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# Travel Daily First with the news



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Scenic 2020 fly free

**SCENIC** this morning released its 2020 Europe River Cruising brochure, along with an offer of included flights right across the season on all cruises of 11 days or longer.

"The launch of our 'ALL' campaign in 2018 was very well received by our valued guests," said Group GM Sales & Marketing Anthony Laver.

The offer applies to departures in all suites on all rivers, with Laver saying clients wanted certainty, in a market where "the benefit of booking early has been eroded by constant discounting".

A host of new Scenic Enrich and Scenic Freechoice options have also been added for 2020, with prices leading in at \$6,645.

More details on the cover page.



Wednesday 1st May 2019

#### HTG expands to 40 stores <u>EX</u>CLUSIVE

**HUNTER** Travel Group's (HTG) new joint venture with RACQ (TD breaking news) will see the overall business grow to transact annual sales in excess of \$200m. According to CEO Brett Dann, the deal will see HTG represented as a single business to key partners, with the banner encompassing four legal entities, 40 company owned stores/ departments and a team of more than 200 staff across the country.

#### Today's issue of TD

Travel Daily today has nine pages of news, a front cover page for **Scenic**, a photo page for **Express Travel Group**, plus full pages from:

- Albatross Tours
- Travel Trade Recruitment Viking Cruises

HTG also has its own portfolio of 19 fully-owned stores under the Helloworld Travel and Cruise Travel Centre brands, and will oversee the new joint venture "with the businesses leveraging their combined size across the combined 40 locations". **RACQ Assistance CEO Glenn** Toms said the deal would allow

the organisation to build a stronger travel business and continue to provide innovative services to members, who will have access to "a more comprehensive suite of products and bespoke tours.

"HTG is the largest branded member of the Helloworld Travel network, which allows better buying power, more competitive pricing and larger and more consistently available offers for our members," Toms said.

Dann said RACQ had 1.7 million members, many who like to travel, "so we want to provide them with great service and insights from our 20 years in the travel business".

The transaction is set to be finalised on 01 Jul 2019, with a transition period effective immediately.

It is business as usual for RACQ which will maintain its existing shop front branding and current retail teams across the state.

"However there will be a new framework of enhanced systems which will make the service delivery more efficient," Dann said.



#### TD's champions of sustainability

LAST night the recipients of the Travel Daily Sustainability Awards were named, at the closure of the highly successful TD Sustainability Summit in Sydney.

The winners, judged by a panel of independent experts, were:

- Culture and communities -Intrepid Travel
- Airline KLM Royal Dutch Airlines
- Land Nanuku Auberge Resort
- Eco-tourism Hands On Journeys
- River Cruise Uniworld **Boutique River Cruise Collection**
- Coast Chiva-Som **International Health Resorts**
- Ocean Cruise PONANT Yacht **Cruises and Expeditions** More from the summit on pages two, three, four and six.



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The partnership has seen HTG join forces with RACQ to form a new joint venture travel company called Members Travel Group, which will also integrate the travel operations of the Royal Automobile Club of Tasmania (RACT), managed by HTG for the last nine years.

The nine RACT locations will join 12 RACQ outlets in Queensland as part of the 50/50 JV, and will continue to operate under their respective brands, with the overall 21 combined stores serving almost two million members in both states.



Wednesday 1st May 2019

#### **Christmas in Spain**

ALBATROSS Tours is promoting its 10-day trip which offers travellers the chance to experience a Spanish Christmas, after enjoying the festive season at home.

Departing on 30 Dec, guests will celebrate New Year's Eve in Barcelona, before making their way to Granada and on to Seville for the Festival of Christmas Day on 06 Jan.

See page 10 for more info.



#### DELUXE EUROPE RIVER CRUISING 2020

8 DAY SECRETS OF PORTUGAL DOURO RIVER CRUISE from \$4,245pp\*



Speaking yesterday at **TD**'s Sustainability Summit in Sydney, Christian Super CEO Ross Piper highlighted the strong trend among investors to look at more than just the financial bottom line of businesses when making decisions about where to put their members' funds.

He said company culture was one key indicator, with investors placing increased consideration on a company's culture, along with environmental and governance factors.

"Engagement in sustainability for any business is not only a moral and ethical question, but it's now closely linked with core long-term business values, social licence to operate and profitability," Piper said.

"The investment market cares



# Culture key for FLT, HLO

deeply about organisational culture.

"Any company that is attracting press around culture - for better or for worse - will be on the radar in some way, shape or form.

"Our ethics committees had a robust discussion about one of the listed travel companies and again we have a very broad portfolio as any pension fund would have, so it's on the radar," he said.

"Companies with a poor culture may find themselves increasingly challenged to access the capital they need to grow."

Piper added that the rise of digital platforms meant a travel business cannot get away with claiming to do things, they must deliver on their sustainability promises.

"We have consumers who are engaged directly with the end product," he said.

"[So] the question of putting on a smokescreen or veneer of what it's doing, or where it's operating, if that's not borne out by the reality on the ground, it only takes one photo or tweet and that can quickly come unstuck."

#### Viking rewards

AGENTS can earn extra reward points with Viking Cruises throughout May.

The cruise line is offering triple points to its industry partners for every booking they make with the company this month.

Viking is also giving agents the chance to win a share of 250,000 reward points through its Dare to Dream Eurovision Contest.

Find out more on **page 12** of today's *Travel Daily*.



If ever an Asian centre deserved the title City of Gastronomy, it's Macao.

The uniquely created Macanese food is a form of fusion cuisine, from the 16th Century when the Portuguese seafarers began trading with the local Chinese, ultimately settling there.

Portuguese recipes with a mix of Chinese, African and South-East Asian ingredients make up a cuisine found at such family-owned restaurants as Litoral and Riquexo Café.

Macao is now UNESCO recognised as a Creative City of Gastronomy.





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Wednesday 1st May 2019

# QF International leadership rejig

**QANTAS** this morning announced the appointment of its Chief Financial Officer, Tino La Spina, as CEO of Qantas International (*TD* breaking news).

The shuffle will see the group's Chief Customer Officer, Vanessa Hudson, take over the CFO role held by La Spina, who is moving to the new International position following the abrupt resignation of Alison Webster last month (*TD* 11 Apr).

The changes will take effect from 01 Oct, giving La Spina time to close out the current financial year and help prepare the QF Annual Report, with Hudson to become CFO-designate later this month to work alongside La Spina and ensure a smooth handover.

In the meantime Narendra Kumar will remain Acting Qantas International CEO.

"These changes show the depth of talent in our Group executive team, and a large part of that comes from our practice of giving people exposure in different areas across a diverse portfolio of businesses," said CEO Alan Joyce.

A process to appoint a replacement Chief Customer Officer will start shortly, he said.

"There is a lot of positive momentum across the Qantas Group...we have a great executive team in place and I look forward to working with them over the years ahead as we deliver for our customers and shareholders."

#### LATAM SYD-SCL

LATAM Airlines Group today announced plans to operate thrice weekly non-stop services between Sydney and Santiago.

Currently the airline operates the route daily with a stop in Auckland, with the new direct option to be in place by the end of 2019 and further details to be provided in the coming weeks. Highlights from the 18th annual CLIA cruise industry awards in the April issue of *travelBulletin*.

CLICK to read traveBulletin

#### If you cant beat 'em

MARRIOTT International is moving into the home rental market, announcing "Homes & Villas by Marriott International".

The initiative currently offers 2,000 premium and luxury homes located in more than 100 destinations across the USA, Europe, the Caribbean and Latin America, with members of the Marriott Bonvoy loyalty program able to earn and redeem points for stays in the properties.

Marriott's expansion into home rentals follows a successful 2018 pilot in Europe, with Global Chief Commercial Officer, Stephanie Linnartz, saying the move "reflects our ongoing commitment to innovation as consumer travel needs evolve".

The new offering will be bookable online next week, with Marriott currently looking at how it will sell Homes & Villas by Marriott International via other channels including travel agents.





THERE were some jocular moments among the seriousness of climate change and the global plastics crisis at yesterday's inaugural *Travel Daily* Sustainability Summit.

Keynote speaker Tim Flannery gave an intriguing expose of his participation in an elaborate reconciliation ceremony in the Solomon Islands (where he wore nothing but a very large leaf!), and in response to questioning confirmed he was overseeing an upcoming expedition to collect moths and butterflies.

A conference organiser, who shall remain nameless, asked Flannery whether it was true that the participation of Mick Jagger in the trip had been declined.

Why? Well of course, because a Rolling Stone gathers no moths.





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#### Hyatt Bris return

**THE** Hyatt brand will return to Queensland, with the company revealing plans to open the first ever Hyatt hotel in the Brisbane area in 2023.

Located in the Woolloongabba suburb, the 170-room Hyatt Place hotel will be within the \$700m South City Square precinct.

It will offer guests a rooftop pool and bar, a 24-hour grab-and-go food market, as well as a cafe, lobby lounge and fitness centre.

"Woolloongabba is a hotspot for major sporting, entertainment, tourism, commercial and medical areas in Brisbane, and we look forward to giving professionals and leisure travellers a relaxed, high-quality hotel experience within South City Square's vibrant, inner-city lifestyle hub," Hyatt Group President Asia Pacific David Udel said.

South City Square will also feature 850 apartments, a cinema, supermarket, health and wellness facilities and offices. Wednesday 1st May 2019

#### **Brochure debate**

**TRAVEL** brochures will be used more sparingly in the future, but will remain a key tool for agents, delegates at *TD's* Sustainability Summit were told.

A panel of industry experts rejected suggestions that the rise of augmented reality could allow agents to abandon paperbased marketing to take travellers on a virtual tour of perspective destinations, before making a sale, saying it was "too clunky".

#### TC conference 2019

TRAVELLERS Choice has unveiled the theme of "Our People, Our Future" for its 2019 conference in Nov in Adelaide. MD Christian Hunter said the conference will explore "ways Travellers Choice members can drive business success by creating and nurturing meaningful relationships, not just with their customers, but with employees, suppliers and partners".

# A prince among sustainability



WHILE attending *Travel Daily's* very first Sustainability Summit yesterday to provide the keynote address, prominent Australian environmentalist Tim Flannery also stopped to chat about his work with the Monaco-based charity, The Prince Albert II Foundation.

The organisation focuses its funding on three main areas of sustainability; the oceans, biodiversity, and climate change.

"There is an equilibrium between these three areas but climate change is obviously a big issue, particularly in the developing world and there has been a focus for the last couple years on Africa which has been very poorly served by the international community," Flannery said.

Closer to home, he said that most of the funding in our region is channelled towards the oceans and reef areas.

"There has been funding of coral reef work just north of Australia in places like Palau, so this is part of our sustainability initiatives for reefs and last year the Prince visited Torres Strait... there may be something that will come out of that," Flannery said.

**Pictured**: Tim Flannery at the summit with Alison Roberts-Brown from Monaco Tourism.

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#### Show Group GM

**SHOW** Group has welcomed Cherie Drummond to the position of General Manager.

Drummond most recently worked with CTM in a senior leadership position.

"Her experience...will allow her to lead and take responsibility of the performance of Show Group, and continue to drive its success within the travel and events industry," said Helloworld Travel Group GM - Corporate Nick Sutherland.

Drummond commences today.

#### **Cocky Guides debut**

**SPECIALISISTS** in multi-sensory adventures for the blind and low-vision travellers, Cocky Guides, has launched two new Melbourne tours.

The day trips will showcase regional Victoria's food and wine, including the Yarra Valley and Mornington Peninsula.

During winter, a third day trip to Lake Mountain will be trialled.

#### Wednesday 1st May 2019

#### **Evergreen Japan**

**EVERGREEN** Cruises & Tours has launched its 2020 touring program into Japan.

The 14-day Japan Encompassed tour offers guests a chance to experience the sights and attractions of Tokyo, Osaka and Kyoto, and the preserved old town of Takayama.

Travellers will ride the bullet train, explore the World Heritagelisted village of Shirakawa-go, visit Hiroshima and the Peace Memorial museum.

The tour, priced from \$8,645pp has four departure dates, including one in the cherry blossom season.

Evergreen is currently offering earlybird deals until 31 Jul, including two-for-one airfares, 50% off for solo travellers travelling on Economy class, and savings of up to \$800 per couple with Evergreen's Early Payment Discounts.

For more information about the tour, **CLICK HERE**.

# Art Series to Perth



ACCOR will open the first Art Series hotel in Perth's CBD in Oct, heralding the arrival of the Art Series brand in WA and marking the ninth Art Series property.

The \$90 million hotel by developer George Atzemis at 900 Hay Street, Perth is 27-storeys and features 250 rooms.

The art-inspired hotel will also be home to a new international food and beverage destination, serving Mediterranean cuisine and cocktails.

The venue will be centred around the hotel's pool area on level one.

Accor Chief Operating Officer Pacific Simon McGrath said the opening of the hotel represents the Group's strategic direction to grow the brand.

"This major new asset will support the local tourism industry and create new jobs, which are both so vital to Perth and Western Australia," he said.

The new-build, full-service hotel will be designed to appeal to both business and leisure travellers with a signature restaurant with terrace, bar and lounge, ground floor cafe, swimming pool, gymnasium and a function room.

Further details, including the hotel's namesake artist, will be released in the coming months. **Pictured** is a render of the hotel.

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\*Advertised fares are for Business and Economy Class return travel departing from Melbourne inclusive of taxes and surcharges, correct as of 23 April 2019, subject to currency fluctuation and availability. Offer ends 13 May 2019. Business Class fares to Europe and Dubai are for travel commencing between 14 May 2019 and 12 December 2019. Economy Class fares to Europe are for travel commencing between 14 May 2019 and 12 December 2019. Exception: fares to Parto are valid from 2 September to 12 September 2019 and 23 September to 30 November 2019. Exception: fares to Porto are valid from 2 September to 12 September to 30 November 2019. Higher levels apply for other travel periods, Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. Additional travel periods, destinations and fares are available from Adelaide, Brisbane, Sydney and Perth. Further terms and conditions apply. For full terms and conditions, please visit emirates.com/au, your local travel agent or call Emirates on 1300 303 777. Offer subject to change.



#### **Helloworld OMC**

THE Helloworld Travel Owner Managers Conference (OMC) and Helloworld Business Travel Summit are set to kick off in Vietnam tomorrow, welcoming owner managers from both Australia and New Zealand.

The events will be hosted by Helloworld Travel TV show presenter Sonia Kruger, with presentations to be delivered by former Young Businesswoman of the Year Amanda Stevens, Young Australian of the Year in NSW Kirk Peterson and Helloworld CEO Andrew Burnes.

#### Trafalgar green guide

**TRAFALGAR** has officially launched its Advisor's Guide to Making a Difference, which aims to educate agents on selling more sustainable travel options.

The guide highlights info they can relay to clients such as the environmental challenges local communities and wildlife face.

#### Wednesday 1st May 2019

#### Holiday Inn Q'town

**IHG** has announced it will open a new Holiday Inn in Queenstown Remarkables Park in early 2021 thanks to a deal with property owner QLong Investment Limited.

The 182-room property will become the flagship hotel for the brand in New Zealand, and be positioned close by to Queenstown Airport and The Remarkables Ski Field.

Amenities will include an allday dining and bar venue, large meeting facilities, and a gym.

"Our existing hotels in Queenstown are performing extremely well, and this new Holiday Inn will complement them perfectly, along with the upcoming Holiday Inn Express which will open in 2020," said IHG's Senior Director of Development - Australasia Abhijay Sandilya.

The hotel will also be located only a few hundred metres from the retail and commercial centre of Remarkables Park.

# Govts asleep at the switch



HURTIGRUTEN Chief Executive Officer Daniel Skjeldam believes governments around the world "have been sleeping" on the issue of overtoursim.

Speaking at a panel session on the topic at **Travel Daily's** first Sustainability Summit yesterday, he said that it was only recently that governments had become more aware of the threat that overtourism poses both to the planet and the travel industry.

"They [governments] have been completely missing the problems both on value operation and the challenges of overtourism but I think they are waking up now," Skjeldam said.

"The combination of politicians who are waking up to this, price mechanisms, and the people's changing mind sets are quite a powerful combination and that makes me feel very positive about it," he added.

Spurring on the change in attitude from governments has been twofold, Skjeldam believes, citing both the value proposition of sustainable tourism and the need to be re-elected as drivers.

Intrepid's Regional Director APAC Brett Mitchell agreed govts need to play a role, however, was skeptical they would be the primary change agents.

"We don't even trust our own government...that's the concern of leaving it up to them," he said.

"It's operators who can educate travellers...who will ultimately make the right decisions."

**Pictured**: Intrepid Group Regional Director APAC Brett Mitchell; World Expeditions CEO Sue Badyari; and Hurtigruten CEO Daniel Skjeldam.



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## Agents on board with Canada



#### Hotelbeds' Stars

**ONLINE** bedbank business, Hotelbeds, has launched its "Star Collection Online" microsite, designed to enhance the visibility of the company's hotel partners.

Participating brands will appear at the top of search results on Hotelbeds' booking platform, as well as have the chance to access custom-made training sessions, business intelligence reporting tools, and receive discounts on printed brochures - more **HERE**.

#### HTO's Month of Lei

HAWAI'I Tourism Oceania (HTO) is celebrating the "Month of Lei" with a series of events and agent training throughout May.

Representatives from the visitor bureaux of Maui, Oahu, Kauai and the Island of Hawaii will be joining Hawai'i Tourism Oceania for the celebrations, which will take place all month.

For more info, EMAIL HERE.

#### Wednesday 1st May 2019

#### **Crooked turns five**

**SMALL** group tour operator, Crooked Compass, is celebrating its fifth birthday by offering 5% off all tours booked and deposited by 31 May.

The travel company, which launched in 2014 with product and tours in eight countries, now offers travellers a range of 110 different tours.

For more info, **CLICK HERE**.

#### 17.5% comm today

ISLAND Destinations (ID) is offering agents a special one-day commission rate of 17.5% on all new bookings made today.

In addition to the deal, the company will donate 0.5% on every booking made today to the ID Travel Group Foundation for Better Living, to support the company's mission to raise funds for education in the island nations where it operates. See idtravelgroup.com for more.



**RAIL** Europe and Tourism Vancouver recently hosted a group of 19 Australian travel agents on an eight-day famil to Canada, where they were treated to two of the rail company's Great Train Journey itineraries.

Nicki De Jager and Clement Tringale from Rail Europe, and Kieran Murphy from Tourism Vancouver were there to escort the agents along the way, with one group kicking off in Winnipeg, taking the VIA rail to Vancouver via Jasper, while the other started in Vancouver, taking the Rocky mountaineer across to Banff and Calgary.

Following each trip, the groups met up back in Vancouver for two days of sight seeing, as well as for a gala dinner at the city's Glowball restaurant.

Participating agents were Toby Bradshaw, Kate Tremlett-Johnstone, Kyle Atkins, Michelle Grogan, Damia Carr, Andrea Reyes, Kelly Warwick, Michael Dalton and Jake McGrane from Flight Centre; Kerr-Lee Mew, Rebecca Watt, Christopher James and Connie White from Travel Associates, Karen Toule of Landmark Travel; Joan Lawrence and Peta Aberhart from House of Travel; Heidi Kervinen from Global Village Travel; Johanna Dodds from Where2Travel and Anthony Allardyce from Travel Makers.

**Pictured**: Agents taking in the sites of Vancouver.



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# italktravel & cruise celebrates five

AUSTRALIA'S only independent fully branded franchise network italktravel & cruise has celebrated its fifth year of operations with a month of festivities.

Wednesday 01 May 2019

The italktravel & cruise brand was established in 2014 based on feedback from Express Travel Group's Independent Travel Group members who were interested in a fully branded experience.

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This member feedback developed the foundations of the brand and being a member-driven network is still part of the brand's core values. Over the last five years more than 40 stores have opened across the country from metro areas including Castle Hill & Hornsby in the Sydney metro area, Flinders Park, South Australia, Midlands and North Perth Western Australia, and regional areas as far north as Townsville, Queensland, Kunnanurra in North West Western Australia and Warrnambool along Victoria's Great Ocean Road.

The brand continues to grow, with the recent addition of three stores in as many months in Nowra, NSW, Peregian on Queensland's Sunshine Coast and Bendigo Central, Vic.

The month of Apr was celebrated with birthday events at italktravel HQ, as well as in store events that were supported by exclusive offers from a range of preferred partners.

THE Bendigo Central team.

THE italktravel Brighton

store in Victoria.

CEO Tom Manwaring addressing the staff.

THE team behind Maitland. Rutherford & The Junction stores with Express Travel Group CEO Tom



**CELEBRATIONS** are on at

**CEO** Tom Manwaring cutting the cake with Marketing Manager Nicole Henry and italktravel Business Manager Paul Pearman.



THE italktravel Castle Hill team celebrating. Manwaring (second from left). THE italktravel Mitcham store



celebrating its birthday sale.

THE italktravel Mitcham store.

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THE italktravel birthday

cake has arrived!

**CELEBRATION** package

for italktravel Castle Hill.



Wednesday 1st May 2019

# To Tahiti and beyond!



**INFINITY** Holidays and Tahiti Tourism recently combined to reward top selling Flight Centre agents from Victoria and Tasmania with a trip to Tahiti.

The all-expenses-paid adventure featured stays at luxury resorts including Overwater Villas at Conrad Bora Bora, St Regis Bora Bora and Sofitel Moorea, as well as outdoor water activities such as jet skiing, snorkelling with

#### **Etihad & Visit Cali**

**ETIHAD** Airways has partnered with Visit California to promote the Golden State to travellers.

The organisations will develop a strategy and promotion plan to drive tourism and the highlight attractions of California.

Etihad Aviation Group CCO Robin Kamark said the West Coast of America, including LA, is an important market for Etihad.

The pre-clearance customs facility means travelling to California is an attractive option for guests from Abu Dhabi.

#### sharks and rays, and surfing. More laid back pursuits during the trip to the tropical island included relaxing spa treatments.

"The trip was a solid 10/10 we got spoiled rotten and I got to go to some amazing places I would probably never be able to financially afford myself," said one agent.

Pictured: The Flight Centre agents enjoying a boat ride in the warm waters of Tahiti.

#### Alipay scan-to-order

**PAYMENT** and lifestyle platform Alipay has today revealed its new mobile "scan to order" platform to offer Aussie restaurants a free menu translation service for Chinese visitors.

Alipay ANZ Country Manager George Lawson said Chinese tourism is an "essential contributor" to the hospitality sector, and "we are committed to helping merchants meet the needs and expectations of this key market".

# ACCOMMODATION

WELCOME to Accommodation Updates, *Travel Daily*'s Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Southeast Asian boutique hospitality brand, X2 Resorts, has unveiled a new dining destination on Thailand's eastern seaboard, following the opening of X<sub>2</sub> Pattaya Oceanphere, its latest boutique resort. The Ocean Bistro focuses on local sustainable

seafood, prepared in Mediterranean and Thai styles.



Sanctuary Olonana has launched its exclusive two-bedroom Geoffrey Kent Suite. Each bedroom comes with its own marble ensuite bathroom equipped with a rain shower and freestanding bathtub. The lodge also contains a wraparound deck, an infinity pool, lounge and dining area, and a personal chef.



The igloo hotel Lyngen North in Tromso, Norway has built new ensuite glass igloo rooms. The igloo rooms, made from three layers of insulated glass, provide views of the Lyngen Alps and the northern lights. Each igloo is equipped with a small kitchen

and is 25m<sup>2</sup>. They have been designed for two adults.

#### Delta India flight

DELTA is set to launch a nonstop service connecting New York's John F. Kennedy Int'l Airport with Mumbai from 22 Dec.

Delta will fly the route with a Boeing 777-200LR, featuring Delta One suite, Delta Premium Select, Delta Comfort & main cabin options, with seatback entertainment, Gogo Ku wi-fi and mobile messaging.

It will be the only non-stop service on between New York-JFK and Mumbai by a US carrier.

#### EK SYD all-A380

**EMIRATES** will deploy its flagship Airbus A380 aircraft on all three daily non-stop services between Dubai and Sydney over the upcoming summer peak.

GDS screens indicate that between 01 Dec 2019 and 31 Jan 2020, EK416/417 will use the superjumbo, instead of the current B777-300ER.

#### Air NZ Tiaki inflight

AIR New Zealand has today launched a Tiaki – Care for New Zealand channel on its inflight entertainment system, aimed at educating visitors about travelling responsibly and safely in New Zealand.

The new channel is now available on all of the airline's international services and includes educational content from Tourism New Zealand and the Department of Conservation.

The channel is available in English, Te Reo, German, Chinese and Spanish.

#### Scoot suspends

**SCOOT** will be suspending services to four cities – Lucknow, Kalibo, Quanzhou and Male due to "weak demand and a shortage of aircraft resources".

Customers with existing bookings have been contacted and provided with options.

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Integration of the second seco

S panish and Hispanic children are really lucky because they get to celebrate Christmas twice each year. Santa comes bearing gifts in late December, and then 12 days later in the 'Feast of the Epiphany' they receive more! Called the 'Día de los Reyes Magos' (Three Kings Day) this festival celebrates the arrival of the 'Tres Reyes Mago' (3 Wise Men) into Bethlehem, bearing gifts.

The Spanish love a good fiesta and they are very good at it! In fact this is their biggest annual festival. So, each year on the evening of January 5th, cities and towns all across the country hold massive parades and celebrations. The Three Kings, often sitting on camels, lead a procession of giant colourful floats, singers, dancers, costumed characters and musicians. In Seville alone, 90 tons of sweets and candies are thrown out into the jubilant crowds. It is the time of gifts after all.

The next day is the 'Festival Christmas Day' - time to relax, eat, drink and play. And we do all four! This amazing 10 day tour encompasses all that is best about southern Spain. The sights are outstanding, the hotels amazing, the food fantastic, and it is an uncrowded time to visit this classic destination. And the fun thing is we celebrate New Year in vibrant Barcelona and then enjoy Christmas again, in delightful Seville. How good is that?

Find out more about the New Year in Spain & the 3 Kings Festival



#### New Year in Spain & the 3 Kings Festival 10 DAYS | DEPARTS 30 DECEMBER 2019

- Stay in the amazing Alhambra Palace Hotel
- Celebrate the New Year in vibrant Barcelona
- Explore the Gardens of the Generalife
- Experience the magic of the Three Kings Fiesta and the colourful parade
- Enjoy a Spanish 'Christmas lunch' on Three Kings Day accompanied by local wines
- Enjoy a Spanish Flamenco dinner show

#### Over \$1,000 value of extras already included

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#### **Travel Consultant - Boutique Agency**

Sydney, \$50k + Super + Comms, Ref: 2223JB1

My client is seeking an experienced Travel Consultant with a minimum of 2 years experience for their high end agency located in central Sydney! The ideal candidate will have a passion for luxury travel, enjoy building tailor made itineraries and be able to provide exceptional customer service to new and existing clients. Strong experience using Sabre, Amadeus or Galileo is essential. The successful candidate will enjoy a competitive base salary alongside a generous commission structure.

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

#### Team Leader | Boutique Agency

Sydney, \$65-\$70k + Perks, Ref: 1346AJ1

This highly regarded and well established boutique Retail Travel Agency is currently searching for an experienced Team Leader to lead and motivate a team of experienced consultants to new heights. They are due to move to a larger and brand new store in February and specialise in creating individual tailor made itineraries. This agency pride themselves on their customer service levels, putting in the extra time to really listen to their customers and personalise their itineraries.

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

#### **Account Manager**

Brisbane, Circa of \$90k, Ref: 1416CGA1

An exciting opportunity is available for someone experienced within the hotel sector, tourism or travel industry. You will manage existing accounts and have the ability to think analytically to increase revenue and exposure to the business. This role will be both strategic and personable, where the Account Manager must have people and communication skills to build on relationships. Ability to work autonomously without supervision is important in this role. RARE opportunity, APPLY NOW!

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

#### **Contracting & Operations Manager | Travel**

Melbourne, circa \$80k + Bonus + Super, Ref: 403HC1

My client is seeking an exceptional Contracting & Operations Manager to work for them. They are looking for someone with excellent negotiation skills and the ability to manage a team. The ideal candidate will have a strong background in contracting as well as operations. There will be a lot of travel involved in the position (up to 1 week a month) domestically and to New Zealand visiting and contracting with suppliers. Ideal for someone looking to take that next step up in their career!

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

#### **Contracting Manager**

Sydney, Competitive, Ref: 3979SJ2

I am seeking a product manager or contracting manager who has cruise and group exposure. You will need contacts across an international product network and be familiar with tailor making high touch group tours which offer every component of the trip-from air, land and sea components down to day tours and catering. A varied and exciting role with a much loved travel company. The right salary will be offered & this is a chance to use your expertise to contract complex travel tours.

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

#### **Travel Agent - Customer Focused** Brisbane, OTE \$55-\$75k, Ref: 3151SZ2

Located North West within 10km of Brisbane city, our clients are a customer service focused, independently run agency with long standing consultants. The owner of the agency is all about team support & personal development. You will be treated as part of a family and work with mature minded demographics in a realistic KPI driven environment. We are looking for someone with a happy persona with MIN 2 years' experience in travel wanting a different type of retail sales experience.

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

#### **Regional Travel Role | Relocation Package**

BNE, High Salary + Relocation, Ref: 1966AW4

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 RELOCATE and join their team! Time for some work/life balance?? Deliver EXCEPTIONAL service and Earn BIG \$\$\$, while having LOW living costs! Ongoing training and educational trips! Only work 2x SAT mornings per month!

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

#### **Business Development - Ski & Snow Accounts**

#### Melbourne, \$65k + Comms + Super, Ref: 4015HC1

Working in sales & looking to work for a niche travel brand? You will be representing a well-known & respected company, a true market leader for their ski division. If you are tired of working for a company that has too many restrictions and wish to sink your teeth into something that is a bit more creative, challenging & simply different whilst utilising your amazing sales experience, this is the role for you! Strong career development opportunities and new & exciting changes to come!

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



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