



EARN POINTS FOR EVERY **BOOKING** AND REDEEM REWARDS\*

**REGISTER NOW**

\*Terms and conditions apply. Visit clubroyal.com.au for more information.

## A-Rosa appointment

**EUROPEAN** river cruise operator A-Rosa Cruises is actively targeting the Australasian market with the appointment of former Discover the World and Royal Caribbean exec Birgit Eisbrenner to the newly created role of Regional Director Australia/NZ.



AUSTRALIA —  
  
 — GATHERING

**25-26 November  
 Sydney**

**BE THERE!**  
 The **BIGGEST** corporate travel event of the year just got **BETTER!**

**Early Birds  
 On Now**

## ATAS cancellations surge

**THE** Australian Federation of Travel Agents has cancelled the ATAS accreditation of nine members this week, with some simply failing to renew while others were terminated due to an inability to satisfy the scheme's business governance criteria.

Several of those who did not renew their membership continue to claim they are "Proud to be ATAS travel accredited" on their websites, including school travel specialist **Libertas Travel** (ABN 301 540 914 33), **Australian Tang Dynasty International** (ABN 576 136 329 10) and **Lisa Travel** (ABN 941 301 793 69).

One of those which did not renew, **Mahsuri Travel & Tours** (ABN 690 628 257 27) is a blast from the past, with its website noting it is "fully licensed and a member of TCF Australia".

**Universal Holiday Travel** (ABN 226 110 816 84), a Helloworld member from Ashfield NSW, and Qld-based **Travel Addict** (ABN 671 596 960 81) also failed to renew.

Voluntary withdrawals included corporate agency **Executive Edge Travel & Events** (ABN 310 079 642 03), and **RACQ Operations** (ABN 800 096 634 14) which no longer uses that ABN after being

### Today's issue of TD

*Travel Daily* today has eight pages of news, a photo page for **ATAC**, plus full pages from:

- Travel Trade Recruitment
- Phil Hoffmann Travel

consolidated with RACT under its agreement with the Hunter Travel Group (**TD** 01 May).

**Hornsby Travel & Cruise** (ABN 111 093 445 87), which formerly traded as italktravel Hornsby, was cancelled after "failing to provide requested documentation".

AFTA's Head of Compliance, Naomi Menon, told **TD** it had been a busy time for the organisation, adding "we expect further actions over the next couple of weeks".

**MEANWHILE** last month Perth-based mobile travel agency group **Travel Execs** (ABN 666 175 870 14) was also terminated from the scheme because of "failure to satisfy the business compliance and governance criteria of the ATAS Charter".

Criminal listings for the Perth Magistrates Court indicate that Travel Execs founder and director, Tim McLean, is facing 10 police charges of "Stealing as a Director or Officer of Company," with a current plea of not guilty.

### Sabre, ATPCO pact

**SABRE** today announced a new long-term agreement with ATPCO, allowing the tech firm to distribute ATPCO's Routehappy content to Sabre-connected agents, as well as airline IT clients.

As well as GDS connections, the new distribution scope for the content includes airline shopping & merchandising solutions.

## NZ ups Narita

**AIR** New Zealand will increase its flights between Auckland and Tokyo Narita to nine weekly between 23 Jul and 23 Aug 2020.

The increase from the current daily schedule coincides with the Summer Olympics taking place next year in the Japanese capital.



**ACTE GLOBAL SUMMIT SYDNEY | 30-31 OCTOBER, 2019**

- ✓ Creative learning opportunities
- ✓ Platform to facilitate open debate, informed discussion, and meaningful connections
- ✓ Education sessions addressing the Corporate Travel issues of today and tomorrow

**KEYNOTE SPEAKER**  
  
**Dr. Bruce McCabe**  
 Technologies to Change the World

Learn more and register at:  
[www.ACTE.org/Events](http://www.ACTE.org/Events)






EARN POINTS FOR EVERY **BOOKING** AND REDEEM REWARDS\*

ENTER TO BE IN THE RUNNING TO **WIN 1 OF 3** INCREDIBLE CRUISE PRIZES\*

**REGISTER NOW AT CLUBROYAL.COM.AU**

**+ BONUS TRIPLE POINTS** FOR OCTOBER 2019 ON LOCAL & EUROPE BOOKINGS\*

\*Terms and conditions apply. Visit clubroyal.com.au for more information.



Chile's coast offers so many diverse experiences. Read more in the October issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**

## McEvoy big bonus

**SEALINK** Travel Group Chairman Andrew McEvoy has received about \$500,000 worth of shares in the company after the vesting of 100,000 options which were issued in 2016.

According to an ASX update, McEvoy held just under 20,000 shares prior to the change, with the Employee Option Plan allowing him to convert options into shares at a zero exercise price.

Sealink's shares are trading at \$5.04 today.

## Qantas "resilient"

**QANTAS** CEO Alan Joyce this morning highlighted the collective strength of the carrier's portfolio of businesses, as he addressed the QF annual general meeting in Adelaide.

Joyce highlighted the dual brand strategy in the domestic market, changes in Qantas International and Qantas Loyalty's success, which together are helping the airline face a "mixed market".

"General business and consumer confidence are softer now than in the past few years," he said, citing trade wars, the weak dollar and high fuel prices.

"We are feeling the effects of all of that - as you'd expect.

"But our fundamentals are sound. We have been able to grow share in the corporate and small business segments because our strategy is right," he said.

Joyce also noted QF was well placed to capitalise on a rebound in the resources sector.

## VA defends Japan decision

**VIRGIN** Australia has rejected a litany of claims made in a new submission by a consumer to the International Air Services Commission (IASC) in relation to the draft allocation of the new Tokyo Haneda slots (**TD** 22 Oct).

The submission, from someone named Amy Tomoe who says she lives in Canberra and travels to Japan about three times a year, is vehemently opposed to Virgin being granted the rights.

Tomoe claims Virgin Australia has a "terrible track record with international flights, with a number of routes failing after less than two years of service," and suggests the airline only applied for the Haneda slot "to prevent Qantas from getting it".

She cites the limited number of VA long-haul aircraft, and notes that both JAL and ANA each have a slot for new Haneda-Australia

flights under the new allocation.

Virgin Australia's Lee-Anne Tomkins has responded, saying she believes Tomoe does not provide any new arguments and in particular does not give any regard to competition matters.

"We are an established international carrier, and it is important to mention that while we have exited some international routes in the past, this is no different to Qantas... which has changed its route network over the years."

Tomkins said VA was working assiduously behind the scenes to prepare for the launch of the flights by the 29 Mar deadline.

**MEANWHILE** the IASC is also inviting applications for capacity on the Singapore and Cook Island routes, after receiving a request for renewal of existing allocations from Qantas.

On the Singapore route where QF is exercising "own stopover rights" between Singapore and Colombo, the airline wants to use the capacity for either Qantas or Jetstar, and to provide services jointly with SriLankan Airlines.

## Young, rich in travel

**ROBERT** Chamberlain, the Managing Director of travel websites AirfaresFlights.com.au and huno.com, has been ranked as number 58 in the Australian Financial Review Magazine's "Young Rich" list, which highlights well-heeled Aussies under 40.

Chamberlain's wealth is estimated at \$55 million, with his LinkedIn profile saying millions of travellers each month trust his businesses to "assist them plan and book their ideal travel arrangements".

## Bench Qld Manager

**BENCH** Africa has appointed Anji Johnson as its new Queensland State Manager.

Johnson joins from Flight Centre, with Bench saying she has extensive experience in Africa, having visited the continent numerous times.

## VA raises US\$425m

**VIRGIN** Australia this morning announced plans to issue "unsecured notes" worth US\$425 million, with the net proceeds to be partly used to fund the proposed acquisition of the 35% stake in the Velocity Frequent Flyer program held by Affinity Equity Partners (**TD** 16 Sep).

Virgin said that part of the funding strategy for the Velocity acquisition would also see it make an offer of A\$ denominated notes to be listed on the ASX, subject to market conditions.

The notes will be offered only to persons "reasonably believed to be qualified institutional buyers," the airline said.

Virgin divested the stake in Velocity five years ago for \$336 million, and has agreed to buy it back for \$700 million, returning to 100% ownership of the scheme.

## Serko placement

**SERKO** Limited has confirmed the successful completion of its NZ\$56 million share placement (**TD** yesterday), including a NZ\$40 million primary issuance along with a sell-down by certain directors and employees of about NZ\$16 million in existing shares.

About 13.8 million shares were sold at a fixed price of NZ\$4.04 each, representing a 4.9% premium to the company's NZX closing price on Tue.

Booking Holdings took up a 4.7% stake in Serko as part of the placement, with the shares today climbing further to NZ\$4.36.

**PRINCESS ACADEMY**

*time to indulge*



Academy is taking you and a guest on a 7 night Canada & New England roundtrip New York onboard our flagship Sky Princess!

Minor Prize: 12 x \$200 AUD Visa Gift Cards

Become a Commodore by 22 December 2019, 11.59pm AEDST, for the chance to win!\*

[CLICK HERE TO LAUNCH ACADEMY](#)

\*T&Cs apply

## MAX by late 2019?

**BOEING** has targeted the fourth quarter of 2019 as the period for the 737 MAX to return to the skies as the company continues to engage global regulators regarding the aircraft's safety.

"For purposes of the third-quarter results, the company has assumed that regulatory approval of the 737 MAX return to service begins in the fourth quarter of 2019 and that it will gradually increase the 737 production rate from 42 per month to 57 per month by late 2020," the aerospace company said in the release of its third-quarter results.

The company attributed its 21% plummet in revenue from 2018's third-quarter number of \$25.15 billion to the current quarter's \$19.98 billion to fewer 737 deliveries and higher "defense and services volume".

It also saw a drop in earnings from operations from \$2.227b to \$1.259b - more on **page six**.

## Air NZ fills Jetstar gap

**AIR** New Zealand is ramping up its rural services this holiday season to fill the gap left by Jetstar's plan to pull out of the sector (**TD** 16 Oct).

The carrier is adding capacity to some of its regional routes in Dec, operating an additional 253 one-way flights, making available 15,656 seats on services between Auckland and Napier, Nelson, New Plymouth and Palmerston North, as well as between Nelson and Wellington.

"Air services are extremely important for regional New Zealand, particularly over the busy holiday period, so we're pleased to be able to step in and add capacity to the routes impacted," said Air New Zealand Chief Revenue Officer Cam Wallace.

"We are also continuing to look at additional capacity on our regional services post-Dec."

AKL to NPE will see 3,120 extra seats and 48 extra flights, AKL to NSN 3,940 seats and 59 flights, AKL to NPL 2,404 seats and 38 flights, AKL to PMR 3,120 seats and 48 flights and WLG to NSN 3,072 seats and 60 flights.

Air New Zealand is still assisting affected Jetstar customers with a special fare, with eligible passengers encouraged to e-mail [jqsupport@airnz.co.nz](mailto:jqsupport@airnz.co.nz) with proof of their affected Jetstar ticket.

## Seabourn exp team

**SEABOURN** has assembled its crack expedition team for *Seabourn Quest*.

The 21-day Ultimate Antarctica and Patagonia itinerary, departing 28 Nov, will see the 18-person team accompany travellers to Chilean lakes, volcanoes, fjords and glaciers in Patagonia and six days in Antarctica.



## Window Seat

**IF THERE** are two things further removed from each other, it is the airport experience and the carefree joviality of a musical festival, however, Melbourne Airport has somehow found a way to combine the two.

Travellers departing the airport from 13 to 20 Dec will be treated to performances from 16 of the city's young performers and songwriters for the inaugural Boarding Pass Music Festival.

The festival will see a whopping 74 pop-up gigs held during the period.

The stylings of artists such as Talei Wolfram, Davey Lane, Fenn Wilson, The Bambi Kills, Lilla Meraki, Velvet Bloom, Iseula and Mimi Gilbert will be on show.

## Qantas Premium Companion Sale

Book two seats and save on First, Business and Premium Economy.\*

Sale ends 28 October.

Find out more

\*Unless sold out prior. Selected routes, travel days, dates and conditions apply.

**QANTAS**  
Spirit of Australia



### Etihad, Saudia exp

**ETIHAD** Airways and Saudia have announced 12 new codeshare routes to destinations in Asia and Europe in time for the first anniversary of their commercial partnership.

Under the agreement, Saudia will progressively add its code to Etihad flights between Abu Dhabi and Amsterdam, Baku, Brussels, Dublin, Hong Kong, Kathmandu, Bangkok, Phuket, Nagoya, Tokyo and Seoul.

“Since announcing our partnership at this time last year, we have jointly achieved more than 53,500 passenger journeys, five times the 11,390 for the whole of 2018,” said Etihad Aviation Group’s Group CEO Tony Douglas.

Douglas added that the collaboration between Etihad and Saudia would “provide greater choice” for passengers and “deliver even more growth to both airlines”.

### Odyssey features

**ROYAL** Caribbean International has revealed details on the features onboard its new *Odyssey of the Seas*, set to start sailing Nov 2020 (**TD** 16 Sep).

Highlights include the latest gen of Royal’s SeaPlex activity space with “the most interactive arcade at sea”; new restaurants Teppanyaki and Giovanni’s Italian Kitchen & Wine Bar; Royal Theatre and Two70, which will showcase “high-tech signature productions”; and a two-level pool deck.

### NF brochure out

**NATURAL** Focus has released its 2020/21 Canada & Alaska brochure, featuring a range of small ship cruises & rail tours.

The program showcases the Arctic wilderness, from the shores of Hudson Bay in the Canadian Arctic, to Alaska’s Katmai National Park, home to over 2,200 grizzly bears - **CLICK HERE** for more info.



**THE** Santa Monica Travel & Tourism team visited Brisbane and Sydney over 14-18 Oct for its annual trade, trade media and media sales mission, where they attended a series of events to present the latest developments out of LA’s beach city.

The highlight of the visit was the Sydney sales mission & trade media lunch event on 18 Oct, hosted at The Gantry at Pier One Sydney Harbour, which has been temporarily transformed to look like the Santa Monica pier.

Chef Govind, Executive Chef of Santa Monica iconic restaurant The Lobster, teamed up with Gantry’s Head Chef Thom Gorrington to prepare a selection of scallops and prawns on the BBQ.

Australia is currently the number one inbound market to Santa Monica.

**Pictured** at Pier One Sydney Harbour are: Jonathan Mendoza, Director of Sales & Revenue, Huntley Santa Monica Beach; Dustin Hess, Director of Sales & Revenue Management, Hotel Shangri-La; Angela Lockyer, Area Director of Sales & Marketing, Proper Hotel; Todd Mitsuhata, SMTT Trade Manager, Asia Pacific and Latin America; Govind Armstrong, Executive Chef, The Lobster; Lindsay Parrott, Senior Sales Manager of Shore Hotel; Jennifer Bruce, SMTT Trade Partnerships Manager AU/NZ, Klick X; and Natasha Esson, SMTT Partnership Executive, Klick X.

## DISCOVER ANTARCTICA WITH THE EXPERTS



— With unparalleled expertise in Antarctica, your clients will experience the journey of a lifetime exploring this pristine wilderness with Hurtigruten.

### Early Bird Specials

Save up to AU\$5000 on lead-in cabins on selected 2020/21 Antarctic season departures

Higher savings of up to AU\$9000 per cabin based on a lead-in suite on selected departures are also available

Book between 25 October and 13 December 2019 to secure amazing savings on selected 2020/21 Antarctic Season departures. Offers available on selected 2020/21 Antarctic season departures. Other terms and conditions apply.

**GO TO HURTIGRUTEN.COM.AU OR CALL 1300 322 062**

## Carnival for kids

**CARNIVAL** Cruise Line has partnered with the Children's Hospital Foundation (CHF), the official charity of the Queensland Children's Hospital, ahead of *Carnival Spirit's* relocation to Brisbane in Oct 2020.

A top deck dance party will be held on every *Spirit* sailing to raise donations directly for the hospital, with "Conga for Kids" T-shirts on sale for \$20.

"Carnival carries more kids and families than any other cruise line in the world...that's why we're extremely proud to be partnering with CHF to support the health and welfare of Queensland kids and their families," said Carnival Aus Vice President & General Manager Jennifer Vandekreeke.

## Daxing Int'l update

**FROM** 27 Oct, 15 airlines will begin operating from the new Beijing Daxing Int'l Airport (TD 27 Sep) - a total of 119 routes (104 domestic and 15 international).

Beijing Capital Airlines, Hebei Airlines, Juneyao Airlines, British Airways, Malaysia Airlines, Royal Brunei Airlines, Royal Air Maroc, Himalaya Airlines and iFly Airlines will move all operations from Beijing Capital to Daxing.

Polish Airlines and Finnair will have a presence in both airports; China Eastern will transfer 10% of its flights; China Southern will transfer its southbound flights with all flights moved by Mar 2021; and Air China will operate its Bangkok-bound flight and 10 domestic flights to Daxing.

## Account Manager Full Time Victoria or Queensland



Tourism Holdings Limited is New Zealand's premier tourism company with operations in New Zealand, Australia, USA & the UK. Our brands include Kiwi Experience, Maui Motorhomes, Britz Campervan Rentals, Mighty Campervan Rentals, Discover Waitomo group of products including Waitomo Glowworm Caves & Legendary Black Water Rafting, El Monte RV Rentals & RoadBear RV Rentals.

We are seeking a professional Account Manager for a full time role, based out of Queensland or Victoria reporting to the Regional Sales Manager, who is located in Auckland.

### Who are you?

The role will suit someone with strong sales skills demonstrated by proven sales success in the past. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience. A confident people person who loves communicating with people.

### Key responsibilities:

This position includes working with a portfolio of established key retail, wholesale and inbound agents, as well as youth hostels/travel desks. The challenge is to continue with the long-term client relationships, while seeking new opportunities to drive sales.

If you want to be part of a global team, looking for a challenge or a company that pushes personal and professional development and growth, then we want to hear from you!

Apply here with your resume and a cover letter as soon as possible: <https://careers.thlonline.com/?job=38214THL>  
www.thlonline.com

## If you can dodge a wrench...



**GLOBUS** family of brands was one of the key sponsors at the inaugural NSW Flight Centre Dodgeball Tournament.

Held earlier this month, the tournament also featured a Globus family of brands-inspired Twister game.

**Pictured** is the Globus family of brands New South Wales Sales Team and National Account Manager Mitch Spencer getting acquainted with the trophy before warming up for the battle.

## Ann Sherry a champ

**CARNIVAL** Australia Chairman Ann Sherry has been named Australia's Shared Value Champion for 2019 in recognition of her work to ensure South Pacific communities share the benefits of cruise tourism.

The award program is an initiative of the Shared Value Project, an organisation dedicated to linking business strategy and involving the private sector to solve social issues profitably.

## Floating future?

**TOWNSVILLE'S** former Barrier Reef Floating Resort is facing an uncertain future, with North Korean Supreme Leader Kim Jong-un ordering repairs on the hotel, which currently sits idle in his country's waters.

According to state reports, Kim is not pleased with the state of what was the world's first floating hotel, describing it as "makeshift tents in a disaster-stricken area".

Kim also referred to the hotel as "very backward".

## Aus cruise growing

**DOMESTIC** transport via sea has the highest growth rate compared to all other transport means, according to GlobalData's latest report.

The total domestic trips by sea are forecast to grow at a compound annual growth rate (CAGR) of 5.36% from 3.9 million in 2018 to 5.1 million by 2023.

GlobalData analysts revealed that Australian travellers are opting for cruises over other modes of transport due to affordability, accessibility, and reduced stress - more in today's issue of **Cruise Weekly**.



## MARKETING COORDINATOR

Macquarie Park, Sydney

Are you a talented marketer looking for a new challenge?

The Business Publishing Group is looking for a team player to join our growing sales and marketing division.

This role requires you to coordinate and execute marketing plans and strategies across social and traditional channels to enable the business to raise awareness, increase interest and drive sales.

If you have a minimum three years experience in marketing with relevant formal qualifications, apply today.

Email your confidential CV with Cover Letter to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) before 31/10/2019

## Winners are grinners



ANZ, FCM Travel Solutions and International SOS have been lauded for their duty of care innovation for ANZ's business travellers.

ANZ's corporate travel program is managed in partnership with FCM Travel Solutions and International SOS, with the financial services company's work to advocate and enhance duty of care for business travellers recognised as a first for its sector.

Representatives from the three organisations took to the stage last week in Shanghai to accept an innovation award at the International SOS Foundation's Global Duty of Care Awards.

"The duty of care stakeholder group...was built on a shared vision to improve the safety and wellbeing of ANZ's travellers through new technology, robust governance, improved data integrity, strategic think tanks, education, training and collaborative auditing," said FCM Travel Solutions General Manager Melissa Elf.

"We are immensely proud to be part of ANZ's journey".

**Pictured** with their awards are: ANZ Global Category Manager for Group Procurement and Travel Expenses and Events Matt Holmes and FCM Global Account Manager Andy Stark.

## 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](mailto:specials@traveldaily.com.au)

Savings of up to US\$4,000 per couple, and no solo supplement are available with **Adventure Canada** for its Iceland to Greenland voyage in 2021. Conditions apply. Call 1800 507 777.

**Adventure World Travel's** Best of Zimbabwe tour is on sale. Valid until 20 Dec, the deal offers savings of up to \$11,875 for a family with two adults, with two kids up to 16 staying free - call 1300 363 055 to book.

Book the Amazon Riverboat & Machu Picchu Adventure departing with **G Adventures** on 13 Jan and access savings of up to \$960. To book or for more information, call 1300 180 969.

**Riviera Travel River Cruises** has announced free onboard spending money of up to 400 Euros per couple on 30 European river cruises. The offer includes 12 different itineraries and is valid for cruises from 03 Dec to 20 Oct. Email [info@rivieratravel.com.au](mailto:info@rivieratravel.com.au).

## Wolgan's wellness

**EMIRATES** One&Only Wolgan Valley has launched wellness collaborations with Goodnight Co and iKOU.

Founders of Goodnight Co Shea & Danielle will be hosting a weekend sleep retreat at the resort from 08-10 Nov, aimed at helping guests "fall in love with sleep" through two sessions training the mind and body to begin to sync.

Beauty and wellness brand iKOU will also be hosting a specially curated pop-up spa from 01 Nov until the end of summer, aiming to "inspire health and happiness" through its ethical & sustainable hand-made products.

## Sth African troubles

**SOUTH** African Airways (SAA) & other carriers grounded aircraft and cancelled domestic flights on Tue after faults were found at the state carrier's maintenance unit.

South African Airways said it would work to an amended schedule, as it recalled a number of aircraft for compliance checks in line with regulatory requirements.

The South African Civil Aviation Authority said it had inspected a number of aircraft and had issued a prohibition order until the faults it had found had been fixed, but did not disclose what the faults were or which aircraft type was affected due to confidentiality agreements.

The airline said it would combine services and deploy bigger aircraft to accommodate affected passengers.

## Boeing saga cont

**FORMER** Boeing employees have rebuffed their ex-colleague Mark Forkner's evidence of risks in the 737 MAX's anti-stall system (**TD** 23 Oct), suggesting there was likely a problem with the flight simulator he was testing it on rather than the system itself.

**MEANWHILE**, The European Union Aviation Safety Agency's decision to do its own testing on the MAX rather than follow the US Federal Aviation Administration is likely to lead to further delay in the plane's worldwide return to service.

European Union Aviation Safety Agency spokeswoman Janet Northcote said its test flight will likely take place in Dec, after the FAA's own testing.

## TECHNOLOGY UPDATE

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

Change is in the air - can you feel it?



We all know that change is constant and inevitable, but thankfully some changes are clearly

announced. A sailor, for example, can expect stormy weather from a red sunrise.

Many changes, however, are subtle and can sneak up over time.

**connect BI**, *tramada*®'s business intelligence (BI) capability, can help you pick up on tell-tale signs, reveal trends early, and seize new opportunities by answering questions such as *Is customer booking leakage occurring? Are my consultants performing? Is our yield changing? Can we negotiate a better supplier arrangement?*

The right BI tool lets you do more with what you already have. Like a business I know that was booking more of a single supplier than previously, but nobody noticed because activity was spread across several consultants and no one person had visibility to see the trend. connect BI helped reveal the big picture, resulting in a significantly better deal with the supplier - and increased profitability for the agency.

It's trends like this - some you may not even know existed - that connect BI can help you discover and uncover new sales and marketing opportunities, keep the customers you have, increase the speed and accuracy of reporting (saving your admin team time) and, importantly, stay a step ahead of competitors.

Interested? [Contact us](#) today for more information.

**Peter Doornbos**, *connect BI Specialist, Tramada* – your travel technology partner



## ATAC celebrates another record year

THE 2019 Australian Travel Agents Co-operative (ATAC) annual conference took place last week with 100 members and suppliers gathering at Brisbane's swish W Hotel for three days.

Ahead of the official conference proceedings, a new board was elected with Chairman Ken Morgan telling *Travel Daily* that ATAC had enjoyed a bumper year with total transaction value (TTV) tipping the scales at \$250 million and record overrides paid out to members.

The conference theme of "Future Focus" returned once again underpinning several panel sessions and supplier updates designed to help members with managing the future needs of their business.

There was plenty of opportunities for attendees to network and mingle with welcome drinks and a special moonlight dinner sponsored by Royal Caribbean Cruises with the lines' Head of Field Sales - Australia Cameron Mannix entertaining guests with his stunning singing voice.

The conference wrapped up with a gala dinner and awards with several members recognised for their sales success, and Darwin announced as the destination for the 2020 conference.



**MEMBERS** of the board of ATAC convene ahead of the "Bris Vegas" inspired gala dinner and awards.

**DENNIS** Basham of On The Go Tours and Georgina Randall, ATAC.



**TAMBA** Lebbie, Wendy Wu Tours; Brigitte Borel, Travelpart and Rebecca Flemming, Gow-Gates.



**WELCOME** drinks were held at the WET bar at the W Hotel providing stunning views over the Brisbane River.



**MAT** Patterson of Stuba updates ATAC members on what's new.



**A STELLAR** line up for a panel session delving into how to manage risk in your business. Pictured are: Ken Morgan, Anne Rogers, Jayson Westbury, Cath Bisaro and Rebecca Flemming.



**NOW** that's one way to multitask; Lifesavers doubling up as an acrobatic troupe for attendees.



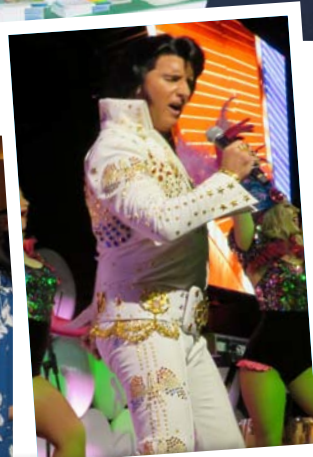
**WHEN** he's not busy singing, Cameron Mannix is talking all things Royal Caribbean Cruises.



**DRESSED** to impress are Jack Taylor and Simon Flower.



**THE** gala dinner event was an opportunity for ATAC members to celebrate achievements.



**ELVIS** Presley made a guest appearance, entertaining attendees with a repertoire of popular songs.

## Spirit orders 100

**ULTRA-LOW** cost carrier Spirit Airlines has signed a Memorandum of Understanding with Airbus to purchase 100 A320neo family aircraft.

The agreement includes an option to buy a further 50 additional planes, as the company aims to expand its network.

The airline expects deliveries to begin in 2022, with the last aircraft due to join the Spirit fleet in 2027.

## Rezdy, Flybook deal

**FLYBOOK** has completed its integration with Rezdy Marketplace, giving its users access to the platform using a single connection.

Flybook CEO Craig Langer said the integration of the Rezdy business-to-business booking and distribution platform would allow the company to maintain its focus on tackling pain points, while giving suppliers the distribution channels they need to grow.

## Viking record prize giveaway



**VIKING** has revealed it gave away a record number of prizes to lucky agents after it wrapped up the Viking Vör trade training roadshow earlier this month (**TD** 18 Oct), which hosted over 1,100 travel agents at 15 events around the country.

Prizes included over 40 cruises, more than 450,000 Rewards by Viking bonus points, and numerous bottles of bubbly.

Viking Cruises National Sales Manager Keira Smith said “a special shout out to all our cruise winners – happy sailing, we can’t wait to welcome you onboard”.

The Happy prize winners at one of the Viking Vör events are pictured.

## The Edge of NY

**HUDSON** Yards has announced that Edge, the highest outdoor observation deck in the Western Hemisphere, will open to the public on 11 Mar.

Edge extends out 24m from the 100th floor of 30 Hudson Yards to provide “never-before-seen” views of NYC - [CLICK HERE](#).

## Princess benefits

**PRINCESS** Cruises will extend its Captain’s Circle loyalty program to guests of all ages, allowing young cruisers to benefit from complimentary wi-fi, priority embarkation and complimentary laundry services.

The cruise line has also announced The Jim Henson Company will bring the legendary puppeteer’s cast of monsters and muppets to guests on board the new *Sky Princess* in 2019, before appearing on *Enchanted Princess* in 2020.

The 30-minute Jim Henson’s Inspired Silliness reimagines “hilarious, innovative and magical moments” from the puppeteer’s early career.

## 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)

Q18.



Hint: This is the site where it is said Moses met with God who delivered to him the tablets containing the Ten Commandments.

[Terms and conditions](#)

LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

[CLICK HERE FOR THE 2019 AFTA TRAVEL PAGES SUPPLIER DIRECTORY](#)

Travel Daily

[www.traveldaily.com.au](http://www.traveldaily.com.au)

*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.

### EDITORIAL

**Editor in Chief and Publisher** – Bruce Piper

**Editor** – Jasmine O’Donoghue

**Contributors** – Adam Bishop, Sarah Fairburn, Nicholas O’Donoghue, Myles Stedman, Janie Medbury, Jenny Piper, Christian Schweitzer  
[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

### ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi and Lisa Martin  
[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

### BUSINESS MANAGER

Jenny Piper  
[accounts@traveldaily.com.au](mailto: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)

*Travel Daily* operates by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).

CRUISE WEEKLY

travelBulletin

business events news

Pharmacy Daily

*Travel Daily* is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



*Phil Hoffmann*  
mobile travel

create  
YOUR DREAM **JOB**



**SIGN-UP OFFER**  
**100% COMMISSION FOR THE FIRST 6 MONTHS**

Choose to come and work for Australia's Best Travel Agency. It's in our DNA to look after people, to do what we can to ensure their business success. Expert advice across multiple disciplines including marketing, unique product, training and finance is the winning formula to establishing 'Your Dream Job'. All this whilst being backed by the support of a business coach who understands exactly what it takes to build a successful mobile travel business enabling you to create the lifestyle you want.

**CONTACT ALISON HUNT TO LEARN MORE 08 8350 5752**

[LEARN MORE](#)



## Working in partnership with the Australian Travel Industry

### Air Product Manager

Sydney, Competitive Salary Pkg, Ref: 7797AJ1

A rare opportunity is now available for someone who lives and breathes airfares to join this growing company as they move from strength to strength. You will be charged with looking after everything airfare related and thinking of innovative ways to maximise the air income potential. You will be responsible for a range of duties including pricing, air margins, supplier relationships and ticketing. The salary on offer (which is very competitive) is negotiable depending on experience!

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

### Travel Consultant

Sydney, Competitive Base, Ref: 1820RL1

My clients are looking for some strong travel agents who are after fresh and new opportunities within the Corporate or Wholesale travel divisions. These well known companies are on the look out for successful travel agents who are targets driven, great team players, and wanting career progression. There are multiple roles available for the right candidates so don't hesitate and apply now to ensure you get your opportunity in landing one of these fantastic roles that we have on offer.

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

### Corporate Consultant - After Hours

MEL, Attractive Package, Ref: 0001AB1

Due to continued business growth, my clients are looking for a multi-skilled Corporate consultant to join the office based After Hours team. You'll be working under urgent circumstances so your ability to work under pressure will put into practice. If you love Corporate travel & have extensive experience but need flexibility, now's the time to join this award winning team. Want to be part of an evolving TMC and work hours that suit your lifestyle? Contact me ASAP & APPLY NOW!

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

### Leisure Travel Consultant

BNE, \$50-55k + Commission, Ref: 2494AW3

Want to provide outstanding customer service to valued customers? Want to sell HIGH END/LUXURY product & destinations? Want to earn BIG \$\$\$ ! Then this is the role for you! With the ability to create customised travel itineraries including flights, accommodation, transfers and stopovers; you will excel at delivering exceptional customer service! Work autonomously within a supportive team environment and start your new challenge in the travel sector! Don't miss out, APPLY NOW!

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

### Travel Recruitment Consultant

Sydney, Uncapped \$\$, Ref: 5436SJ3

Join one of Australia's leading travel recruitment companies & by utilising your strong travel industry experience & superb sales skills enjoy earning a fantastic salary package with a realistic OTE of \$82k but many earning over \$100k. No two days are the same in this diverse role. You will need to be a people person, confident communicator & self-motivated. CBD offices with Mon-Fri working hours & a fantastic team environment with the autonomy to run your own desk with great rewards.

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

### Retail Travel Consultant | Blue Mountains!

Sydney, High Base + Flexibility, Ref: 1235AJ1

An exciting opportunity to join an award winning Retail Travel Agency in Sydney has just presented itself. This well-established and friendly agency is now on the lookout for an experienced Travel Consultant to join the ranks in order to deliver high levels of customer service to their large and loyal client base. Salary is negotiable depending on experience and the range on offer is up to one of the highest in NSW and it is a great location for anyone living out West wanting a short commute!

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

### Senior Travel Consultant

BNE, Lucrative Salary Package, Ref: 3794MT1

Do you want to work in an award winning travel agency, with very specialised, luxury products? Our client is located in an affluent area north of the Brisbane CBD who are looking for an experienced travel consultant to join their exclusive ranks. Our client offer bespoke and unique luxury itineraries and products ranging from short breaks to multi city destinations. Providing exceptional service to clients with specialised knowledge through the phone, email and face to face - APPLY NOW!!

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

### Store Manager | Luxury Travel

BNE, Competitive Salary + Comms, Ref: 4273MT1

Do you want to work in an award winning travel agency, with very specialised, luxury products? Our client is located in an affluent area west of Brisbane who are looking for an experienced Team Leader looking to join their exclusive ranks. Our client offer bespoke and unique luxury itineraries and products ranging from short breaks to multi city destinations. Providing exceptional and personalised service to clients with specialised knowledge through the phone, email and face to face.

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

Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
online... on mobile... in branch

