

The company has witnessed more than 20% growth every year for the last 10 years, which Chairman Mike Kirkland noted was "a very strong growth for any company in the world".

Bench Africa General Manager Martin Edwards told *Travel Daily* the company "couldn't have got to the point we are today without the trade" and encouraged agents to reach out to Bench.

"We're there to support, it doesn't have to always be a booking or an enquiry, it could just be a general question," Edwards said.

"We want to be a source of information," he added.

Edwards said Bench is planning "a big celebration" with agents around Australia for late Sep to early Oct, which will be joined by 15-20 operators from Africa.

He also noted Bench had seen a shift in Australian travellers' habits towards securing holidays further in advance, and spending more time in the destination.

"When we're encouraging people to spend more, it's to stay longer and to visit more places.

"It's not necessarily about the room type they're staying in, it's about really getting exposed to the African elements," he said.

Bench Africa is continuing its 50th celebrations by surprising staff with a five-day trip to Africa, staying at the Sabi Sabi Game Reserve.

"50 years is a remarkable achievement in any industry, especially one that can be as temperamental as African travel," Edwards said.

Pictured yesterday in Sydney are: Mike Kirkland, Chairman; Lara Behrans, PR & Marketing Manager; Julie de Palo, Operations & Group Director and Martin Edwards, GM.

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.

Minor Hotels has welcomed three new members across its properties. **Coetzer Deysel** has been appointed as GM at **Anantara Mauritius Resort**, a new hotel opening in Q4 this year. **Lotfi Mosbahi** joins Minor Hotels as GM at **Anantara Tozeur Resort** in Tunisia, slated for opening in Sep and **Laurie Burr** is the new Cluster GM at **The Royal Livingstone Victoria Falls Zambia Hotel** and **Avani Victoria Falls Resort**.

World Expeditions Travel Group has appointed **Virginia Haddon** to the role of PR Manager for three niche brands, UTracks, World Youth Adventures and Huma Charity Challenge. Haddon formerly managed the media for Luxperience and her own consultancy, Cascade Communications.

The Radisson on Flagstaff Gardens has welcomed **Justin Phillips** as General Manager. Phillips was previously General Manager of the Radisson Resort Fiji Denarau Island.

TripAdvisor has announced **Kanika Soni** will join the company as President of the hotels business unit, effective 15 Apr. She will be responsible for product, engineering, sales and marketing for hotels.

VisitBritain has welcomed **George Christakis** as Commercial Manager Australia and New Zealand. Christakis has previously worked at Tourism Northern Territory, Tourism Tasmania and Destination NSW.

Angelo Agliano joins **Ritz-Carlton, Hong Kong** as Director of Tosca. Agliano has previously worked at a range of restaurants including L'Atelier de Joel Robuchon.

Viking expansion

VIKING has welcomed seven new river ships during a celebration on the Rhine River in Basel, Switzerland.

Of the seven ships, six are Viking Longships – *Viking Einar, Viking Sigrun, Viking Sigyn, Viking Tir, Viking Ullur and Viking Vali*, and will be deployed on Viking's itineraries on the Rhine, Main and Danube Rivers.

The seventh new ship, *Viking Helgrim*, was inspired by the Longships design but built specifically for the Douro River.

"We focus on the destination, & we provide travel experiences that allow our guests to learn, to enrich their lives and to explore the world in comfort," said Viking Chairman Torstein Hagen.

Wendy Wu fuel hike

WENDY Wu Tours has advised the upcoming CX and VN Airline Fuel Levy increase will impact current and new Wendy Wu bookings on or after 01 Apr.

To avoid the increase, unticketed bookings need a deposit of \$1,200pp before 28 Mar.

Insight & Gold 100%

INSIGHT Vacations and Luxury Gold have announced 100% definite departures on all 2019 Europe and Britain summer journeys to destinations including Croatia and Ireland.

The sister brands are offering over 100 journeys including the 14-day Country Roads of Switzerland exploring Bellinzona, Bern and more.

HURRY! Voting closes soon for the NTIA People's Choice: Travel Agency of the Year.

To win, have your clients vote for you as their favourite ATAS travel agency. [FIND OUT MORE >](#)



TRAVELLER

Traveller

The Sydney Morning Herald

THE AGE



INDEPENDENT travel agency group Travel Partners held its first annual conference overseas in Bali last weekend, a jam-packed three-day event themed “Partners to your Success”.

More than 150 guests attended the conference which included a schedule designed to inform and inspire agents for future success within the network.

“It really is about bringing everyone together,” said Travel Partners GM Kate Cameron.

“The strength of our network is the people...so we really want them to have that connectivity,” she added.

Highlights included a Gala Awards night recognising the company’s best performers,



ATTENDEES of the Travel Partners conference show their support for the event at the Gala Awards night.

updates from key suppliers, team building activities, and fun party functions showcasing picturesque Bali.



A TRADITIONAL Balinese offering made during the challenge.



AFTA Chief Executive Officer Jayson Westbury provides an important update on trends affecting the travel sector.



KEYNOTE speaker Mick Colliss delivers a humorous recounting of his rise to Sodobuku fame.



TEAMWORK put to the test during the scavenger hunt.



AGENTS and Travel Partners team members enjoy a drink before the awards ceremony.



AGENTS learning more about product from suppliers via a novel silent disco concept.



THE prestigious award winners gather for a moment to shine in front of the cameras.



TRAVEL Partners GM Kate Cameron; Flight Centre’s GM Premium Leisure Brands Danielle Galloway; and Travel Partners’ Managing Partner Jeff Hakim.



THE Travel Partners team excited to get the ball rolling in Bali.

Cruiseco conference kicks off



AN OPENING night cocktail party for “Elite” members of the Cruisecon consortium in Auckland last night saw delegates at the group’s 19th annual conference break out their finery for a sparkling evening of conviviality.

As well as travel agents from across the country, Cruisecon is welcoming a host of cruise line leaders who will present at a series of plenary sessions over

the coming days.

The event is being attended by more than 220 delegates including agency members, cruise line staff and the Cruisecon team.

Pictured above at the event are: Rosyln Savio, Atour Travel Service; Louise Dann, Hunter Travel Group; and Cruisecon CEO Amanda McClelland.

Lots more pics from Cruisecon at facebook.com/traveldaily.



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

Med Worktainment

MIXING work and play is at the heart of Club Med’s new corporate events program, Worktainment.

Under the program, corporates can rent an entire resort of their choice for an event.

Club Med East and South Asia Pacific CEO, Xavier Desaulles, said the group aimed to create a space that stimulates guests’ minds and encourages the open exchange of ideas.

“Worktainment provides that balance of productivity-driving settings, great and one-of-a-kind activities, as well as meaningful sharing and bond building [opportunities],” he said.

Club Med is offering a range of specials for Worktainment packages booked before 31 Mar, including a 5% discount off the best rate.

New Atlas brochure

REGENT Seven Seas Cruises is rebranding its Atlas brochure to “Voyages to Explore” to align with its new brand promise “an unrivalled experience”.

The new brochure covers voyages departing between Apr 2019 and May 2021 and is available to travel agents through Brochure Flow, or by visiting www.rssc.com/agent.

CCC Fiji take a dive

CAPTAIN Cook Cruises Fiji and Viti Water Sports are running a “Partner Dives Free” deal.

The deal is available until 30 Apr, on any Captain Cook Cruises Fiji Cruise until 31 Mar 2020.

Captain Cook Cruises Fiji visit over 50 dive sites on its three-, four-, seven- and 11-night Fiji cruises.

SIGN UP

FOR 2019 AFL FOOTY TIPPING

AFL footy tipping is back for 2019 with the grand prize of flights from Emirates to Europe, plus weekly prizes from Expedia.

CLICK ON THE AFL LOGO TO SIGN IN OR JOIN FOR 2019.



SIGN UP BY THURSDAY 21 MAR FOR AFL



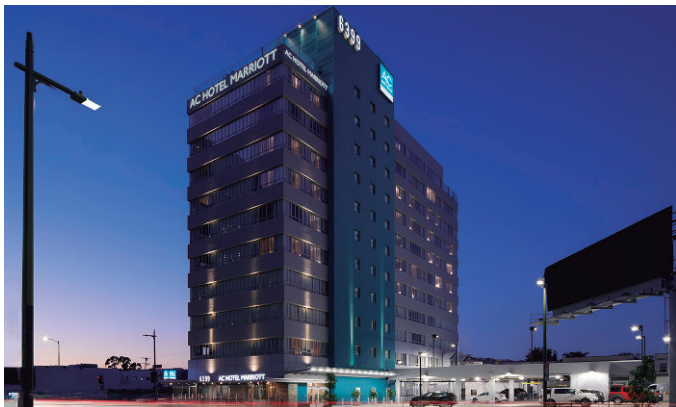
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Los Angeles

LA INSIDER

AC Hotel Beverly Hills



AC Hotel Beverly Hills is a newly opened Marriott property conveniently located on Wilshire Boulevard. Steps from the famed museums of the Miracle Mile and just blocks from the glamorous city of Beverly Hills, AC Hotel features 176 rooms spread through 11 stories in a former

1950s office building that has been completely modernised. Key amenities include a rooftop pool, a fitness center, a restaurant lounge and free wi-fi. The hotel began welcoming guests in September 2018.

www.marriott.com/hotels/travel/laxab-ac-hotel-beverly-hills

Six Flags Magic Mountain

Introducing 'West Coast Racers', the world's first racing launch coaster — slated to open at Six Flags Magic Mountain in 2019. Unlike traditional coasters, this one-of-a-kind racing coaster will feature two side-by-side tracks with four individual high-speed launches. The race covers two complete laps, multiple airtime hills, extreme high-banked turns and exhilarating over/under near misses. A highlight of the ride is an immersive real time "pit stop" designed and produced by world famous West Coast Customs that will provide riders with a racing experience unlike any other.

sixflags.com/magicmountain



Outdoor Movies in LA

L.A. is home to near perfect weather year-round, which makes it the ideal place for rooftop movie nights under the stars - and there's one available almost every day from March to October. Check out the guide here:

bit.ly/2UMhctV



March, 2019. This is paid content presented by the Los Angeles Tourism & Convention Board

LA Insider

Congratulations to Jake Cassar from Travel Counsellors who won the L.A. Insider 'Win a trip for two to L.A.' competition! Jake chose the LA: Foodie Mecca Experience out of four choices including Active LA, Hollywood: Live like a Celeb and LA: Capital of Sports.

To make sure you don't miss out on the next L.A. Insider competition, sign up at insider.discoverlosangeles.com for the latest news and promotions.

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LAX Update

Los Angeles World Airports (LAWA) is proud to announce that Los Angeles International Airport (LAX) was ranked fifth in the world and third in the United States by OAG for on-time flight performance among Mega airports with more than 30 million departing scheduled seats in 2018. LAX's on-time flight performance was 79.95 percent last year.

flylax.com

American Airlines

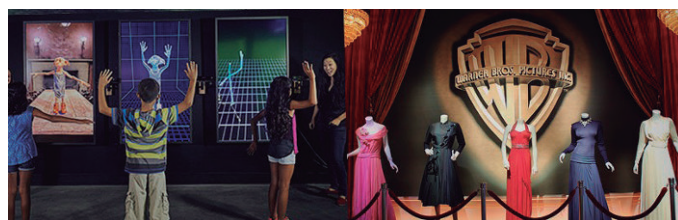
Spring has arrived in LA, and it's the perfect time to visit the West Coast and soak up some sun. From Malibu to Runyon Canyon to Beverly Hills you are spoiled for choice whether you love to surf, hike or lunch, book your Spring Fling to LA today.

American Airlines state of the art Dreamliner aircraft departs daily from Sydney to Los Angeles and there's really no better way to fly.

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americanairlines.com

New Exhibits at Warner Bros Studio Tour



The Stage 48: Script to Screen finale at the must-visit Warner Bros. Studio Tour Hollywood will now feature authentic props, sets and costumes from the wildly successful films Crazy Rich Asians and A Star is Born.

wbstudiotour.com/special-features

Running Universal™

Ready to get fit in 2019? Guests, fitness buffs, runners and walkers alike are invited to join Stuart, Tim and Tom in Universal Studios Hollywood's 5K Minion Run, the first in the theme park's Running Universal™ series, which kicks off on Saturday, May 11.

runninguniversal.com

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This unique opportunity will suit a strong Tourism or Hospitality sales manager that understands and is motivated by the sales process and is looking for that something different. This Global Company with over 20 offices worldwide is seeing huge growth in the Australian market and is looking for a strong sales manager with established relationships in the travel and hospitality trade, if you have worked for an OTA this will be highly desirable.

INSPIRING ROLE PROMOTING THE USA

BUSINESS DEVELOPMENT MANAGER

NSW – STRONG SALARY PACKAGE PLUS CAR

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring in new business. Strong salary plus a fully maintained car. You will have a passion for learning whilst being able to present to large groups.

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SYDNEY- \$60K PLUS SUPER

Rare finance role based in the city, working for a well-established agency specialising in wholesale and retail. You will be part of a close team and handle accounts payable and receivable, payroll when needed, financial reporting, auditing etc. Working hours are Monday to Friday and the office is close to trains and buses. Interviews to commence this week with a start ASAP.

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CORPORATE BDM

MELBOURNE - STRONG PACKAGE

These roles rarely come up so if you are a true sales professional from preferably a corporate background we want to hear from you. Positioned in Melbourne you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$100k plus an amazing comms scheme, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

ON THE ROAD AGAIN

TRAVEL INDUSTRY BDM

MELBOURNE - SALARY PACKAGE UP TO \$75K

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

HUNTER WANTED

BUSINESS DEVELOPMENT MANAGER – HOTEL SALES

BRISBANE– UP TO \$80K PKG

Love the thrill of the chase? An expert in the MICE sector? Then this new sales role is for you. We are currently looking for a sales orientated and driven BDM to join this leading five star property in Brisbane. Working closely with the sales team you will be responsible for generating leads, increasing sales, entertaining top clients and facilitating hotel inspections. A strong salary package along with long term career progression on offer. Call to find out more.

GROW, RETAIN AND BUILD

BUSINESS DEVELOPMENT MANAGER

BRISBANE– UP TO \$85K PKG

We have an exciting opportunity available for an experienced business development manager/sales executive to join a market leader. Specialising in group travel you'll be comfortable in retaining and growing accounts along with looking for new business opportunities. You will understand the importance of a strong call cycle and be confident in presenting to large groups. Enjoy a strong salary package + bonuses + tools of the trade provided.

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