



GO WILD WITH SILVERSEA AND CELEBRATE EXPEDITION MONTH 2019.

Celebrate Expedition Month this June with us and earn your rewards on voyages to the Arctic, Antarctica and beyond. Simply sell any Silversea Expedition departing in 2020, and go into the draw to win an expedition voyage every week in June. Additionally, we will be offering bonus commission on all Silversea Expedition 2020 bookings.

For more information, keep an eye on Travel Daily in the coming days.

[CLICK HERE TO DOWNLOAD YOUR SILVERSEA EXPEDITIONS SELLING TOOLS](#)

Silversea incentive

TRAVEL consultants who sell any 2020 Silversea Expedition during Jun will earn rewards, as well as the opportunity to win an expedition voyage for themselves every week, along with bonus commission on all bookings. See the **cover page** for details.



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Express seals NZ deal

EXCLUSIVE

EXPRESS Travel Group (ETG) has this morning formalised its majority investment in New Zealand's First Travel Group (FTG), meaning the dawn of a new era for the NZ agency consortium which also celebrates its 20th anniversary today.

ETG CEO Tom Manwaring is in Auckland to toast both occasions, and told *Travel Daily* "the coming together of ETG and FTG allows the benefits of scale to be realised by both categories of our membership base, leisure and corporate".

The new FTG is about two-thirds owned by Express, with existing members & management retaining roughly a 35% shareholding.

Manwaring said FTG's branded

YOU Travel retail group had many commonalities with ETG's iTalkTravel, while independent corporate members would realise significant synergies with their counterparts in Australia.

"Benefits will be realised in areas such as corporate travel technologies, cruising, global events and online leisure solutions," he said, with discussions to kick off next week.

First Travel Group CEO Malcolm MacLeod hailed the deal with Express, which he said would enable the combined organisation "to continue to operate a profitable agile group, with the benefits of an Australasian partnership, while still retaining approximately 90% of the FTG membership base".

Today's issue of TD

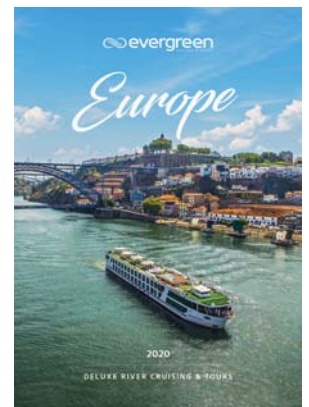
Travel Daily's pre-weekend edition today features five pages packed with news and photos, a front cover page for **Silversea Cruises**, plus a full page from:

- Travel Trade Recruitment



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Read about sustainable practices and whether companies can really have an impact in the May issue of *travelBulletin*.

CLICK to read
travelBulletin



Giuseppi to AAoA

ACCOMMODATION

Association of Australia (AAoA) has appointed Carol Giuseppi in the newly formed role of General Manager of National Operations/ New South Wales.

Giuseppi joins from Tourism Accommodation Australia (TAA), where she was National/NSW Chief Executive Officer.

She brings over 30 years of management experience to the role and said she plans to “cement our position as the one organisation that best represents the entire accom industry.”

AAoA incoming Chief Executive Officer Dean Long said “the addition of Carol to my management team positions AAoA as the industry leading organisation, providing our members with an experienced and respected leader to ensure our continued growth and quality deliverables for our membership”.

Giuseppi commences in the new role on 11 Jun.

Destination Melbourne demise

DESTINATION Melbourne, the organisation which has led marketing for the Vic capital for the last 18 years, will cease to exist from today, after its board decided that its business model was “no longer sustainable”.

The closure follows a strategic planning process initiated a year ago, which reflected “tightening market conditions and a rapidly changing technological landscape”.

CEO Laura Cavallo has already departed, while the organisation’s Chair Sarah Seddon highlighted the difficulty of the decision in a statement posted on the destination.melbourne website.

“We researched and lobbied extensively to explore sustainable models that were not supported by government nor by a membership-based approach,” she said, but ultimately the strategic decision was made to wind down the organisation.

Seddon said the Destination Melbourne team had worked over the last month with Visit Victoria, Melbourne Airport and the Victorian Tourism Industry Council to “ensure some of the amazing legacy remains” by finding new custodians for some of the core products & services.

Visit Victoria CEO Peter Bingeman hailed work done by Destination Melbourne over the years, saying assets developed had become “synonymous with best practice industry development”.

The clock is ticking!

TIME is running out to take part in this month’s Centara and *Travel Daily* competition, with entries closing at midnight.

Centara is offering readers the chance to win a seven-night stay at Thailand’s Centara Grand Beach Resort & Villas Hua Hin.

For more details, see **page five**.

Bestjet summonses successfully served

ALL people directly involved with the collapsed Bestjet Travel (*TD* 28 May) have now been served with summonses to produce documents and take part in Federal Court oral examinations.

Hearings will take place 17-19 Jul and 24 Jul-07 Aug in Brisbane, according to minutes of a creditors’ meeting last week.

A total of 22 people were summonsed to appear, including Bestjet founder Rachel James and her husband Michael James.

Legal action is also proceeding against Bestjet Singapore, while the liquidators continue to attempt to gain access to the company’s Amazon Web Services and Google accounts.

The meeting also reconstituted a Committee of Inspection, with members including two people behind the Bestjet Fiasco Action Group and a representative of credit card processor IntegraPay.

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How to see Vietnam and Laos

Read the Autumn edition of *Travel & Cruise Weekly*

Hilton celebrates centenary

CHAMPAGNE

flowed last night at Sydney Hilton's Marble Bar, as Hilton celebrated its 100th birthday.

The VIP party featured an enormous fountain of bubbly, plus culinary delights which originated in various Hilton properties across the decades - such as pina colodas, eggs benedict and of course, New York's iconic Waldorf salad.

A stunning cake (pictured) was the culmination of hundreds of hours of work by Hilton Sydney's in-house pastry chefs.

Heidi Kunkel, Hilton's VP of Operations for Australasia, toasted the momentous occasion, highlighting the group's strong local growth trajectory, which is targeting a doubling of its local



footprint over the next few years.

Hilton has also announced the creation of the Hilton Effect Foundation, which will "help create a better world to travel by investing in both organisations and people having a positive impact on the communities Hilton serves".

Hilton's first property opened in 1919 in the tiny Texas town of Cisco, with the company now offering 17 different brands and over 5,700 properties globally.

More pics from last night at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

Everest's other view

WORLD Expeditions CEO Sue Badyari believes there is "an enormous amount of confusion" in the travel community regarding the safety of Mount Everest as a tourist destination.

Badyari told **TD** that agents need to understand the difference between trekking the iconic Himalayan mountain and more dangerous mountaineering trips which have led to a spate of recent deaths (**TD** 28 May).

"We do trekking trips which is a different genre...we only go as far as base camp (5,380m), whereas mountaineers only start there," she said.

Badyari also stressed that World Expeditions' tours also takes into account overtourism considerations.

"Getting off the beaten trail is really important...we go into different Everest valleys which sprinkle dollars to communities who really need it," she said.



Window Seat

AIRPORT security has never seemed so flavourful!

The US Transportation Security Administration has issued a crack down on passengers with barbecue sauce at the Memphis International Airport amid a rise in travellers trying to take the delicious condiment with them as carry-on.

Aviation security regulations prohibit any liquid of four ounces or more to be carried on board commercial planes.

Interestingly, the authority also prohibits BBQ seasoning from being taken on board - c'mon guys have you ever tasted airline food? This is a must!

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CANNOT be transported in your carry-on bag.
Please place these items
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Globus Supertour in Chicago



GLOBUS family of brands' highly-anticipated annual Supertour is in full swing, with Australia's 20 top-selling travel agents for Avalon Waterways, Globus, Cosmos and Monograms touching down in the Windy City of Chicago.

The group was treated to a champagne breakfast before exploring North Michigan Avenue's "Magnificent Mile" for some world-class shopping, dining and entertainment.

Of course, no trip to Chi-Town

would be complete without sampling some of the city's famous deep dish pizza and some hot wings, nor without striking a pose in front of Millennium Park's iconic Cloud Gate - affectionately known as "The Bean".

The agents then headed south to St Louis to take in the mighty Mississippi River and 630-foot high Gateway Arch, from where the city draws its nickname, "The Gateway to the West".

Pictured: The group on Chicago's Northerly Island.

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

Clients can save 10% on all 2020 USA & Canada trips with **Trafalgar** when they book and pay before 18 Dec. Starting at \$2,515pp with discount included, the offer is on sale up until 18 Dec for selected departures between 23 Apr and 17 Dec 2020. Call 1300 787 878.

Savings of up to \$1,000 are available for **Extreme Bike Tour's** 15-day Bhutan Adventure Tour, now starting at \$5,355pp, and including a further 10% off for those booking in a group of four or more. The tour departs on 11 Apr 2020. To book, head to www.extremebiketours.com.

Book the 23 Sep departure of **G Adventures'** Trans-Mongolian Express and save 25%, for a reduced price of \$3,845. Book the tour between 01-30 Jun. See www.gadventures.com.au for more.

Likuli Lagoon Resort Fiji has a series of deals available, including a three-night Winter Warmer getaway from \$2,750 per adult and a five-night celebration package from \$5,750pp. Phone 1300 880 571 to book.

Paper Bark Camp is offering 30% off winter glamping getaways, and half-price all winter for kids aged six to 12. Available from \$819 per couple, the offer is valid for stays starting on Fri or Sun - **CLICK HERE**.

Travelpport gender

TRAVELPORT will include non-binary-gendered passengers in its platform when it goes live on 01 Jun.

Passengers who identify other than male or female will have the opportunity to choose "x" when this information is prompted, such as on trips to Canada and China, among other destinations.

Travelpport will offer this option on all 480 of the airlines it will host, however the info must match the passenger's passport.

Riviera remastered

OCEANIA Cruises has revealed details of *Riviera's* enhancements completed during a recent drydock in France as part of the line's OceaniaNEXT program.

The vessel is sporting a new coffee bar area and lounge, along with refreshed Concierge and Veranda staterooms and Penthouse Suites

The three Owner's Suites have been refurbished with the Ralph Lauren Home Collection and the master suite features a new Cote D'Azure king-size bed.

Bupa Velocity deal

VELOCITY Frequent Flyer and Bupa have teamed up to offer a new points deal.

Those who join Bupa Health Insurance before 13 Jul will be rewarded with 60,000 Velocity points as a single, or 120,000 as a couple - enough to score a return flight to South East Asia.

For more information, visit www.bupa.com.au.

NCL system update

NORWEGIAN Cruise Line is advising its Australian trade partners there is a planned booking system upgrade which may impact booking functionality from this Sun, 02 Jun, from 11am AEST until Mon 03 Jun 1am.

Qantas Academy

APPLICATIONS have today opened for the new Qantas Group Pilot Academy, due to open in Toowoomba for the first student intake in Sep.

The Academy is part of Qantas' strategy to build a long-term talent pipeline for its airlines, and help the industry's need for skilled aviators as a whole.

TECHNOLOGY UPDATE

Today's Technology Update is brought to you by Tramada Systems Pty. Ltd

Prepared for the NDC? We are.



It's that time of financial year when agents, suppliers and associations convene to plan the year ahead. As diverse as these individuals and

groups are, one hot topic is being discussed everywhere: IATA's revolutionary New Distribution Capability, or NDC.

Discussion has moved on from questions such as "What is it?" (computer code designed to improve communications between airlines and rest of the travel industry) and "What's NDC used for?" (to enable airlines to market their products in new ways and through multiple channels). Now it's "What must I do to be prepared?" - after all, the consequences of getting the NDC wrong could be dire.

For *tramada*®-enabled agents the answer is two-fold. First, identify the aggregator/s who will supply your NDC content.

Second, relax.

That's because Tramada has already invested heavily in time and technology on your behalf, working closely with key partners Qantas, Serko, the GDSs and others. NDC bookings in *tramada* are live **now**, treated just like non-NDC bookings, from accounting and traveller history to automated outputs like invoices, itineraries, reporting, and duty of care feeds.

With all these benefits, it's not surprising that our NDC solution is a finalist in the 2019 NTIA "Best Travel Agent Technology Innovation" category.

So, if you're asking "How will my business survive in the post-NDC era?" the answer is simple, *tramada*. Contact us today at sales@tramada.com.

Susan Enners, Country Manager
Australia/New Zealand,
Tramada – your travel technology partner



Savenio out in force at #ILTM



THE leading luxury travel event in Asia Pacific, ILTM, took place in Singapore this week at the Marina Bay Sands hotel, providing a platform for suppliers of luxury travel experiences to meet with buyers from the region.

The Savenio team from Australia was out in force, scouting new opportunities to include in their tailor-made experiences for the

Six Senses opening

ECO-CONSCIOUS hotel group, Six Senses Hotels Resorts Spas will open its first Central American destination on Costa Rica's Papagayo Peninsula.

The Six Senses Papagayo will feature 41 pool villas and 31 residences and offer 360° panoramic views.

The resort will feature an organic farm and herb garden which will be used by the chefs in the resort's menus.

luxury travel market and high-net-worth customers.

Pictured are: Andrew Griffiths, Belinda Layt, Brent Hevey, Alex Prez, Patricia Gordon, David Uglesic, Kisane Salib, Penny Abrahams and Craig Stepnell.

Bentours 2020

BENTOURS has launched its 2020 spring and summer escorted small group program.

The Scandinavian tour specialist has a range of guided trips through northern Europe, ranging from 17 to 21 days in duration, with capacity restricted to 16 and 25 guests for each departure.

Prices start from \$7,900pp on the 21-day Moscow to Berlin tour, \$8,999pp on the 17-day Scandinavian Splendour, and from \$26,999pp for the 19-day Suite Scandinavia trip.

For more information on the range, **CLICK HERE**.



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

Q4: Suggest in 25 words or less why Hua Hin would make an ideal holiday destination?

CENTARA GRAND
BEACH RESORT & VILLAS
HUA HIN

Terms and conditions

Oman new route

OMAN Air will commence its first scheduled Muscat-Alexandria flight this evening, as the airline touches down in its 53rd international destination.

The airline will service the route with four return flights a week from its base in Muscat to the Egyptian tourist destination along the Mediterranean coast.

Neri 15% comms

AGENTS can earn 15% commission on bookings made for guests staying at the 22-room Hotel Neri Barcelona before 31 Jul, for stays until 30 Sep.

Guests can stay at the former medieval palace from €380 per room per night.

TFest to launch

TFEST, the world's first AI-powered luxury travel festival, is set to arrive on Dubai's Palm Islands in Feb 2020.

Bringing together luxury travel buyers and sellers, the three-day experience uses AI matchmaking to help attendees connect with more people and provide a personalised experience.

Private Luxury Events Chief Executive Officer Richard Barnes said "we launched TFest to make personalised connections happen on a larger scale and in real time at a single celebratory event where our global luxury travel community can come together". "We believe AI matchmaking will reshape the networking industry," Barnes said.

LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

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EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Nicholas O'Donoghue, Myles Stedman, Jenny Piper, Christian Schweitzer

info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi and Lisa Martin

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper
accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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Working in partnership with the Australian Travel Industry

Senior Corporate Travel Consultant

Sydney South, upto \$70k + Super DOE, Ref: 4080PE1

Due to internal promotion my client is seeking a senior corporate travel consultant to handle a strong portfolio of corporate travel accounts. You must have strong communication skills, be a self-starter & have an exceptional eye for detail. This company is at the top of their game, people are lining up to join their stellar team. Top dollar will be paid for a practicing corporate travel consultant looking for their next challenge & career progression. Sabre & Tramada a must to be considered.

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

Sales Representative | 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.

Inbound Call Centre Consultant

South BNE, \$43-\$48k + Bonuses, Ref: 1429CGA1

Our client is seeking an experienced Travel Consultant for their office in South Brisbane. You will ideally have worked in a retail travel agency, have strong experience using a GDS, ability to organise and book worldwide travel arrangements and must be able to work autonomously. There is competitive salary plus uncapped earning potential and you should have a passion to succeed and be keen to continue your career as this role evolves. APPLY NOW this is a very rare opportunity!

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

Concierge Consultant | Rare Opportunity

MEL CBD, \$55k + Super + Bonuses, Ref: 3426SZ3

Working within the Operations team & reporting directly to the Operations & Customer Experience Manager, you will be servicing new and existing clients to book their travel (exclusive packages) & providing any additional options i.e different airline carrier / better connections etc. Through this process, it's all about building strong relationship with customers as it's not a sales position. Working only Mon-Friday & no weekends, you have some flexibility in work hours & company benefits.

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

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Sydney, Competitive, Ref: 4061SJ1

A travel industry digital marketing position has opened in Sydney. I am looking for someone with 3 years digital marketing experience & travel industry exposure, a candidate who wants to move into a specialist role with progression to management. Focus across all digital channels; social, EDMs, Adwords, analytics, SEO etc. A close nit team & a much loved international travel product. Competitive salary with great benefits, call me today for details and send your resume on the link below!

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Hobart, Lucrative Package, Ref: 2493AW1

Exhausted in your current role and want to get your work/life balance back? Want to work autonomously with pride & passion? Join this supportive team environment and enjoy working 9-5, Monday-Friday! Enjoy providing outstanding customer service to valued customers? Want to sell HIGH END/ LUXURY product & destinations? If you have the passion and ability to create customised travel itineraries, maintain client relationships, successfully worked towards KPI's and proficient in GDS - APPLY NOW!

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

Leisure Travel Manager | Training & Development

Hobart, \$70- \$80k + super + bonus, Ref: 2494AW1

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

Digital Marketing | Global Company

Melbs, Up to \$60k + super, Ref: 4067MT1

This marketing role includes, but it not limited to, SEO, email and social media campaigns and measuring performance with Google Analytics. This is an integral part of the company's future development and also success in the Australian market. If you are working in digital marketing this is a fantastic career move! Experience in digital marketing in the travel industry is preferred. Get heaps of travel perks and discounts across the globe. COMPETITIVE SALARY UP TO \$60k + BONUSES!!

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



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