

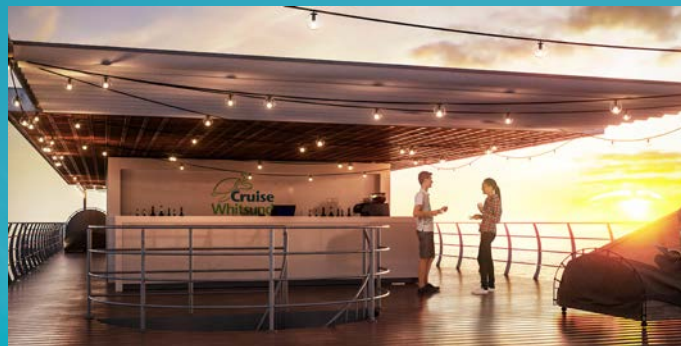


# Reefsuites

## NOW OPEN FOR BOOKINGS

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JOURNEY BEYOND



# Travel Daily

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Thursday 17th October 2019

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## Today's issue of TD

*Travel Daily* today has eight pages of news, a front page for **Journey Beyond**, a photo page for **Bunnik**, & full pages from:

- Windstar Cruises
- AA Appointments jobs
- Hamilton Island
- Phil Hoffmann Travel

## Journey Beyond purchase

**EXPERIENTIAL** operator Journey Beyond is continuing its rapid expansion with the acquisition of Outback Spirit.

The deal, announced overnight, will add Outback Spirit's seven remote wilderness lodges and camps, and its fleet of 30 4WD touring coaches, 10 military-style 4WD G wagons, two Cessna aircraft and 15 recreation marine vessels to Journey Beyond's portfolio.

It also extends Journey Beyond's footprint to cover every Australian state and territory, the company's CEO Chris Tallent said.

"As Australia's leading premium small group tour operator, Outback Spirit will further enhance Journey Beyond's strong vision for growth in the premium experience space, fast-tracking the group to be positioned as the largest experiential tourism businesses in the country," he said.

"This significant acquisition expands the group's comprehensive national presence."

The acquisition follows Journey Beyond's purchase of Horizontal Falls Seaplane Adventures two months ago (**TD** 06 Aug).

## Reefsuites res open

**BOOKINGS** have opened for Australia's first underwater accommodation, Reefsuites, and all of Cruise Whitsundays products for the 2020/21 season.

The Reefsuites will debut in Dec 2019 - for more details, see the **cover page**.



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BEGINNING 27 OCTOBER

## Windstar fly-cruise

**WINDSTAR** Cruises is today highlighting three fly-cruise itineraries, a 10-night Spanish Serenade, a 10-night Around Iceland voyage, and a 30-night Last Frontier to the Rising Sun adventure.

See **page nine** for details.



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## Rail Europe's new tech

**RAIL** Europe is introducing a new dedicated Business-to-Business tool, Easy Rail Access (ERA), with the roll-out to be completed in 2020.

ERA provides instant access to real-time European railway inventories, intuitive booking tools and an overall simplified processes for agents.

The technology was announced last night at an event in Sydney, with Rail Europe GM Business Asia Pacific Richard Leonard also making public the company's goal of €500 million revenue within the next two years.

"[Easy Rail Access] makes the ability to plug rail into platforms much easier and enables us to better bundle and better package rail," Leonard told *Travel Daily*.

"Part of the success of Rail Europe has always been our localisation and contextualisation, which is why we have key regions and key people across the world.

"[Easy Rail Access will] enable us

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to be more nimble and dynamic, and able us to plug those key target markets.

"€500 million within two years is in line with the global evolution of the rail business, which has been driven partly by a restructure of our business, the creation of key regions bringing us closer to our customer, and making sure the people we have are the best fit, but the other key driver is our technology."

Leonard also praised the "maturity" of the evergreen Australian market and its affinity for Rail Europe's product.

"The Aussie market is one which continues to bear fruit," he said.

"We've seen a 10% year-on-year increase in both in passenger numbers and revenue.

"We're particularly dedicated to supporting B2B, because it's still 70% of what we sell in this market, it's still the cornerstone, still the pillar."

## Hoffmann comm

**PHIL** Hoffmann Travel is highlighting a 100% commission for the first six months for new recruits of its mobile travel offering - see **page 12** for details.

## Eurostar + Thalys

**HIGH-SPEED** train firms Eurostar and Thalys are set to merge, with Eurostar Head of Indirect Sales & Distribution Paul Brindley telling *Travel Daily* the deal is expected be completed by Q1 2021.

"Both businesses are highly profitable and we have a very clear goal to grow passenger numbers," he said.

"We're looking to grow passenger numbers from about 17-18 million today to 30 million by 2030."

Eurostar offers services from London to Amsterdam, Brussels and Paris, while Thalys travels between Paris Nord and Brussels, Amsterdam and Cologne.

## Hamilton hiring

**HAMILTON** Island is highlighting a selection of job vacancies, including a Reservations Trade Consultant, a Food & Beverages Manager and a Housekeeping Supervisor.

Also available are roles for a Hamilton Island Yacht Club Sous Chef, a Restaurant Manager for qualia, a wedding planner and a hairdresser.

More on **page 11**.

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## NZ Cairns metal

**AN AGREEMENT** forged between the Queensland Government, Cairns Airport and Air New Zealand will see the New Zealand carrier replace A320 jets with A321neo aircraft on its services to Cairns from Apr 2020.

Currently more than 15,000 visitors fly to Cairns a year using Air New Zealand, with the number expected to rise under the new agreement which will help with international connectivity - particularly in the North & South American markets.

## Qantas drops digits

**QANTAS** will stop printing frequent flyer numbers on its boarding passes "over the next few weeks" in a bid to improve customer privacy concerns.

A QF spokesperson told *The Australian* the change was being made to "maintain customer privacy" and the numbers would gradually come off physical boarding passes in coming weeks.

Boarding passes will still show passengers' frequent flyer status.

## NCLH leaders reshuffle

**NORWEGIAN** Cruise Line Holdings (NCLH) has divided the leadership of its brands in its local office, with Steve Odell to hand his responsibility of the Norwegian Cruise Line (NCL) brand to Ben Angell.

The move sees Angell promoted to Vice President and Managing Director NCL Asia Pacific from his previous position of Vice President and General Manager Australia and New Zealand for Norwegian Cruise Line.

Meanwhile Steve Odell, who previously looked after all three brands in the region as Senior Vice President and Managing Director Asia Pacific at Norwegian Cruise Line Holdings, will become Senior Vice President and Managing Director of both Oceania Cruises and Regent Seven Seas Cruises.

NCLH said the move would "provide a more distinct focus for each respective brand under the NCLH banner" and reflected changes at head office level in Miami, including the new

appointment of Harry Sommer as President and CEO of Norwegian Cruise Line (**TD** 04 Oct).

"I am delighted to be an integral part of this new era for NCLH in APAC, where we are laying long-term foundations to ensure forecasted future growth can be accommodated and maximised," said Odell.

Angell commented, "The growth NCL has experienced over the past four years has been phenomenal, with so much more potential to be realised."

NCLH also recently restructured its local sales team (**TD** 27 Sep).

## Sabre buys Radixx

**SABRE** has acquired airline retailing software provider Radixx for approximately \$110m.

Radixx has an established presence in the low cost carrier (LCC) space and Sabre plans to operate it as a standalone subsidiary through its Airline Solutions business.

Sabre expects the acquisition to help the company offer retailing, distribution and fulfillment capabilities to serve the rapidly expanding LCC market.

Radixx's signature products are a LCC passenger service system and internet booking engine.



## Window Seat

**IT SEEMS** almost everywhere has taken the initiative to replace traditional straws with paper straws, but Coconuts Beach Club Resorts & Spa in Samoa has taken it one step further - pasta straws.

A talking point for guests and keen Instagrammers alike, for the unconvinced, the straws do have one great advantage over paper - they never go soggy!



## Busabout incentive

**BUSABOUT** will give agents a \$50 gift card for every Unlimited Hop-on Hop-off Pass (Europe or USA) or \$25 for every Greek Island Hopper, Croatia Sail and six-12 Stop Hop-on Hop-off Pass booked before 31 Oct.

## Country Manager and Operations Leader

Due to strong year of client growth, 1000 Mile Travel Group is looking to fill two new positions at our Melbourne-based Head Office: **Country Manager** and **Operations Leader**.

**Country Manager:** the primary focus of this new and exciting role is to provide strategy and leadership for 1000 Mile Travel Group Australia. A key responsibility will be to oversee direct reports for the 7 department heads of the business (finance, sales, account management, technology, marketing, operations and head of Travel Experts). The right candidate for this role will be someone who has already run a successful travel business and has delivered on growth and KPIs within the business. The ideal candidate will be able to work to deadlines and under pressure, multi-task across different departments, nurture a positive team environment and be an ambassador for our much-loved company culture.

**Operations Leader:** this role is a new opportunity at 1000 Mile. The primary focus of this position is to lead and support our highly experienced team of in-house Travel Experts (who have an average of 15+ years of experience each). This role is suited to an experienced leader in the travel industry who has 10+ years of proven success in transacting their own client portfolio in the corporate space. The right candidate will have a high level of attention to detail, the ability to multi-task and be a competent problem-solver. Tramada experience is preferred. There is remote working flexibility and benefits associated with this role.

For more information about these advertised positions please click here or email [nicola.veltman@1000miletravel.com.au](mailto:nicola.veltman@1000miletravel.com.au)

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## Travel Daily on location in Brisbane

Today's issue of *TD* is coming to you courtesy of Australian Travel Agents Co-operative (ATAC) which is holding its annual conference in the sunshine state.

ATAC'S 2019 conference, dubbed "Future Focus", commences today at Brisbane's five-star W Hotel located in the heart of the CBD on the foreshore of the Brisbane River.

Members and suppliers will once again join to "partner in prosperity" as the three-day conference kicks off with workshops on Facebook marketing and Health & Wellbeing.

Next will be welcome cocktails at the rooftop bar providing sunset views over South Bank & Mount Coot-tha.

## StayWell loyalty

STAYWELL Holdings is making a return to its original Stay Well Rewards Program, following a revamp three-and-a-half years ago (*TD* 09 Feb 2016).

StayWell Holdings Global Director of Revenue Generation Fiona Godfrey said, "After reviewing several hotel reward program platforms...we decided to relaunch our previous offering and operate a loyalty program that gives members the opportunity to earn rewards how, where, and when they want".

## MGM Resorts sale

MGM Resorts International has reached a definitive agreement to sell hotel Circus Circus Las Vegas to "an affiliate of Treasure Island owner Phil Ruffin", for US\$825m.

"MGM Resorts has engaged in an exhaustive process to evaluate its owned real estate," said Chairman and Chief Executive Officer Jim Murren.

## Sus-train-able travel



RAIL Europe and Eurostar have hailed their company's sustainability efforts, lauding train travel as the way of the future, particularly in the short-haul market.

"One of the key pillars with how we want to position our product moving forward is how sustainable it is," Rail Europe General Manager Business Asia Pacific Richard Leonard told *TD* at an event in Sydney last night.

"It is the most environmentally friendly way to travel outside of cycling, and we're using that as a key to further leverage our product," he said.

"In terms of carbon footprint, we're about 10% of a flight," Eurostar Head of Indirect Sales & Distribution Paul Brindley said.

"When you look at going from Heathrow or London City Airport to Paris, it's a journey time of over four hours and you're not in the city centre either way... whereas we get you into the city centre in two hours & 20 minutes.

"You're seeing more when you don't fly, you're seeing other cities go by, you're getting much more of an experience."

**Pictured** are Leonard and Brindley last night at a soiree in Sydney - more on **page two**.



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Enhancing the Crystal Experience, Nick will be presenting a series of lectures as well as taking part in excursions to help guests capture the perfect shot.

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\*Fares are cruise only, per person in Australian dollars based on double occupancy, for new bookings only and include taxes, fees and port charges. Australian Dollar fare may only be booked when payment is made by direct bank transfer. Guests paying for a booking with a credit card must pay in US Dollars. Fares are correct at time of printing, include Book Now Savings, when booked by 31 October, 2019. Solo Traveller fares are available upon request. At all times, itineraries and ports of call are subject to the Captain's discretion based on prevailing weather and conditions. Wildlife sightings, wilderness and cultural highlights on any itinerary cannot be guaranteed. \*Optional dining in the Vintage Room attracts an additional fee. You must be a Qantas Frequent Flyer member to earn Qantas Points. A joining fee may apply. If you are not a Qantas Frequent Flyer member, you can join at [qantas.com/join](https://qantas.com/join). Membership and Qantas Points are subject to the Qantas Frequent Flyer Terms and Conditions, available at [qantas.com/terms](https://qantas.com/terms). All offers may not be combinable with other promotions, apply to first two full-fare guests in suite, are capacity controlled, subject to availability and may be withdrawn or changed at any time without notice. All fares, itineraries, ports, programs and policies are subject to availability and to change without notice at the discretion of Crystal Cruises. Photo ©Nick Rains. For complete terms and conditions and privacy policy, visit [crystalcruises.com/legal](https://crystalcruises.com/legal). ©2019 Crystal Cruises, LLC. *Crystal Endeavor* ship registry: Nassau.



## Sky Princess delivery

**PRINCESS** Cruises has taken delivery of *Sky Princess* from shipbuilder Fincantieri at an official handover ceremony at the shipyard in Monfalcone, Italy.

The 3,660-passenger ship will debut the cruise line's new luxurious Sky Suites, boasting expansive views from the largest balconies at sea.

## UAE budget carrier

**ETIHAD** Aviation Group and Air Arabia have signed an agreement to launch Air Arabia Abu Dhabi, the United Arab Emirates capital's first low-cost carrier.

The new airline will complement Etihad Airways' current services from Abu Dhabi and will cater to the growing budget travel market segment in the region.

"Travel and tourism play a vital role in the economic growth of the capital and the UAE, by partnering with Air Arabia and launching Abu Dhabi's first low-cost carrier, we are serving this long-term vision," said Etihad Aviation Group Chief Executive Officer Tony Douglas.

The new partnership airline enters the low-cost market as a rival to flydubai, which has in become more closely associated with fellow Dubai-based carrier Emirates in recent times.

## TrekAmerica 2020

**YOUTH** road trip operator TrekAmerica has launched a range of new tours for 2020.

New adventures include the seven-day Trek or Treat Plus trip, visiting some of the spookiest spots between Houston, Texas, and Atlanta, Georgia.

The price for the scary tour starts from \$2,599pp.

Bookings made before 04 Nov will earn a 15% discount.

## Travel Daily on location on the Volga River

Today's issue of TD is coming to you aboard Viking Cruises' *Viking Akun* cruising between Moscow and St Petersburg.

**AFTER** a visit to the unspoiled tiny Russian river port town of Kuzino, our odyssey continues northward with an afternoon of scenic cruising on the Volga-Baltic waterway.

This major system traverses seven locks across 350km and includes the Svir and Neva rivers, a series of canals and Lakes Onega and Ladoga.

*Viking Akun* will also call at Kizhi, home to the Open Air Museum of Architecture where barns, farmhouses, mills, bell towers and two 18th century wooden churches have been relocated to illustrate Russia's visionary building techniques.



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After an exciting year of record growth, Sun Island Tours, the experts in Mediterranean tours, cruises and holiday packages is looking at expanding its team of specialists.

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Past travel is not essential as there will be opportunities to experience the Mediterranean on educational trips.

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## Klook marks growth plan



**TRAVEL** activities and services booking platform Klook Australia celebrated its successful first year in Australia at the WeWork office space in Sydney this week.

The event was hosted by the company's Chief Operating Officer Eric Gnock Fah, who told staff and attendees that Klook continued to show strong growth signs despite facing challenges when the business was established.

"When we started the business five years ago, we faced a major roadblock due to the fragmentation of in-destination travel services, we've not only overcome the challenge but also transformed the sector in the process," he said.

Fah added that the platform was on the cusp of a major expansion period, revealing plans to expand its current workforce from 1,500 to over 2,500 in over 30 offices by the end of 2020, as well as grow its footprint worldwide by

deepening its roots in the Asia-Pacific and European markets.

Klook currently offers over 100,000 travel activities in more than 350 destinations and has become the most-searched travel activities company on Google globally since Oct 2018.

**Pictured:** Eric Gnock Fah (centre) surrounded by his team.

## ETA NZ price gouge

**AN IMMIGRATION** New Zealand (INZ) spokesperson has warned some visa processing websites are charging visitors to New Zealand up to 10 times the official processing fee for electronic travel authorities (ETAs).

The new \$35 per person tourism and conservation levy was implemented on 01 Oct, with INZ advising visitors to avoid unscrupulous website operators by using the official govt website which can be accessed [HERE](#).

## MARKETING COORDINATOR Macquarie Park, Sydney

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## TripAdvisor shamed

**TRIPADVISOR** has come under fire for banning ticket sales to Sea World, with Qld MP Angie Bell labelling the move as “shameful” and a “reaction to the opinions of a few rather than to accurate, science-based information”.

Bell praised Sea World’s conservation efforts, highlighting that its marine science department “has rescued more than 600 marine animals in the last five years and donates millions and millions of dollars to conservation and research”.

Bell urged TripAdvisor’s CEO to reverse the “irresponsible” ban, arguing that it “potentially jeopardises tourism” and “could damage conservation efforts on the coast”.

## Railbookers & Amtrak growth



**YANKEE** Leisure Group’s (YLG) Railbookers & Amtrak Vacations brands have celebrated “record-breaking growth” during their first year of Australian operations.

Both brands offer independent rail holidays worldwide, which the company said are “more popular and in-demand than ever before”, with the company outlining “big plans to continue to grow”.

“We’ve established important brand firsts, like opening an office in beautiful Sydney and

having a dynamic, all female-led team,” Head of Sales & Marketing Narelle Ross said.

“And we expect that 2020 will be another incredible year.”

Amtrak Vacations debuted in the local market with the opening of a new Sydney office in Oct 2018 (**TD** 02 Oct 2018), which also saw the return of the Railbookers brand, which was taken over by YLG following the closure of its previous Australian operations more than three years ago (**TD** 10 Mar 2016).

**Pictured** in the back row are: Business Development Executives Joanne Karaboikis & Emily Leglise; Tammy Marshall, Non Executive Director and Carol Scalercio, Senior Sales Consultant.

Front Row: Sarah Walker, Sales Mgr; Kirstie Acido, Inside Sales Consultant; Narelle Ross, Head of Sales & Marketing; & Amelia Sgrio, Inside Sales Consultant.

## Passengers’ priority

**PASSENGERS** want more personal control over their journey via their smart phone, IATA’s 2019 Global Passenger Survey has revealed.

Passenger priorities also include the use of biometric IDing to speed up the travel processes, a maximum wait time of 10 mins for baggage collection & customs, ability to track baggage & access to wi-fi on board.

**CLICK HERE** for more info.



## TRAVEL WITH PURPOSE

*Today’s Travel with Purpose is brought to you by Intrepid Travel*



How fast has 2019 gone? As we stare down the gauntlet of the last few months before 2020, we think of

all the goals we had for 2020. One of our goals for Intrepid was geared around diversity and inclusion.

A 3 year goal set in 2017 was to double female tour leaders in countries where gender discrimination was rife. Another was to have 40% female directors on our Board, and a 50/50 split in our Global Leadership Team by 2020. I am pleased to say we have hit those targets, well before New Year’s Eve celebrations.

Which begs the question, what next? Our team on the ground in Nepal have set new targets around diversity in their trekking crews. By the end of 2020, there will be two females in every trekking crew. Some of our staff are currently trekking to Annapurna Base Camp with an all-female trekking crew. By 2025, Intrepid will triple the female high altitude trek leaders in Nepal.

It’s all about 2025 now. Targets are never really completed. They inspire a bigger reach and bigger initiatives, raising standards for everyone in the company.

*Brett Mitchell, Managing Director APAC, Intrepid Travel*



## APPOINTMENTS



**WELCOME** to Industry Appointments, *Travel Daily*’s Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

**Helen Hayes** has taken up the position of Travel Editor at **miNDFOOD**, and will commence in Nov. Hayes is currently the President of the Australian Society of Travel Writers, and has been working in the media industry for four decades.

**Singapore Tourism Board** has added two new members to its team - **Oliver Chong**, who will act as Executive Director Oceania, and **Anthony Valeriano**, who joins as Manager, Oceania.

**South Sea Cruises** has welcomed **Belinda Brown** as Business Development Executive in its Australian-based team. Brown has seven years’ experience as a retail travel agent for Flight Centre and has also acted as a BDM for Excite Holidays.

**Sun Island Tours** has appointed **Marilu Vitale** as Business Development Manager NSW/ACT. Vitale has over 30 years’ experience in the travel industry, with her most recent role as Business Development Manager with the collapsed Bentours & Tempo Holidays.

**Fusion** has appointed **Ray Jingshu Zhang** as General Manager for Fusion Suites Saigon. Zhang has a decade of hospitality industry experience behind him, with his most recent role being Deputy General Manager of Banwa Private Island resort in the Philippines.



**FORTY-FIVE** top selling agents from around Australia have experienced the “Pearl of the Indian Ocean” during the Bunnik Travel Group’s Sri Lanka Mega Famil.

The 10-day tour, led by joint CEOs Dennis & Marion Bunnik, provided the agents with a fantastic range of experiences & many lasting memories.

The participants explored Negombo, Sigiriya, Kandy, Galle, Colombo & more, enjoying unique local experiences from Bunnik Tours & Small Group Touring Co.

To conclude the trip, the group was treated to a farewell dinner at the iconic Galle Face Hotel, where they were joined by senior reps from the Sri Lanka Tourism Promotion Bureau.

## Exploring #SriLankatheBunnikWay



**GROUP** three near Sigiriya ‘Lion Rock’. In the front row: Thusha, Harriet Holmes, Melissa McCredie, Dave Surpassa, Taylor Outhred, Zoe Francis, Donna Occhipinti, Michelle Tabuteau & Sandu. In the back row: Shashini, Karin Bunnik, Melinda Dixon, Belinda Cogill, Philippa Enright, Erin Grieger, Lachlan McGregor, Garth Gray, Sonja Armstrong, Vicki Holberton, Wendy Sweetman & Sherrilyn Wigg.



**GROUP** two in traditional dress in Kandy.



**DENNIS** Bunnik and some of Group one climbing Sigiriya ‘Lion Rock’.



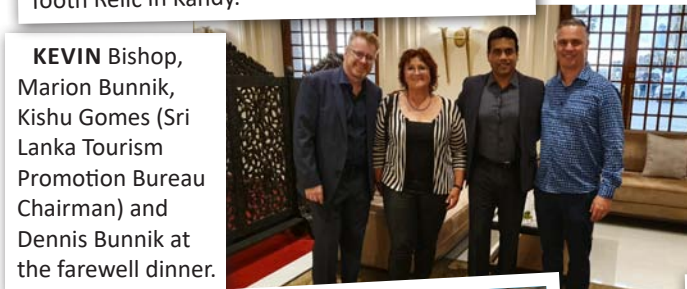
**GROUP** one outside the Temple of the Sacred Tooth Relic in Kandy.



**DENNIS** Bunnik and local villagers (who prepared lunch for the group) in Sigiriya.



**JO REA**, Kylie McFarlane & Fiona Curtis enjoying a jeep safari in Minneriya National Park.



**KEVIN** Bishop, Marion Bunnik, Kishu Gomes (Sri Lanka Tourism Promotion Bureau Chairman) and Dennis Bunnik at the farewell dinner.



**BUNNIK** Tours’ guide, Priya, exploring the Negombo Fish Market.



**HARRIET** Holmes, Zoe Francis & Katie Wootton touring Colombo by Jeep.



**MARION** Bunnik, Anika Scott, Nicole Osborne, Ann Williams and Erin Muldoon “treasure hunting” in Galle.



**THE** entire mega famil group - including senior reps from the Sri Lanka Tourism Promotion Bureau - during the farewell dinner at Galle Face Hotel in Colombo.



Thursday 17th October 2019

## Silversea lecturer

**BOOKER-PRIZE** winning Australian novelist Thomas Keneally will join guests aboard Silversea Cruises' new flagship, *Silver Muse* and *Silver Whisper* on two cruises in 2020.

Keneally will share stories and experiences with guests on *Silver Muse*'s 01-18 Feb Auckland to Sydney voyage, and the 18-day Sydney to Singapore leg of Silversea's World Cruise 2020 aboard *Silver Whisper*.

## NRL tourism win

**THE** NSW Government is heralding the NRL's decision to keep the Grand Final in Sydney for the next 25 years as "a win for fans, tourism and jobs".

NSW Acting Minister for Sport Geoff Lee said retaining the rights to host the Grand Final would provide enormous benefits to tourism, attracting domestic and international visitors to the state for the NRL's annual showpiece event.

## WIN A croatian cruise

This month Sun Island Tours and *Travel Daily* are giving agents the chance to win a seven-night Deluxe Superior Croatian Cruise for two people, valued at up to \$6,713.

To win, simply tell us which fabulous Sun Island Tours destination is shown in each of our holiday snaps every day during October and have the most creative answer to the final question.

Send your answers to [sunislandtours@traveldaily.com.au](mailto:sunislandtours@traveldaily.com.au)



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## Norfolk Island impresses



### NORFOLK Island and Oxley

Travel recently treated a group of NSW-based agents on a family to Norfolk Island, led by Oxley Travel Sales Exec Rosie Proust.

The group visited the recently renovated Highlands Norfolk Island self-catering house at the foot of the island's national park, before going on a journey in cars and Mini Mokes, stopping off at Norfolk Island museums and Fletcher's Mutiny Cyclorama, a glass-bottom boat adventure.

The group called into the Two Chimney Winery for a tasting and had breakfast at Burnt Pine

### Boutique Apartments.

The agents said they were impressed with the accommodation options, the island's natural beauty and cleanliness, along with the friendliness of the people they met.

**Pictured** at the Captain Cook Monument: Kim Earle, Mary Kent, Sadie Jebrine, Leica Marek, Rosie Proust, Nicole Harrison, Naomi Alexander and Ben Chin.

## Sabre survey trends

**TRAVEL** agents are more relevant than ever in helping travellers find the best fare and holiday options for them, the results of a survey by Sabre Corporation reveal.

The Looking Towards 2020 Sabre Asia Pacific survey of travel professionals found close to 60% of travel agents' client-base is aged 35 to 50.

The survey also revealed 70% of travellers in the Asia Pacific region request sustainable tourism option when booking a holiday through an agent, with 30% asking about alternative modes of transport.

Agents also reported a high demand for customisation when booking travel for clients, with 60% identifying that as the main reason they are called upon.

## Denton on Chimu

**CELEBRITY** husband and wife duo, Andrew Denton and Jennifer Byrne, will join Chimu Adventures' Antarctica Untouched voyage on the line's new vessel, *Ocean Endeavour*.

The 11-day Chimu Exclusive Cruise will depart Ushuaia, Argentina, on 22 Nov 2020, taking in the South Shetlands and Antarctica before crossing the Drake Passage.

The cruise will raise funds for the Mawson's Hunts Foundation, which supports the preservation of Australia's Antarctic heritage. Prices start from \$12,845pp.

**CLICK HERE** for more.

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*Travel Daily* is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

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Are you a savvy Sales Manager that is looking for the next step up? This reputable and well known hotel brand is looking for a highly driven and motivated sales extraordinaire to join one of their well-established Melbourne hotels. Working closely with the DOSM you'll be responsible for managing and growing sales activities across market segments. A strong salary package + long term career progression and development on offer.

**WINNING STRATEGIC BDM ROLE**

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

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With pristine beaches, a wide variety of bars, restaurants, events, activities and more, Hamilton Island is much more than a great place to holiday – it is an amazing career opportunity. Imagine working on a tropical island with the opportunity to grow your skills and experience through accredited training, spending your days off making the most of the island life.

## **Reservations Trade Consultant**

Based in our Sydney office, you will be responsible for all booking enquiries from our travel agents. You will work within an energetic and customer focused team that is driven to achieve sales targets.

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## **Senior Hairdresser**

Hamilton Island's hair and beauty salon has a vacancy for a qualified and experienced Hairdresser. Must have upstyling experience to cater for weddings and special events.

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## **Wedding Planner**

Hamilton Island is one of the most beautiful and romantic wedding destinations in Australia. Overlooking 200 weddings a year, our weddings team is seeking a Wedding Planner to join their team.

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## **Food and Beverage Manager**

Hamilton Island is looking for a Food and Beverage Manager to lead and support food and beverage professionals in providing world class dining experiences.

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## **Housekeeping Supervisor**

This is a hands on position at the leading 4-star Reef View Hotel. The role requires a high attention to detail and is a full time position which also comes with subsidised accommodation. Must hold current drivers license.

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## **Sous Chef - Hamilton Island Yacht Club**

Our flagship venue, Hamilton Island Yacht Club, is seeking an experienced Sous Chef to prepare and serve fine modern Australian cuisine.

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## **Restaurant Manager - qualia**

A unique Australian expression of luxury, qualia is nestled in the most pristine and secluded position on Hamilton Island qualia is looking for a Restaurant Manager who will lead their food and beverage professionals.

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