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The top 35 retail agents, 35 corporate consultants and 10 regional agents with the highest number of ticketed passengers each week will win prizes such as international or domestic return flights, Virgin Australia Lounge memberships, Velocity Points, Bose Headphones and Apple AirPods.



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Terms and conditions apply. Promotion ends 11 June 2019. ACT Permit Number: TP19/03244. NSW Permit Number: LTPS/19/34312 and SA Permit Number: T19/678.

velocity
frequent flyer

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Virgin giveaway

VIRGIN Australia is offering agents a chance to win big each week, with prizes such as int'l or domestic return flights, VA lounge membership and Apple AirPods.

For more information, see today's **cover page**.

QF expands channel regos

QANTAS yesterday expanded availability of online registration for the new Qantas Channel (**TD** 07 Feb) to travel agencies that have between two and 25 IATA or TIDS numbers as part of their GDS agreement.

The "Multi Agency" registration option comes a month after single IATA/TIDs agencies were able to sign up (**TD** 16 Apr), with sign-ups requiring managers to agree to new terms to access the Qantas Channel with GDS partners prior to 30 Jun 2019.

The Qantas Channel promises a host of NDC-enabled enhancements, at the same time shifting the "content agreement" to provide QF fares, schedules, ancillaries and more to the agency rather than the GDS.

Benefits of the Qantas Channel being touted by the carrier include access to a wide range of public and private fares, access to new content and offers from the Qantas Distribution Platform (QDP), and most importantly exemption from the new \$17.50

per sector "Channel Fee" for GDS bookings.

"During 2019 and 2020 Qantas will introduce new offers that will be exclusive to agencies that have registered for the Qantas Channel and are connected to the QDP," the carrier said, such as bonus commissions for particular flights or routes; flexible price points beyond the current 26 fare classes offered by the GDS; and "special tier-based offers for members of the Qantas Frequent Flyer program".

All of the major GDS suppliers have partnered with the airline to provide agencies access to the Qantas Channel, with content available from 01 Aug 2019.

It's understood that the new arrangements will significantly impact the business model of some agents, with revised GDS contracts meaning existing segment rebate fee structures are being eliminated or reduced.

Agencies with more than 25 IATA or TIDS numbers as part of their GDS agreement are being asked to contact their Qantas Account Manager to discuss how to register for the Qantas Channel.

APT Cash or Cabin

APT is reminding agents that there's only two weeks left to enter its Cash or Cabin comp, which ends on 31 May.

Winners will be announced on Mon 10 Jun.

For details, go to **page eight**.



LUXURY TRAVEL

APT

New Small Ships Mediterranean & Croatia 2020

Ask about our **Fly Free and Business Class deals**.

LEARN MORE

Trafalgar 2020 trips

TRAFALGAR has released its 2020 USA & Canada itineraries, including 12 new trips.

The company is set to welcome Active itineraries in 2020 featuring walks and hikes, along with new "Daily Choice" options for its City Explorer trips to San Francisco and New York.

Today's issue of TD

Travel Daily today has seven pages of news and photos, a front cover page for **Virgin Australia**, plus full pages from:

- APT
- Travel Trade Recruitment

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Want to know why a cruise is the best way to see the Caribbean? Read more in the May issue of *travelBulletin*.

CLICK to read
travelBulletin



Viking 40% discount

VIKING Cruises is launching a five-day sale on select 2019 European river cruises, offering savings of up to 40% per couple.

The promo runs from 20-24 May, with fares starting from \$2,995ppts - call 138 747 for info.

VA hit by weak confidence

VIRGIN Australia's profit warning this morning (**TD** breaking news) reflects "lower levels of consumer and business confidence, consumer spending and the impact of the Federal Election," the carrier said.

Virgin's new CEO Paul Scurrah is also facing the impact of high fuel prices and unfavourable currency movements, today saying the airline's "underlying earnings" are expected to be at least \$100 million down on last year's \$64.4 million result - putting the carrier firmly in the red for the year.

In particular the corporate sector has been affected by the timing of the Easter holiday period, Scurrah said, and had been slow to recover due to the impact of tomorrow's election.

Virgin Australia now expects revenue growth of 6% for the full year, but "revenue growth

has moderated throughout the second half and it now expects less than 2% for the remaining two months of FY19".

Scurrah said the carrier was currently focusing on short-term improvements including capacity and network reductions "to ensure we are better meeting current demand from the corporate and leisure sectors.

"There is a lot of work being done to develop our new strategy that will help position the Group for long-term success," he said.

Other recent changes at Virgin have seen the departure of former Group Executive Rob Sharp (**TD** 08 May) and the deferral of its first Boeing 737 MAX aircraft until 2021.

First LinQ in Melb

HOSPITALITY company Next Story Group will open its first hotel under its LinQ Hotels brand in Melbourne.

The group has acquired a newbuild hotel in Southbank, with the opening of the 16-storey, 162-room property scheduled for 01 Sep.

After a complete fit-out, the hotel will deliver the upper midscale LinQ Hotels brand experience from 01 Nov.

The LinQ brand is designed to provide "unconventional independent hospitality for the next generation of travellers", the company said.

Next Story Group said its acquisition further reinforced the importance of Australia as a key market, where most of its hotel portfolio is located.

The company is focused on strategic growth in Australia, South East Asia and south Asia.

AA DFW lounge

AMERICAN Airlines has opened its newest Flagship Lounge, located in Terminal D at Dallas Fort Worth International Airport.

Customers travelling in Flagship First and Flagship Business will have access to the free fine dining restaurant, Flagship First Dining, lounge-style seating, showers, wireless chargers, rotating chef-action station and alcohol.

American's renovated Admirals Club lounge in Terminal D has also opened with a new look.

Eligible Qantas customers will have access to the new American Airlines Flagship Lounge and Admirals Club.

Khiri Travel shuffle

ASIAN DMC Khiri Travel has announced several executive changes, effective 01 Jul.

Herman Hoven will become the new CEO of Khiri Travel, arriving from his previous role of General Manager of Khiri Travel Indonesia.

Current CEO Willem Niemeijer will become Chairman, while Keagan Willemsen will take on the Chief Financial Officer role, after spending more than a year overseeing the internal efficiency of the business.



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Air Vanuatu House

AIR Vanuatu has partnered with Melbourne airport lounge The House as its preferred lounge partner for its Business class passengers travelling to Vanuatu.

The deal comes ahead of Air Vanuatu's new non-stop flight service between Melbourne and Port Vila, commencing 18 Jun.

The House is owned by UK company No1 Lounges and offers a la carte dining, full waiter service, an extensive wine list, showers and other amenities.

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Old and new meet on the Yangtze
Read the Autumn edition of *Travel & Cruise Weekly*

Crystal to farewell Mozart

CRYSTAL Cruises has revealed its largest river ship *Crystal Mozart* will be redeployed to a new venture in 2020 under Genting Cruise Lines, the cruise division of Crystal's parent company Genting Hong Kong.

The final *Crystal* voyage for *Mozart* will depart 02 Dec from Vienna to Budapest, with guests currently booked aboard previously scheduled 2020 *Mozart* sailings to be accommodated on similar Danube itineraries offered by *Crystal Mahler* or *Crystal Ravel*.

The motivation for *Mozart's* redeployment before she can undertake her full list of scheduled itineraries remains unclear, however, *Crystal* has welcomed a new era of "uniform ship experiences across the full fleet" via its remaining identical river ships *Crystal Bach*, *Crystal Debussy*, *Crystal Mahler* and

Crystal Ravel.

The four smaller-scale vessels are thought to afford *Crystal* greater itinerary flexibility than the larger *Mozart*, with regard to accessing European rivers during variations in water levels.

Crystal Cruises President and CEO Tom Wolber praised *Mozart* for helping the brand break new ground in the river cruise space.

"*Crystal Mozart* set the stage for *Crystal River Cruises'* debut as its inaugural ship in the summer of 2016, and we are pleased to see her carrying onward with Genting Cruise Lines," Wolber said.

The cruise line has also said that following *Mozart's* exit, it will have "the youngest fleet of luxury ships in the river industry".

"*Crystal River Cruises'* ships are not only the newest in the industry, they also feature all-suite accommodations with every room category," Wolber said.

AC buys Transat

AIR Canada has entered into an agreement to purchase all issued and outstanding shares of Transat A.T. (Transat).

The proposed transaction, valued at approximately \$520m, will the two Quebec-based aviation and travel brands combine to create a Montreal-based global travel services company in leisure, tourism and travel distribution operating across Canada and internationally.

"A combination with Transat represents a great opportunity for stakeholders of both companies," said Air Canada CEO and President Calin Rovinescu.

Rovinescu added that the acquisition presents an opportunity to further grow the AC hub at Montreal-Trudeau Airport, where 35 new routes have been added since 2012.

The transaction remains subject to the finalisation of agreements.



Window Seat

THE proverbial Uber driver who talks a little too much can now be told to effectively put a sock in it via a suite of new enhanced Uber Black experience options.

For a little extra cash, the company's new "Quiet Mode" allows passengers to avoid being disturbed by chat from their driver, marketed by Uber as appealing to customers who "need to respond to emails or are in the mood for a nap".

Other new features include being able to request help with luggage ahead of time, communicating your optimal temperature before hopping inside the vehicle, and requests for the highest standard of vehicle interiors and exteriors.

Uber precious or what!

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Hawaii from \$899

HAWAIIAN Airlines is marking 15 years of its nonstop Sydney-Honolulu service and the airline's 90th year of continuous operations with fares from \$899 return for Australian travellers.

Passengers are also able to add on flights from Honolulu to neighbour islands for \$15 return.

The celebratory fares are available until 24 May and are valid for travel in low season periods through to Mar 2020.

Virgin Geraldton

VIRGIN Australia will pull out of its scheduled Perth-Geraldton-Perth route from 21 Jul, following an extensive review of its network.

The airline will issue a Commercial Policy for agents to use for all impacted bookings.

Virgin Australia Regional Airlines will continue to operate charter services to and from Geraldton.

Norway Day sale

SCANDINAVIAN tour specialist Bentours is marking Norway Day with a sale.

The tour operator is offering 17% off bookings for its "Complete Norway" itinerary, for travel in Jul, Aug, Sep of this year.

To take advantage of this offer bookings and deposits must be made by the end of May.

SYD new service

SYDNEY Airport is the first Australian airport to introduce a smartphone-based navigation system to help visually impaired travellers find their way around the terminals.

The partnership with app service, Aira, was launched today, and is designed to give passengers instant access to the information they need to explore the airport.

The app was initially trialed in the Domestic terminal and was hailed "a game changer".



TRAVEL Counsellors agents have been hitting the road, with 11 settling back in at their desks fresh from two exclusive famils.

Five Travel Counsellors were rewarded with experiencing the highlights of Western Canada as the winners of TC's ACTC Sales Challenge while six top achievers travelled to Fiji, hosted by Regional MD, Kaylene Shuttlewood.

The team who headed to Canada were hosted by Neil Westaway of Air Canada and spent eight nights exploring Vancouver, Whistler, Jasper, Lake Louise and Banff.

They took part in activities

from sightseeing to dining, ziplining, horse riding and a two-day journey aboard the Rocky Mountaineer.

The group who went to Fiji with Fiji Airways received the VIP treatment with five days of cultural experiences, luxury accommodation, butler service and private charter flights.

Highlights included The Sigatoka River Safari & Talai butler service at the Outrigger Fiji Beach Resort.

Pictured in Canada in front of Totem poles at Stanley Park, Vancouver, are: Tania Kennedy, Dean Hickford, Neil Westaway, Sharon Wood, Trish Hollis and Jake Cassar.



Our Seoul journey starts December

Jetstar will fly non-stop to Seoul (Incheon) from the Gold Coast, 3 times per week from 8 December 2019.

Start your Seoul journey

Jetstar 

MTA's "Big Apple" refresher



VISITING the Gold Coast last week, the team behind "NYC – The Official Guide" was welcomed at MTA – Mobile Travel Agents' head office, for an update on the latest developments taking place in the "Big Apple".

The New York team briefed MTA agents on product insights, new shopping and sightseeing experiences, what's happening in New York's dining scene and provided neighbourhood insights, detailing events taking place across the city's suburbs this year.

The delegation, led by "NYC – The Official Guide" Managing Director Tourism Development, Reginald Charlot (pictured standing far right), included representatives from Hudson Yards, Virgin Atlantic, the New York Hilton Midtown, Delta Airlines, interactive bus ride operator "The Ride" and the Empire State Building.

The two teams are **pictured** at MTA – Mobile Travel Agents' Gold Coast head office.

Kimpton Glasgow

KIMPTON Blythswood Square Hotel has opened its doors in Glasgow, Scotland.

The 113-room hotel features restaurants and bars, Kimpton's 'Forgot It, We've Got It' service, free bikes, in-room yoga mats and a spa.

The property is pet friendly.

Indonesia rebuilds

INDONESIA has revealed investment plans of US\$412b to rebuild the country, with 25 airports and new power plants in the pipeline, *Bloomberg* reported.

About "60% of the spending is set to go toward transportation-related infrastructure".

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Boeing 737 return

BOEING has completed development of the updated software for the 737 MAX, along with simulator testing and the company's engineering test flight.

Boeing released a statement explaining the 737 MAX has flown with updated MCAS software for more than 360 hours on 207 flights and is now providing information to address Federal Aviation Administration (FAA) requests that include detail on how pilots interact with the aircraft controls and displays in different flight scenarios.

Once the requests are addressed, Boeing will work with the FAA to schedule its certification test flight and submit final certification documentation.

"The accidents have only intensified our commitment to our values, including safety, quality and integrity, because we know lives depend on what we do," said Boeing Chairman, President and CEO Dennis Muilenburg.

SiteMinder \$100m

GLOBAL hotel industry guest acquisition platform SiteMinder, has surpassed \$100m in recurring revenue and plans to "double down" on its growth strategy over the next three years.

The company plans to further its international expansion, with over 80% of SiteMinder's revenue now coming from outside Australia, and intends to develop new revenue streams.

Co-founder Mike Ford said "Our purpose remains to liberate hoteliers with technology".

This past year SiteMinder became Airbnb's "first global hotel technology partner" and announced partnerships with Ryanair and Comair Travel.

Tourism NT series

TOURISM NT has produced a quirky web series with the Van Vuuren Brothers, which is set in the NT & called *Location Scouts*.

The series is a behind-the-scenes look at Aussie romantic comedy *Top End Wedding*.

It follows fictional veteran location scout, Steve Grogan and his millennial off-sider Morgan, as they roam the Top End in search for the ultimate NT locations for the *Top End Wedding* movie.

To watch the series, **CLICK HERE**.

TECHNOLOGY UPDATE

Today's Technology Update is brought to you by ReadyRooms



As recently announced at the HelloWorld Travel Owner Managers Conference and Business Summit in Saigon, we are pleased to confirm that ReadyRooms is now mobile responsive.

Listening to the feedback from agents and delivering this feature while being able to demonstrate it in real time at OMC was great and the feedback has been highly positive.

Our ongoing process of working closely with agents to see how they use the site enables us to target improvements that make agents more productive. Our data shows that agents make use of ReadyRooms at all hours of the day. To support agents needing to make last minute arrangements or our many remote travel agents we are pleased to have released this mobile responsive site. With the full functionality of the main site and the ability to work from a mobile phone or tablet our agents can now access ReadyRooms whenever and however they choose.

A point of difference to the ReadyRooms platform is the aggregated feed of both static and dynamic rates. The best rates from all our feeds are displayed with instant availability based on the search criteria. This ensures that whether demand is high, and the static rates provide the best value or demand is low and the dynamic provide the best value we can deliver in real time the best value for money options. With new additional dynamic price feeds, we are able to ensure that the most competitive rates are delivered. Our technologies aggregate, compare and dedupe the results so you see the best rates based on your search criteria.

By continuing to take on board your feedback about ReadyRooms, we will continue to adapt to make sure it is delivering the best outcomes for all users.

Steve Brady, ReadyRooms



Thai reps' down under trip



WIN FLIGHTS TO THE COOK ISLANDS



This week Cook Islands Tourism and Air New Zealand are giving agents the chance to win return economy flights from Sydney to Rarotonga direct. There are 15 return tickets to be won!

A journey to the Cook Islands is the perfect island escape for rest and relaxation, romance, family fun, and adventure. From turquoise blue lagoons to craggy volcanic peaks, it's picturesque. Air New Zealand operates a return direct service weekly, departing Sydney on a Friday evening and returning from Rarotonga on a Thursday afternoon.

To win have the most creative answer to the question below. Send your answer to cookislands@traveldaily.com.au

What activity would you choose to do in the Cook Islands & why?

AIR NEW ZEALAND

COOK ISLANDS

Terms and conditions

A GROUP of delegates from three major Thai properties made a whirlwind trip to Australia earlier this week to catch up with industry partners across Sydney and Melbourne.

Representatives from Rayavadee in Krabi and Tamarind Village, and Raya Heritage in Chiang Ma were escorted on the trip by Svetlana Jovanovic from the Unique Tourism Collection, who organised a number of meetings between the visitors & partners.

Pictured: Ratsameekhae Thavon, Premier Resorts and Hotels; Barry Warner, Planetdwellers Travel; Naphat Nutsati, Tamarind Village and Raya Heritage; and Mario Paez, Planetdwellers Travel.

The Alida Savannah

TRIBUTE Portfolio, Marriott International's newest collection of hotels, together with Rockbridge and Makeready, has expanded its portfolio with the recent addition of The Alida Hotel in Savannah, Georgia.

Located on Savannah's riverfront, The Alida features 173-rooms and three restaurant and bar concepts, including Rhett, an all-day kitchen serving Southern food; The Trade Room, a bar featuring local brews and spirits; and The Lost Square, an outdoor living room located on the rooftop.

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

Grand American Adventures is running a flash sale offering up to 15% off for selected Alaskan journeys. The deal applies to travel before 30 Sep and must be booked before the end of May. Call 1300 030 714.

Ethihad Airways has extended its free Abu Dhabi stopover deal until 31 Dec 2019. The offer is valid for guests booking flights to and from all Ethihad destinations via Abu Dhabi, and can be booked at etihad.com.

Guests looking to escape to warmer destinations this winter can access the **Oaks Hotels, Resorts & Suites'** latest "Two For You" sale. The offer includes accommodation discounts & bonus extras, **CLICK HERE** for info.

G Adventures is offering a discount on its 13-day Budapest to Istanbul itinerary, dep 25 Aug. Guests can save \$390 on the tour, more **HERE**.

Pullman Bunker Bay Resort in Margaret River, WA, is celebrating its 15th anniversary with a range of "Time to Celebrate" offers throughout May & Jun. Deals include 15% off accom packages, spa bonus offers, plus a conference special where every 15th delegate stays free - **CLICK HERE**.

Travellers looking to explore Antarctica, the Falkland Islands, South Georgia or Patagonia can access 25% off their cruise fares thanks to the latest promotion by **Chimu Adventures** and **Hurtigruten**. Bookings must be made before 26 Jun, for more information call Chimu on 1300 720 564.

NZ \$8m camping

NEW Zealand Tourism has invested an additional \$8 million to "help encourage responsible camping across the country".

The funding will be available for summer 2019/20 for education and ambassador programs, enforcement activity and the provision of temporary facilities.

The responsible camping funding round will be open for applications on 01 Jun.

More info can be found **HERE**.

AIA traffic down

AUCKLAND Airport's total passenger numbers in Mar 2019 were slightly down on the same as last year, according to Auckland Airport Mar 2019 monthly traffic update released today.

The report also indicated that international pax were down 0.7%, while domestic pax grew by 1.1% compared to Mar 2018.

The decrease in int'l pax growth is attributed to the shift in timing of Chinese NY, along with Easter and school holiday period.

Domestic pax numbers were driven by extra capacity, especially on the Auckland-Queenstown route (up 8,000 seats).

APAC visitor growth

ASIA Pacific destinations received almost 700 million international visitor arrivals in 2018, an increase of 7.7% over the 2017 figure, according to PATA's Annual Tourism Monitor 2019 early edition.

The report highlighted that the annual growth of visitors into and across the Asia Pacific region has increased consistently each year, peaking in 2018 at 699.6 million international arrivals.

China came out on top as the number one destination for visitor arrivals, with close to 161 million in 2018, representing "22.6% of the total visitor volume into & across Asia Pacific in 2018".

The remaining four destinations in the top five included North and Central America, Hong Kong, Mexico and Turkey.

To find out more about the report, **CLICK HERE**.

ATPCO Ctrip deal

CTRIP.COM International has signed a multi-year deal for ATPCO's Retailing Solutions content, providing the online travel company with access to Routehappy content including Amenities, UTAs, and UPAs.

Ctrip will showcase Routehappy content in 19 languages, including English, Russian, traditional and simplified Chinese.

Yudong Tan, VP, CTO of the Flight Business Group at Ctrip said, "With access to...content, we can improve our shopping displays and ensure hundreds of millions of consumers throughout Asia and the world have access to universally understood shopping information".

Gate 7 celebrates 21 years



YOU couldn't wipe the smiles off the faces of the team from travel representation specialists Gate 7 on Wed night, with a huge dress-up celebration to commemorate 21 years of being in business.

Founder Jo Palmer - pictured above centre with PR Director Dani Marsland and Director of Travel Trade, Danielle Tuffield - joined in the fun, leading a mass dance-off at Sydney nightclub Slide before reflecting on the ups and downs of the last two decades.

"There's been lots of laughter, also some tears, heartening wins and gut-wrenching losses, a myriad of ups and downs.

"We've produced top-rating TV shows, sung on stage to travel agents at industry conferences, developed thousands of travel packages, packed zillions of pieces of swag, posted, pitched, ridden the digital revolution, the vertical integration of our travel partners, weathered the GFC, 9/11 and who knows what else.



"We've been part of the story of explosive growth in outbound travel from Australia and New Zealand," Palmer said.

She unveiled a new brand and website for Gate 7, highlighted four key client wins just this year and also formally launched a new Gate 7 Events division to leverage the company's reputation for creating some of the industry's most "buzz-worthy" travel industry and media events.

The 21st birthday party was no exception, with GM Tristan Freedman and NZ Country Manager Wayne Mitcham also joining in the fun (inset).

Lots more pics - including the evening's sword-swallower - at facebook.com/traveldaily.



WIN A TRIP TO THAILAND

This month Centara and *Travel Daily* are teaming up to offer readers the chance to win a seven-night stay for two in a Deluxe Room at Thailand's Centara Grand Beach Resort & Villas Hua Hin with daily breakfast.

Centara Grand Beach Resort & Villas Hua Hin is one of Thailand's most famous hotels - originally built as the King's guesthouse in the 1920's it has been lovingly restored and extended over the years to a luxurious five-star resort. It is a short walk to the famous markets of Hua Hin with fabulous seafood, shopping and entertainment.

To be in the running, correctly answer each of the weekly questions across the month and have the most creative answer to the final question. Send your responses to centara@traveldaily.com.au

Q2. Centara Grand Beach Resort Villas Hua Hin was featured in which 1984 Oscar nominated movie?

CENTARA GRAND
BEACH RESORT & VILLAS
HUA HIN

Terms and conditions

NCL Take Five deal

NORWEGIAN Cruise Line is offering five free offers plus up to US\$200 onboard credit to guests who book a Balcony stateroom or above.

The "Take Five" deal is available across Norwegian's fleet, offering a free beverage package, wi-fi, speciality dining, and shore excursion credit valued at up to US\$3,000 - deal ends on 31 May.

UTracks plants trees

EURO travel specialist, UTracks, is giving Australians the chance to "contribute to the greening of our planet", by planting a tree for every booking on its Austrian Lakes and Dachstein Circuit walking itineraries, with prices from \$1,150pp.

Delta reaches 100

DELTA has recorded 100 days without a cancellation on its mainline system for domestic and international flights, a month ahead of last year's pace, hitting the milestone on Fri 10 May.

The US airline achieved a 99.84% completion factor ranking from 01 Jan until Wed 15 May.

Airbnb joins ETC

AIRBNB has joined the European Travel Commission as an Associate Member, to support sustainable, diverse and inclusive travel across the continent.

Membership will enable Airbnb and the ETC to collaborate on research projects and marketing opportunities aimed at encouraging off-season travel.

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- APT and/or Travelmarvel Europe River Cruise
- APT and/or Travelmarvel Mekong River Cruise
- APT Kimberley Coast Cruise

Winners will be congratulated by Monday 10 June 2019!



Book and deposit by **31 May 2019** to win!

Call Reservations on 1300 278 278 or visit www.atgconnect.com.au today.

*Terms and conditions apply. "Cash or Cabin" is an exclusive trade incentive to APT and Travelmarvel. Incentive period is from Monday 1 April 2019 to Friday 31 May 2019. Valid for new bookings only made and deposited during the qualifying incentive period. Cancelled bookings will not qualify for the incentive. Group Bookings will qualify for the incentive. Strictly valid for 2019 departures only on APT or Travelmarvel Europe and/or Mekong River Cruise holidays of 7 nights duration or longer, along with APT Kimberley Coast Cruise departures. Winners will be notified by Monday 10 June 2019 by the APT Travel Group. Travel Agent must be employed with a valid Australian Travel Agency to qualify for the incentive and at the time of travel. Winning travel agents must choose between the complimentary cabin or \$1,000 cash at the time of accepting their prize. If accepting the Mekong River Cruise, travel must be completed by 31 December 2019. Cabin prize will be strictly subject to availability and cabin upgrades at time of booking and confirmation. Australian Pacific Touring Pty Ltd. ABN 44 004 684 619. ATAS accreditation #A10825. ATG-1-2WEEKS



Working in partnership with the Australian Travel Industry

Account Manager | QLD Region

Brisbane, Circa of \$90k, Ref: 1427CGA1

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.

Travel Consultant - Central Coast

Central Coast, Base + Comms, Ref: 4453JB1

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

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

SKI Travel Specialist

Brisbane, Competitive Salary, Ref: 1326CGA1

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.

Account Manager | No Experience needed

Mel North/West \$55k-\$60k + super & bonuses, Ref: 2355SZ1

No formal Account Management experience, no worries! We're looking for a travel agent with a professional yet engaging personality to farm relationships with existing accounts within the travel industry. Even though this is a 'farming' role, there is still an element of BD so a keen interest for sales is important to be able to build your own relationships and network predominately over the phone, at times in person. No travelling/vehicle required & working only MON-FRI business hours.

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

Director of Sales - Ultra Luxury

Sydney, Lucrative Package on offer, Ref: 4056PE1

This leading travel company are looking for an experienced Director of Sales with a proven track record to assist with their ongoing expansion across the travel market in Australia & NZ. You will report to the Managing Director & be responsible for the meeting of sales goals, volume & profit targets through the establishment of new & existing business. This position provides strategic & tactical leadership through the formulation of business plans & establishing effective business relationships.

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

Business Development | Ski Specilaist

Sydney, \$60-\$65k + Bonuses, Ref: 1557AJ1

Take advantage of this exciting opportunity to join a market leading company specialising in Ski, providing fully tailored ski travel packages for both direct travellers and Travel Agents. You will be the face of the company in NSW, responsible for driving business, identifying potential clients and outlining the fantastic service on offer. With such a great product/service offering behind you, you can expect to enjoy high conversion levels coupled with an uncapped incentive structure.

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

Travel Management | Consulting Roles

Hobart, \$45-50k + super + travel perks, Ref: 4850AW3

This boutique agency offers a point of difference, where every itinerary is unique. You will create memorable experiences providing sales through service, with only the best product and travel experiences to offer! Want to recommend premium product AFTER having experienced it first-hand?? This agency falls under a global business banner; and is looking for the ideal travel agent to join their team! Open to candidates that wish to relocate, if you are ready for a new challenge - APPLY NOW!

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

Travel Consultant | Round the World

MEL East, \$55k-\$65k + Comms, Ref: 3985SZ1

Do you value work life balance? Tick! Do you want quality enquiries to work with? Tick! Do you want to work in a unified team environment & earn up to 30% commission? Tick! Ontop of uncapped comms, you'll be given a personal monetary travel allowance p/a + famil allowances. We are looking for an experienced consultant wanting a change of scenery to earn your worth whilst having more time to appreciate the finer things in life by working predominately MON-FRI and a rotational half day Sat.

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



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