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Between 14 February and 31 March 2020, make any new expedition cruise booking on voyages departing between 1 April 2020 to 31 December 2021 and be eligible for **BONUS COMMISSION** and our **SELL 3, SAIL FREE** promotion.

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HLO to buy Excite system

EXCLUSIVE

THE reservations platform developed by the collapsed Excite Holidays is set to become part of the technology offered by Helloworld Travel Limited, which this morning confirmed it would purchase the software from the failed company's Administrators, KPMG (**TD** breaking news).

Helloworld Exec Director, Cinzia Burnes, told **TD** it's intended that the system will further enhance HLO's existing B2B Ready Rooms business, and "deliver improved platform functionality for agents".

She said the acquisition would also further develop Helloworld's technologies in the retail division, following the successful launch of the company's ResWorld mid-office technology last year.

The Administrators earlier this

week (**TD** 11 Feb) said after their appointment to the failed B2B wholesaler they had initiated an urgent sale process and received 17 initial expressions of interest for the software platform.

Eight parties were subsequently given access to a "data room", resulting in three non-binding expressions of interest.

KPMG then entered into exclusive negotiations with a preferred partner, now revealed as Helloworld, which has been conducting further due diligence.

The amount Helloworld is paying for the Excite software has not been revealed at this stage, with more information on the deal expected at the Second Creditors Meeting for the Excite Holidays Group, scheduled to take place in Sydney next Mon.

The meeting will also vote on a proposed Deed of Company Arrangement which could see Excite's Directors, George Papaioannou and Nicholas Stavropoulos, contribute \$100,000 to regain control of the companies which are estimated to owe creditors over \$31 million.

Silversea ♥ agents

SILVERSEA Cruises is offering 5% bonus commission for any new expedition cruise bookings made between 14 Feb and 31 Mar 2020 for itineraries departing 01 Apr 2020 to 31 Dec 2021.

The line is also offering a "sell 3, sail free" agent promotion - see the **cover page** for details.

Hurtigruten sale

HURTIGRUTEN'S Global Sale is offering huge savings and onboard credits on voyages in Norway, Antarctica, Alaska/Canada, Antarctica, Iceland, Greenland, Svalbard and the Northwest Passage - see **page 10** for more information.

DL/VN codeshare

DELTA Air Lines has launched an expanded codeshare partnership with Vietnam Airlines, giving DL customers the opportunity to book seats on VN flights between Tokyo and Hanoi.

The pact is live effective immediately, and covers VN services from Hanoi to both Tokyo Haneda and Tokyo Narita airports.

Today's issue of TD

Travel Daily today has nine pages of news and photos, a front cover page for **Silversea**, a photo page for **itravel** plus full pages from:

- Hurtigruten
- Travel Trade Recruitment



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AC MEL seasonal

AIR Canada (AC) will suspend its non-stop services between Melbourne and Vancouver between 01 May and 29 Nov 2020, with the carrier describing the change as a “temporary move to a seasonal service”.

The route kicked off on a year-round basis 18 months ago (TD 04 Jun 2018), but AC said it was cutting it temporarily “as a result of ongoing operational adjustments we undertake to optimise and balance our fleet with our global schedule.”

“MEL remains an important part of our global network, and Air Canada is highly committed to this market, our third destination in Australia,” the carrier said.

Any affected pax will be rebooked on AC flights to YVR from Sydney or Brisbane.

TA event recovery focus

TOURISM Australia’s upcoming Destination Australia forum is being re-themed to focus on “resilience and recovery” as the industry grapples with the impacts of the recent bushfires and the coronavirus crisis.

The one-day event will take place on 12 Mar at Adelaide Oval, the first time it has been held in the South Australian capital since the first Destination Australia conference was held six years ago.

Tourism Australia MD Phillipa Harrison said “with more than 300 of the country’s top marketers and industry leaders expected to attend, this is a great platform to draw breath and focus on the recovery and the important task of rebuilding our international reputation and helping our industry get back on

its feet.

“Tourism is an incredibly resilient industry; we have been through many crises over the years, and although we have a tough path ahead, I am confident we will come out the other side stronger and better than ever.”

The conference will be opened by Federal Minister for Tourism, Trade and Investment, Simon Birmingham, with presenters including Craig Wickham from Exceptional Kangaroo Island, who will provide a first-hand account of the impact of the fires on his business.

Others on stage will include TA Chief Marketing Officer, Susan Coghill, while Harrison herself will cover the organisation’s ongoing marketing responses.

Registrations are now open for the 2020 Destination Australia conference, with more information available online at tourism.australia.com.

Be calm, says CLIA

JOEL Katz, Cruise Lines International Association (CLIA) MD Australasia, has urged the industry to disregard sensational mainstream media reporting around coronavirus on cruise ships, saying that apart from *Diamond Princess* in Japan, “it is important to remember there are no confirmed cases on any other cruise ship worldwide”.

In an exclusive opinion piece published in today’s *Cruise Weekly*, Katz noted that the global cruise sector had moved quickly and decisively in response to the virus, with measures put in place to ensure the health and safety of passengers and crew remain the top priority.

This should reassure passengers and the industry, he said - more in today’s issue of *Cruise Weekly*.

Travel ban updated

THE Federal Government has extended its initial 14-day ban on incoming travellers from Greater China by another week, and will now review the measure on a weekly basis as part of the ongoing response to the coronavirus crisis.

The temporary ban means all non-Australian residents travelling from China will not be able to enter Australia until 22 Feb at the earliest.

The disease caused by the virus has been named COVID-19 by the World Health Organization.

AS into oneworld

ALASKA Airlines has confirmed its intention to join the oneworld airline alliance by mid-2021.

The move is part of a proposed US west coast international alliance alongside oneworld member American Airlines, which includes extensive loyalty scheme cooperation allowing AS customers to earn and redeem miles on AA’s new routes from Seattle to Bangalore & London.

Meet Your Mediterranean Experts

Paul

Years in industry: 20

Favourite Destination: Cyprus

Destinations Visited: Greece, Turkey, Cyprus, Egypt, Jordan, Israel, Spain, Morocco, Italy, Croatia, Slovenia, Switzerland, Malta

Expert Tip/s: The beaches of eastern Cyprus are some of the most mesmerizing in the Med. But don't ignore the mountains! Cyprus' Troodos Mountain region has some of the most beautiful villages you'll ever see, as well as UNESCO World Heritage Byzantine churches.



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Travel Daily



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LH renews Walshe GSA

LUFTHANSA will continue to be represented in Australia under a General Sales Agency agreement with The Walshe Group, after the outcome of a recent RFP renewed the relationship for a further three to five years.

Walshe has looked after Lufthansa, Swiss and Austrian Airlines in the local market for over six years (*TD* 21 Nov 2013) under the leadership of Anil Rodricks, after LH decided to close its own local office.

Heiko Brix, Lufthansa Regional Director Southeast Asia, Australia and NZ, was in Sydney yesterday and told *Travel Daily* the partnership with the Walshe Group had been very successful.

"2019 was our best year in Australia in the last five years... we have great confidence in the results being produced by our team here," he said.

Australia is the largest offline

market for Lufthansa, Brix said, adding: "it is quite core in terms of volume...headquarters is always looking at Australia as a stable and resilient market".

Rodricks said the local operation was fully dedicated to trade distribution, and highlighted the plethora of options available for clients to travel to and from Europe through Asia and North America via partnerships with other carriers including United Airlines, Singapore Airlines and Air Canada.

He noted that 25% of local LH/LX/OS traffic was over the USA and Canada, while the group's joint venture with Singapore Airlines (*TD* 24 Jun 2016) was working well to provide more options for customers.

The expanding group has almost 200 new aircraft on order, and will take delivery of a plane every two weeks right through to 2027.

Uniworld rail deal

UNIWORLD Boutique River Cruise Collection CEO Ellen Bettridge yesterday unveiled a new partnership with Golden Eagle Luxury Trains.

Under the pact, Uniworld clients cruising in Venice will be able to travel with the rail operator from Zurich or Milan to Venice, as an extension to their river cruise experience.

Bettridge, who will tonight host an event in Sydney for key agents before attending the CLIA Cruise Industry Awards tomorrow, said she had sealed the rail agreement with Golden Eagle CEO Tim Littler, who bought out his former joint venture partner Geoff McGeary from APT just over two years ago.

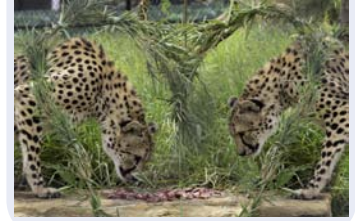
In Venice, Uniworld will next month debut the *S.S. La Venezia*, the company's latest Super Ship, which is the outcome of a full redesign and renovation of the *River Countess* to offer new suites and three dining venues.



Window Seat

IT'S Valentine's Day (we hope you haven't forgotten), and love is in the air at Sydney Zoo.

The newly opened wildlife park, in Bungaribee, NSW, has seen a number of animals express their "wuv" for one another, and we've chosen a couple to melt your heart.



Air Vanuatu Airbus A220. From July 2020.

Your ticket to a greener destination.

From July 2020, Air Vanuatu will be the first airline in the Pacific region to fly the advanced Airbus A220. Featuring the widest economy class seat in the air, arranged in a 3x2 configuration for superior comfort, it doesn't just look after you, it produces less CO2 emissions to help look after our planet too. We look forward to welcoming you aboard.

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Friday 14th February 2020

Coronavirus impact

NEW research from travel industry trend analysis firm ForwardKeys has revealed the impact of the coronavirus travel setback spreading beyond China, with flight bookings from other parts of the Asia Pacific region seeing a 10.5% slowdown in Mar and Apr, when excluding trips to and from China and Hong Kong.

Regionally, the setback has hit northeast Asia hardest, where outbound bookings for Mar and Apr are 17% behind where they were same time last year.

Bookings from South Asia are also lagging 11%, bookings from Southeast Asia are back 8.1%, while those from Oceania are down 3%.

Flight bookings from China itself have plunged a whopping 55.9%, dropping 63.2% to the Americas, 58.3% to the rest of Asia Pacific, 56.1% to Africa and the Middle East, and down 36.7% to Europe, the figures show.

MGM CEO goes

MGM Resorts International's Chairman and Chief Executive Officer Jim Murren will step down before the completion of his contract at the end of 2021, but will remain in the role until a successor is appointed.

The company's Board of Directors has formed a committee of independent directors to work with an executive search firm to find a successor.

"Jim has led the company through growth, transforming it into a global entertainment company with a worldwide footprint and creating value for MGM Resorts shareholders," said the Board of Directors' Lead Independent Director Roland Hernandez.

"As Chief Executive Officer, he has spearheaded significant achievements across our properties, including the development of the CityCenter destination."



BOUTIQUE destination marketing company (DMC) collection Jones & Co (J&C) this week embarked on its first series of roadshows, taking in Brisbane, Melbourne, and last night, Sydney, before heading to Perth next week.

The roadshows are being attended by 14 of J&C's DMCs, including Amazing Morocco; A.von Brockdorff; Baltcoming, Barge Vacations; Blue Poppy; Dragonfly Africa; Hummingbird Travel; Iceland Travel Greenland & Faroe Islands; KD Tours & Original Senses; Malagasay Tours; McKinlay Kidd; Naturebeyond; and South American Tours,

with the companies in total representing almost 50 countries.

"These DMCs offer really good local rates, knowledge and experience, and great access," Jones & Co founder Nadine Jones told *Travel Daily*.

"I'd like to thank my whole team, we've got a few of them here this time, and it's definitely a big operation".

Pictured are South American Tours' Kim Lonny; Hummingbird Travel's Tomas Cochrane; McKinlay Kidd's Robert Kidd; Jones & Co's Nadine Jones; and Estonian representatives, Ambassador of Estonia Kersti Eesmaa and Aet Madison.

International Companion Sale

Fly together and save on a range of international destinations

Sale ends 17 February*

[Find out more](#)



*Sale ends 17 February 2020, unless sold out prior. Offer available when purchasing two or more seats together in the same cabin on the same itinerary. Selected travel days, dates and conditions apply.

QANTAS
Spirit of Australia



Win a free Force tix

A **FORCE** for Good (AFFG) is offering the opportunity to win a free seat at one of the Sydney event's VIP tables.

The prize will see the winner seated with VIPs and speakers, and land a ticket to attend the afterparty.

The first three people to e-mail A Force for Good following their company purchasing of a table at the event will win.

For details, [CLICK HERE](#).

Africareps win

AFRICAREPS has been appointed as the ANZ representative for four of African Sun Hotels' Zimbabwe locations: Caribbea Resort, Elephant Hills Resort, The Kingdom and Hwange Safari Lodge.

MEANWHILE Africareps no longer represents Tintswalo.

Royal Beach Club

ROYAL Caribbean International has signed a deal with the Government of Antigua & Barbuda for the company's first Royal Beach Club.

The agreement marks the start of the planning and development of the Beach Club, which is scheduled to break ground later this year.

Set along more than a half-mile of Antigua beachfront, the Club will offer views from private cabanas, a pool with a swim-up bar, regional fare, island-style barbecues, live music, jet skis, paddleboarding, snorkelling, and a "family splash pad".

The cruise line will also bring *Symphony of the Seas* to the country's new port on 03 Nov, at its capital St Johns, with *Symphony* set to be the first Oasis-class ship to visit the island of Antigua.

Cook Islands cook up a feast



COOK Islands Tourism hosted a series of educational breakfast functions in Sydney and Melbourne this week for Aussie travel agents.

The Sydney event took place at Four Points by Sheraton in Chippendale, where 60 agents tucked in to a hot breakfast and heard from key speakers representing hoteliers across the Cook Islands.

Attendees were also notified of a current industry offer of return airfares with Air New Zealand's direct service from Sydney to Rarotonga on the Economy works fare from \$529.

Five agents got to take home a prize, including an

accommodation voucher for five nights at Cook Islands Holiday Villas, and two self-famil trips with return international airfares.

Pictured: Matt Brookfield, Cook Islands Tourism Australia; Paul Lynch, Cook Islands Holiday Vilas; David Lyons, Horizons Cruise & Travel; Peta Kensit, Flight Centre Business Travel; Lydia Tariu Simonis, Former Miss Cook Islands in the Miss Cook Islands Pageant; Maria Debole, Travel Australia Centre; Mereana Taruia, Edgewater Resort Rarotonga; and Jake Chiem, Travelcation.

Dream maiden call

DREAM Cruises commemorated *Explorer Dream's* maiden call to Melbourne last night, as part of the cruise line's first season sailing outside of Asia.

The ship arrived at Station Pier as part of a seven-night cruise, which departed Sydney 09 Feb, and is now heading for Burnie in Tasmania.

No virus on NCL

REPORTS of a coronavirus scare aboard *Norwegian Jewel* in Sydney are false, Norwegian Cruise Line has told **Travel Daily**.

"There is absolutely no truth to those stories...the vessel remains in operation, and all guests onboard are in good health," the cruise line said.

"A few guests on board experienced a stomach-related illness...we have no guests with any respiratory-related illness on board".



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HEAD OF OPERATIONS

APT Travel Group is Australia's largest and most awarded tour and cruise company, with 93 years of experience in innovation, customer service and being market leading.

We are looking for a dynamic new addition to our KOWA team in the role of Head of Operations - Broome.

If you are an experienced Operations Manager that is passionate about delivering exceptional service and have a track record of successfully managing large hospitality or tourism ventures this may be the opportunity you have been waiting for.

Key focus of the role:

- Lead, influence and build a team of 100+ staff across Australia that is committed to providing exceptional customer service.
- Drive a culture that supports lateral thinking and embraces open and honest feedback.
- Develop and manage annual budgets, business plans and objectives to ensure financial targets are met.
- Coach and support your teams to effectively manage wages and controllable expenses.
- Oversee the management of the KOWA fleet to increase efficiencies and ensure this is operated within budgeted guidelines.

If are passionate about Tourism and want to help shape the next evolution of KOWA Operations, why not find out more by heading to <https://applynow.net.au/jobs/ni/APT5217>



LAX in virtual reality

VIRTUAL reality models of the future Los Angeles International Airport (LAX) Automated People Mover project (**TD** 21 Feb 2018) have been released.

They can be viewed by scanning a Quick Response (QR) Code with a smartphone - **CLICK HERE**.

MTG conference

THE fourth annual My Travel Group (MTG) Stay Connected Conference will take place over 12-14 Mar at the Novotel Wollongong Northbeach.

Partners and sponsors will be on hand to “deliver valuable product insights and strategies designed to boost sales performance and customer satisfaction”.

Keynote presenters Jorge Fernandez and Carlil Lyon will lead masterclasses on “Professional Intimacy” and “Master the Art of Putting Yourself Out There”.

There will also be a roundtable discussion on important industry topics - **CLICK HERE** to register.

COLLETTE last night celebrated five years of operations in Australia with trade partners and media at a private party at the home of Consul General of the United States of America Sharon Hudson-Dean.

Down under to mark the occasion, Collette Senior Vice President Global Business Christian Leibl-Cote thanked the company’s team and attendees for their support and reflected on five years in the market.

“We all knew that this market was going to be one of the most competitive markets and it just enticed our CEO Dan Sullivan to come here,” he said.

Collette has grown its local office from five employees when the office was established to 28 today, and had to move offices three times in the process.

Leibl-Cote reiterated Collette’s support for the Australia market, with the company set to announce a \$50,000 donation to bushfire recovery, following a \$7,500 donation to the Koala Hospital.

Pictured are: Collette SVP Global Business Christian Leibl-Cote and Consul General of the United States of America Sharon Hudson-Dean.

Viking info sessions

VIKING Cruises has invited agents and their clients to attend its free 2020 Information Sessions, commencing 03 Mar in Adelaide, followed by Brisbane, Sydney and Melbourne.

Attendees will learn about the line’s products, there will be special booking offers available on the day & agents who bring their clients will receive a bonus Viking custom-marketing package, including a one-on-one session.

For more details, **CLICK HERE**.

Broome cuts fees

BROOME, Kimberley & Beyond has introduced a reduced credit card fee of 1%, “to ease the stress” for agents who pay with their store credit card or with their customer’s card, from 01 Feb.



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CORPORATE UPDATE

Etihad creates TravelPass

ETIHAD Airways has partnered with Norwegian technology developer Braathens IT to create TravelPass, a subscription-based travel solution aimed at corporate and frequent travellers.

The new program, which is slated to launch later this year, will allow customers to choose between prepaid trips and pay-as-you-fly options, offering them “complete flexibility and ease with their regular and recurring travel arrangements”.

Customers will also have the option to purchase TravelPass for a set number of trips, or a particular period, rather than buying flights one at a time, and will be able to use the program on their desktop or mobile device via Etihad’s website.

Etihad enthused that the new solution is “good news for the

aviation industry”, as it will meet “the demands of flexibility, ease of booking and cost-efficient travel management”.

Travellers who opt to use KeyPass will also be enrolled in the Etihad Guest frequent flyer program.

“By simplifying the travel process to just a few clicks, our guests have a seamless transaction through a platform that holds all your details in one place and gives you the flexibility to make changes to your bookings without fees and gives you the choice to pay later,” said Etihad Aviation Group Chief Commercial Officer Robin Kamark.

“We know our corporate clients are time-poor and believe this innovative addition to our digital offering will improve the travel journey for subscribers.”

HRS Group looks Beyond



BUSINESS travel tech company HRS Group held its Corporate Lodging Forum, Beyond, in Sydney on Wed.

The forum, established in 2013, aims to create a platform for open exchange and debate about business travel and meeting, and includes breakout sessions that delve into current industry topics.

“We had a fabulous day...sharing insights from our clients, subject

matter experts and panellists,” HRS Managing Director Australia, New Zealand, Southeast Asia & South Korea Ana Pederson said in a LinkedIn post yesterday.

“We would like to thank yesterday’s Corporate Lodging Forum attendees and speakers not only for their time, but their passion and enthusiasm.”

Pictured: The HRS team at the Corporate Lodging Forum.

Travel Daily
SIGN UP FOR AFL RUGBY TIPPING

Prizes include flights to Dubai with Emirates and weekly travel vouchers from Expedia.

ATPI investment

TRAVEL & events management business ATPI Group has announced the launch of a new technology investment strategy, the Endeavour program.

Developed in response to changing trends in corporate travel & booking behaviours, the program will offer “both financial backing and market knowledge to technology start-ups that are disrupting and driving the sector”.

CWT messaging

CORPORATE travel giant CWT is preparing to launch a new messaging service on its myCWT platform, which will allow clients’ employees 24/7 access to a CWT counsellor from their desktop or mobile device.

The service, which has “proven to be a great success” under a trial with 20 of the group’s global clients, will be rolled out in phases to all clients throughout 2020.

CORPORATE CHATTER

with Gary Reichenberg

Tech with the human touch

TRAVEL technology continues to evolve at a rapid pace in the business travel space and TMCs are striving to deliver seamless interactions for business travellers.

A good example of this is in relation to the increasing

clamour in the industry over the New Distribution Capability (NDC), which is set to provide richer content, additional ancillary offerings, status-related offers and create faster and easier ways for travellers to book corporate travel. In Oct, we announced that

we helped key partners Serko, Qantas and Tramada produce the first live NDC booking via the Zeno and Qantas QDP platform.

So, what did the collaboration prove? It proves that no matter how smart or impressive new technology and innovation can be, there will

always be a need for the human touch factor. The teamwork by real people for the delivery of that new technology and how people use it. This was a great example of how experts in their respective fields in the travel industry work together in

“
The travel policy is a vital tool to engage with and help manage traveller safety and stress
”

embracing new game-changing technology and then find the most effective and seamless way to share with the community its benefits in delivering better consumer choices.

While digital accessibility remains a major force in meeting customer needs, now more than ever a customer’s desire for authentic, personalised human interaction is at the forefront for clients and partners alike. After all, we human beings are hard-wired to seek out personal interactions.



Gary Reichenberg is the Director and sole owner of Connections Group of Companies, which includes CT Connections, one of Australia’s largest independently owned corporate travel management companies and other market-leading brands: Totem Group, Executive Edge Travel and The Departure Lounge.

itravel celebrates 25th anniversary

ITRAVEL is this year marking its 25th year of operation, with the group celebrating the milestone at its second annual conference, held at the Amora Hotel Jamison Sydney over the weekend.

Sat night saw the itravel team and industry partners dress in their finest to celebrate the occasion overlooking the water at Zest Point Piper.

Managing Director Steve Labroski reflected on the past 25 years of itravel, telling *Travel Daily* the company started out with just two friends - himself and fellow Director Louie Apostolovski.

"I look back 10 years, ago there was only three people in the business, today we sit here with over 150 consultants nationally selling every day," Labroski said.

"It's 25 years of wins, losses, more losses than wins is probably the hard part, but what we've always done is gotten up and done it again."

Labroski said the secret behind itravel was "the people behind the business, not the brand".

Looking forward to the next 25 years, itravel will work to create more of a footprint, whilst maintaining its culture.

"We are a family business, so the goal is to continue doing what we're doing; listen, innovate and support," he said.

"For us, it is all about the culture, if we maintain that culture, the business will continue to grow."



THE head office team: Juanita Swigelaar, Emma Will, Annalee Ilievski, Tiano Sakaria-Cecil, Steve Labroski and Dee Jaswal.



WINNERS are grinners: itravel's top sellers celebrate with Directors Steve Labroski and Louie Apostolovski.



GEMMA El Kazzi, itravel mobile agent and Renee Catanzariti, itravel Griffith.



THE team from itravel The Junction.



EMILY Kadinski, itravel Carlingford; Isabel Lim; Globus family of brands; Sue Todorovski itravel Carlingford and Alexa Papoulis, Globus family of brands.

DIRECTORS
Louie Apostolovski and Steve Labroski recognise Travel Manager Sue Milosova for 20 years with the network.



COLLETTE'S new Director of Strategic Partnerships Troy Ackerman with Princess Cruises Australia Brett Wendorf and P&O Cruises BDM NSW Jess O'Brien.

Friday 14th February 2020

Wine Down pop-up

VISIT Victoria has launched a \$2 million international wine tourism marketing campaign highlighting five of its wine destinations.

The push highlights the opening of two new wine trails in Victoria, Pinot Coast and Shiraz Central, along with three other routes, King Valley Prosecco Road, Muscat of Rutherglen & Yarra Valley.

The campaign will target the int'l markets of China, UK and the US over the next six months, as well the domestic market.

Meanwhile, the tourism board has announced the return of the Wine Down Pop Up activation, which will see two eco-friendly luxury pods move around move across three popular wine regions from Mar to May 2020: the Yarra Valley (Seville Estate), Mornington Peninsula (Montalto) and Rutherglen (All Saints Estate).

Last year's pop-up featured Gippsland, King Valley and Macedon (**TD** 18 Mar).

Scenic Getaway

SCENIC is showcasing its range of luxury cruises at the Getaway Travel Showcase, to be held in a range of Australian cities and towns from Mar to May.

Attendees will enjoy special bonus travel offers, which will be available for booking at each event.

The showcases are free, but seats are limited, and due to popular demand, early registration is encouraged.

Alila Sabre move

ALILA Hotels & Resorts has seen an 82% increase in website revenue and a 50% growth in web traffic since joining Sabre's SynXis Platform.

"Sabre's deep industry expertise and cutting-edge solutions allowed us to upscale and align our digital marketing efforts," said Alila Hotels & Resorts Group Director of Digital & E-Commerce Alonzo Kaya.

DFAT virus update

THE Dept of Foreign Affairs and Trade (DFAT) has said that the majority of cruise itineraries outside Asia are "operating as normal", in an update released on the Smartraveller website today.

DFAT "is working closely with the cruise line industry", and advised any passengers with health concerns to speak to their line first, or call the Consular Emergency Centre on 1300 555 153 (Au) or +61 6261 3305 (Int'l).

Baillie's artsy move

BAILLIE Lodges will bring its artists-in-residence program back to Longitude 131° this year, which will see artists from Ernabella Arts travel to the lodge from their home in the Pukatja Homelands.

Planned dates for the program are 23-28 Mar, 11-16 May, 20-25 Jul and 21-26 Sep.

Plantation upgrade

PLANTATION Island Resort in Nadi, Fiji, will celebrate Happiness Month in Mar by offering all guests arriving at the resort from 01-31 Mar a free upgrade to the next room category.

The offer applies irrespective of the channel that the customer booked through, and is subject to availability upon arrival.

Free QTIC helpline

QUEENSLAND Tourism Industry Council (QTIC) members can now receive free-of-charge general financial and business advice from Westpac, to deal with the impact of the coronavirus on their operations.

Businesses can take advantage of the free service by contacting businessspecialistsqld@westpac.com.au and do not need to be a Westpac customer to do so.

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

Savings of 10% are available on selected **Small Group Touring Co** trips through its summer sale. Deals are valid for clients booking before 29 Feb. For details, phone on 1800 865 285.

Port Stephens' **Dolphin Swim Australia** in Nelson Bay is offering 10% off dolphin swims and 30% off Mantra Nelson Bay. Available until 26 Apr, the swim is priced at \$329 per person for swimmers, and \$70 for boat spectators - book at 1300 721 358.

Book a one-way fare from Sydney and Melbourne to Manila with **Cebu Pacific** with special rates this week from \$214. Valid until 20 Feb. **CLICK HERE** for more.

Boutique rail journey Blue Train, travelling from Cape Town to Pretoria, has released a 50% off for companion deal through **Bench Africa**, with prices for the first passenger leading in at \$2,095. The offer includes most meals and drinks. **CLICK HERE**.

WIN A TRIP TO GREECE

This month The Luxury Greece Collection, a division of Greece & Mediterranean Travel Centre is joining *Travel Daily* to give agents the chance to win a luxurious Greek trip! The 8-night escape explores the must see destinations of Greece. Start in the ancient city of Athens and then relax and unwind on the scenic Greek Islands of Mykonos and Santorini in 5-star accommodation.

To win all you'll need to do is correctly submit BOTH an image and a short description (100 word max limit) to each of the 4 questions asked weekly over February.

Send your answers to grecemed@traveldaily.com.au

Q2 - It's Valentine's day week! It's time to KISS (Keep it Simple Silly) and let us know what luxury hotel in Greece you're in love with.



Full prize details here



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Sales & Marketing Coordinator - Ultra Luxury
SYD, \$50k + Super + Free Cruise, Ref: 437PE

The Sales & Marketing Coordinator will report to the Director of Marketing & also support the Director of Sales & Director of Communications & Events. You will provide support to both the Sales & Marketing teams to ensure the successful implementation of activities to support both trade & consumer sales. The successful candidate will be proactive & show initiative in taking ownership of required tasks through on-the-job training. An amazing opportunity to join a ultra luxury travel brand.

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

Leisure Travel Consultant
Sydney CBD, Great Package, Ref: 43775B1

Make the move to this award winning travel agency within the CBD. Offering, Monday to Friday, no late nights with a supportive team. This role is perfect to get your work life balance back. I am seeking an experienced travel agent with a minimum of two years' experience to fill this role. With the ability to create customised travel itineraries. This fast paced, luxury travel agency offers a competitive salary and uncapped commission. This role will not last long. **APPLY NOW!!**

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

Travel Recruitment Consultant
Sydney, Uncapped \$\$, Ref: 5432S19

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.

Corporate Travel Consultant
SE MEL, Attractive Salary Package, Ref: 4384AO1

Are you an experienced corporate consultant looking for your next challenge or retail agent looking to upskill? This role is working for an established & successful corporate travel company. Located SE Melbourne, this role is responsible for providing both domestic & international travel solutions. Work in a fast paced environment while maintaining high levels of customer service. Competitive salary package & amazing industry perks and discounts. Apply with your CV or call for more information.

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

Business Development Partnership Manager
SYD, \$75k + Super + Bonuses, Ref: 3216R11

We are seeking a Business Development Partnership Manager who is responsible for generating growth through the ongoing recruitment of new customers. This role is Sydney based and responsible for whole of NSW region. The successful candidate would possess 5yrs experience in new business development and a proven track record in successful business relationship management. Extensive travel industry experience and exposure is a must. Self driven go getters please apply within for this opportunity.

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

Corporate Travel Consultant
Canberra, Up to \$75k + Comms, Ref: 4321AJ3

A rare opportunity to join one of the market leaders in corporate travel is now available. You will be joining a highly regarded Corporate Travel Management company who value and look after their employees. If you have a strong background in Retail and have ever thought of transferring to corporate consulting, this is a golden opportunity to make the move. In return, you will enjoy working a Monday - Friday work week on an industry high OTE salary along with the many other additional perks!

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

Travel Consultant - North Perth
Perth, Competitive Package, Ref: 6498AW1

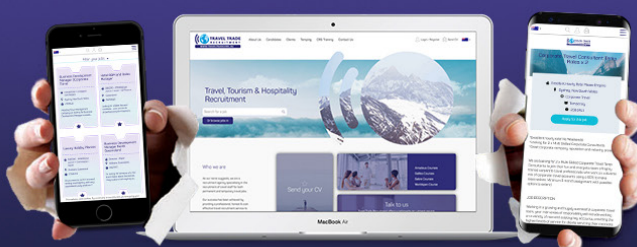
Want to provide outstanding Customer Service to valued customers? Want to sell HIGH END/LUXURY product & destinations? Want work/life BALANCE? Then this is the role for you! With the ability to create customised travel itineraries including flights, cruise, accommodation, transfers and rail; you will excel at delivering exceptional customer service! Work autonomously within a supportive team environment and secure a New Travel Role for the New Year! **APPLY NOW** as this role will not last long!

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

Senior Travel Consultant | Boutique
MEL, Competitive Base + Super+ Uncap Comm, Ref: 3792AB1

Are you an experienced travel consultant (min 5yrs) looking for a step into the premium or luxury market? Do you like the sound of running your own client business within a supportive team environment? If so, this could be the role for you! The successful candidate will enjoy a competitive base salary with uncapped earning potential and a great commission structure. You'll also get to take advantage of huge flexibility options in terms of working hours. Contact me ASAP and **APPLY NOW!**

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



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