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No warning given - Jayson Westbury

AFTA CEO Jayson Westbury has issued a public call for common sense from consumers with long-term holiday bookings, urging them not to request immediate refunds or cancellations.

Westbury highlighted a lack of any "pre-emptive messaging" by the Government about the shutdown of the travel industry, saying that consequently the sector is in a "cash crisis of catastrophic proportions".

Speaking to Sydney radio broadcaster Alan Jones this morning, Westbury said the rapid escalation of the government's warnings about COVID-19 has meant that anyone with a holiday booking - whether it was tomorrow, next month, the month after, in three to six months, even in a year - is now asking for their money back "because the fear is now so deep and so wide that no one wants to go anywhere."

"And of course we sit in the middle of this," he said.

"If your travel is not until say Christmas, maybe you don't need to go to the travel agent today to talk about your trip at Christmas or even next year...maybe just wait a minute and pause and insert some common sense, that perhaps now is not the time to be asking for a refund for your holiday," he said.

He also pushed for the government to urgently support the industry, warning that "we really are on the brink".

"Do not Travel" advisory

PRIME Minister Scott Morrison has confirmed that the Federal Government's new mandate against all international travel (TD breaking news) is the "first time that has ever happened in Australia's history".

Speaking today after a marathon meeting to discuss the COVID-19 crisis, Morrison confirmed the new Level 4 "Do not Travel" advice applies to all overseas destinations, and would be in place indefinitely.

"For those who are thinking of going overseas in the school holidays, don't," he said.

"Don't go overseas...the biggest risk we have had and the biggest incidence of cases we have had has been from Australians returning from overseas."

The latest Smartraveller advisory, issued at 9am this morning, also recommends anyone currently overseas and wishing to return home to Australia should "do so as soon as possible by commercial means".

The advisory notes that there may be a higher risk of contracting COVID-19 overseas, through coming in contact with more people than usual during

long-haul flights and in crowded airports.

"Healthcare systems in some countries may come under strain and may not be as well-equipped as Australia's or have the capacity to support foreigners."

DFAT also noted that overseas travel has become more complex and unpredictable, with many countries introducing new entry or movement restrictions.

The Government has also offered voluntary departures for all dependants of staff at its overseas offices, as well as anyone considered non-essential for ongoing operations.

A new ban on non-essential indoor gatherings of more than 100 people is being imposed, while outdoor gatherings can have up to 500.

"This is a once-in-100-year type event," Morrison said.

"There is no two-week answer to what we're confronting," he added, warning that it could be at least six months before the crisis subsides.

Carnival's GoCCL

CARNIVAL Cruise Line's new online travel industry portal features a host of new options including interactive deck plans, improved quick quote pricing and email facilities, and the ability to compare stateroom prices at a glance - find out more about the GoCCL platform on the cover page of today's *Travel Daily*.

Domestic Dream

DREAM Cruises is offering a "glimmer of hope" to the industry with a series of exceptional fares on offer for upcoming domestic voyages scheduled from Oct 2020 aboard *Explorer Dream*, as part of Click Frenzy's "places in need" sale - see dreamcruiseline.com.

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There's so much more you can do in Africa than just safaris. Read more in the March issue of *travelBulletin*.

CLICK to read
travelBulletin

SQ halves capacity

SINGAPORE Airlines is suspending additional services and will operate 50% of the capacity that had originally been scheduled up until the end of Apr.

The carrier said it expected to make further cuts to its capacity as a result of the growing scale of the border controls globally due to the COVID-19 pandemic and its deepening impact on air travel.

Singapore Airlines CEO Goh Choon Phong said SQ had lost a large amount of its traffic in a very short time, and it expected the pace of deterioration to accelerate.

Jetstar Asia halts

JETSTAR Asia will suspend all services for a period of three weeks, from 23 Mar to 30 Apr as a result of new government restrictions.

All Jetstar Asia pax due to travel in the suspended period will be offered a travel credit voucher.

CATO - credits, not refunds

THE Council of Australian Tour Operators (CATO) has issued a "rallying cry" for the travel sector & holidaymakers to work together in the current unprecedented times "to ensure the best possible outcome for the future".

CATO MD, Brett Jardine, said the association's view is that the imposition of travel bans means an event of "Force Majeure" has occurred, which would ordinarily excuse tour operators, wholesalers and their suppliers from fulfilling their obligations.

"However right now in CATO's view the best possible outcome for everyone concerned is for customers to be issued with credits for future travel," he said.

If credits, rather than refunds, are utilised, not only do travellers have the assurance that their planned holiday can be enjoyed at a future date, "but the agent with whom they booked also retains their commissions, which

ultimately guarantees an even stronger industry in the future".

Jardine noted that the travel industry was a vital part of the economy, providing much-needed jobs in cities and country towns across Australia.

"Working together to find the best solutions for both travellers and travel planners, we will ensure that the travel industry survives this crisis and when the time is right, will be there to help Australians re-book their well-deserved holidays," he added.

Swagman positive

SWAGMAN Tours MD Wayne Hamilton has released a video highlighting the positive steps it is taking during these hard times.

Initiatives include boosting Swagman's Aussie product range effective immediately, along with new South American offerings - see traveldaily.com.au/videos.

TD agent poll

TRAVEL Daily has launched a short poll available for travel agents to share your views on the support needed to help manage through the difficult times the travel industry is currently facing.

In the poll we'll seek to understand what your preferences are for support from suppliers, the need for professional services, what marketing and promotions will help and what your best estimates are for a rebound.

Answers are confidential with the de-identified and aggregated results to be published in a forthcoming edition of *Travel Daily* - take the poll [HERE](#).

NZ suspends shares

AIR New Zealand has suspended its shares from quotation immediately, pending an announcement regarding the impacts of increased travel restrictions by the NZ Govt.

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Govt \$715m airline lifeline

THE waiving of Airservices fees, security levies and jet fuel excise for domestic and regional carriers will provide an initial cash influx for airlines of almost \$160 million (*TD* breaking news), with the Federal Government to reimburse payments by carriers since 01 Feb.

The initiative, which is estimated to provide a total of \$715 million in support over time, comes as carriers significantly slash capacity.

This morning Regional Express (Rex) withdrew its formal profit guidance, and confirmed it was seeking Federal Government intervention.

“Based on its internal financial modelling of continued deterioration of the current crisis, Rex believes it will not have

enough reserves to sustain more than six months of operations,” the carrier said.

Measures suggested by Rex included the now confirmed waiving of Airservices charges, fuel levies and security costs.

Rex CEO Lim Kim Hai is also urging the Government to provide a sovereign guarantee for any new line of credit or loan taken out during the crisis, to enable regional carriers to sustain operations through to the end of the pandemic.

Long unhappy

THE NSW Government’s \$2.3b COVID-19 support package falls short of what is needed for the tourism sector, according to Dean Long, CEO of peak hotel body, the Accommodation Association.

Long said the initial response of a \$450 million waiver of payroll tax was “no longer adequate for the situation that has unfolded this week”, and called on the Government to recognise the massive impact on the sector and flow-on effects to employment.

More suspensions

WINDSTAR has joined the list of cruise lines temporarily suspending operations worldwide, for itineraries departing from 14 Mar to 30 Apr.

CroisiEurope is taking similar measures, suspending all cruise operations until 15 Apr, with all passengers to receive full credit as well as a €150 voucher per person for a future cruise.

All 2020 trips aboard Quark Expeditions’ *Ocean Endeavour* have been cancelled, following the Canadian Government’s decision to close the country’s borders, with trips to resume in 2021.

Luxury Escapes is also temporarily allowing customers with international accommodation bookings to change their dates free of charge up until the day before travel.

TD is here to help

THERE has already been a strong response to the new C-19 Central portal on the *Travel Daily* website, with suppliers uploading the latest details of their policies and procedures in these unprecedented times.

The system has been enhanced to make it even easier for information to be added, with updates and more now online at traveldaily.com.au/c19central.

MEANWHILE a huge response to our special COVID-19 free subscription offer has seen hundreds of industry staff take the opportunity to be fully informed by receiving *Travel Daily* to their personal inboxes.

The free subscriptions will remain in place as long as the crisis lasts - sign up at no charge at subs.traveldaily.com.au.

ABS figures for Jan

MONTHLY figures released by the Australian Bureau of Statistics this week indicate short-term visitor numbers to Australia were up 1.6% in Jan, despite the impact of the bushfires, while short-term resident returns were also up 3.8% to 969,400 for the month.

However given the current crisis, some stakeholders are urging the release of more frequent data, including Simon Westaway from the Australian Tourism Industry Council, who said “the new normal requires faster delivery of data to show the real-time and ongoing impacts of COVID-19”.

Window Seat

IF THERE’S something that could cheer up the travel trade in these hard times, it’s a puppy, and that’s exactly the antidote Brisbane Airport has gone for.

BNE has recently embarked on a new wildlife dispersal program, and in doing so, has brought in 18-month-old Ozzie, a German Shepherd.

A noted lover of balls and hater of birds, Ozzie’s job will be to mitigate wildlife strikes, as rare as they are.

Ozzie lives with his trainer Jackson (pictured), and they have built a close bond.

From all reports, Ozzie is a very, very good boy.



Virgin Atlantic cuts

VIRGIN Atlantic is reducing its number of flights by 80% and will park 75% of its fleet, by 26 Mar.

The latter number is expected to rise to 85% by Apr, with the LHR to EWR route terminated with immediate effect.

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Expert Tip/s: A visit to the Acropolis museum is a must but don't wear a skirt, the top floor is partially made of glass floor so those on the bottom get a little extra bang for their buck!!!!



SUN ISLAND TOURS 1300 665 673 info@sunislandtours.com.au



Africa Roadshow

THE Africa Safari Co has advised its 2020 Africa Roadshow, due to begin in Brisbane 23 Mar, has been postponed until later this year, with new dates to be advised.

CEO Susie Potter said she is disappointed with hotels in Australia charging cancellation fees on events and not offering flexibility with 12 months postponement.

Airbus pauses

AIRBUS has paused production at its French and Spanish assembly sites for the next four days "to allow sufficient time to implement stringent health and safety conditions".

The company said it would also "continue to maximise homeworking wherever possible".

Virgin slashes capacity

VIRGIN Australia Group has suspended all of its int'l flying from 30 Mar-14 Jun and halved its domestic capacity until 14 Jun in response to increased govt travel restrictions and increased impacts from the COVID-19 outbreak (**TD** breaking news).

The move follows capacity cuts announced yesterday by Qantas and Air New Zealand (**TD** yesterday) and will see the temporary grounding of the equivalent of 53 aircraft from Virgin Australia Group's fleet.

The carrier said it would work closely with the government to prioritise bringing Australians home and returning visitors back to their point of origin safely.

Virgin Australia will operate a reduced international schedule between now and 29 Mar to

enable Australians to return home and visitors to return to their point of origin.

The airline's Melbourne to Los Angeles services will be suspended from 20 Mar, the Brisbane to Haneda inaugural postponed from 29 Mar and Melbourne to Denpasar inaugural service pushed back from 29 Mar.

Virgin Australia CEO and MD Paul Scurrah said "wherever possible, we will aim to avoid redundancies by fast-tracking measures such as the use of accrued leave, leave without pay and redeployment.

"We are also acutely aware of the important role airlines play in supporting connectivity, tourism and the nation's economy, and are maintaining most of our domestic routes, and instead reducing frequencies in our schedule," Scurrah said.

The route and schedule detail of the changes across Virgin Australia and Tigerair Australia is being worked through and will be published over the next week.

In its international fleet, Virgin Australia has grounded five Boeing 777, one Airbus A330 and 14 Boeing 737 aircraft, while in the domestic fleet the carrier has grounded 20 Boeing 737, six A320, two ATR and five Airbus A330 aircraft.

Virgin Australia has also set up a dedicated customer care hub to manage the surge of customer queries and travel changes.

ETGX postponed

EXPRESS Travel Group will postpone the Express Travel Group Exchange (ETGX), originally scheduled for Aug, until next year, with dates to be advised "as soon as possible.

"Whilst we are disappointed to make this announcement, we believe it is the right decision considering the circumstances of these unprecedented and unpredictable times," the company said.

THE HOME BASED ADVANTAGE

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Moving Home



Remote working is a hot topic at the moment and any agents who get a taste of home-

based life and like it, or are just ready for a change, may be wondering about moving home permanently.

As with any big decision, a good first step is research.

There are several host agencies that deal with home-based agents but they're not one-size-fits-all.

It's best to consider what products or segments they offer, and what technology and other services are included in the package.

After deciding on the right agency and agreeing to terms, a retail agent can become a home-based agent within a matter of days.

Host agencies like Your Travel Centre offer members their own website so the next step is coming up with a business name and brand, and then the excitement, and challenges, really begin.

Now it's time to build a customer database and get those crucial first bookings underway.

A good host agency will guide the way and help with everything from marketing to accounting, ensuring the move is as smooth as possible.

Find out more about becoming a home-based agent at:

www.join.yourtravelcentre.com.au

Les Farrar, Managing Director,
Your Travel Centre



ACCOMMODATION

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Six Senses Bhutan has opened its fifth lodge, Six Senses Bumthang, located in a pine grove surrounded by valleys, forests and rivers. The property features eight suites with balconies offering views across the valley, as well as a two-bedroom villa designed with an earth tone palette and handwoven fabrics. Guests can enjoy spa treatment facilities and a restaurant with a fireside setting.



After a \$13 million renovation, **Nesuto Stadium Apartment Hotel Auckland** now has a total of 244 rooms, an increase of 50%. The property now comprises a mix of 70 one- and two-bedroom apartments, 30 studios and 144 hotel rooms. Additionally,

the accommodation has unveiled a refurbished lobby, high-speed wi-fi system and a new bar and restaurant called Nook, which features indoor and outdoor dining experiences.



Koro Sun Resort in Fiji has upgraded its Garden Bure room category, which saw the existing colonial aesthetic modernised. The rooms now have light, bright interiors with a muted colour palette that features pops of tropical patterns. Guests will also notice the

new black fixtures, natural stone sink basins, and brass accents, in addition to rattan light pendants and woven accent chairs. Guests can also enjoy the private rock-walled shower and private courtyard. Image credit: Flying the Nest.

Panic buy travel, not toilet paper!

THE enterprising team at Helloworld South Perth are definitely keeping their spirits up, with a number of *Travel Daily* readers highlighting **this photo** of their signboard this week.

"You know when this is all over you will be panic buying here," they have written, with the hopefully eventually viral hashtag #wewillallneedaholiday.

Earlier this month (**TD** 04 Mar) the agency was also promoting "free holidays" with a guaranteed one in 45 million chance of a refund if clients contracted coronavirus.



WTTC urges loans, support

THE World Travel and Tourism Council (WTTC) has implored the governments of all countries across the globe to take immediate action to help ensure the survival of the "critical, job-creating" travel and tourism sector.

Key proposals include granting financial help to protect the incomes of the millions of workers in the sector facing severe economic difficulties, as well as the provision of unlimited interest-free loans to global firms plus the millions of small and medium-sized businesses within the sector, as a stimulus to prevent them from collapse.

WTTC has also urged the waiving of all government taxes, dues and financial demands on the travel sector for at least 12

months.

Supporting 320 million jobs globally, "travel is the backbone of economies around the world... travel and tourism companies are playing their part to protect their employees," said WTTC President & CEO Gloria Guevera.

"Together, these measures could save a sector which is already facing collapse...we are calling upon the world to take urgent and immediate action to prevent this global health crisis becoming a worldwide economic catastrophe," she added.

Records tumble for Air Tahiti Nui

PAPEETE-BASED Air Tahiti Nui has provided a bright spot in this month's flood of aviation bad news, breaking records for the world's longest commercial flight ever, the longest domestic flight ever, and the longest using a Boeing 787 Dreamliner.

Last Mon 16 Mar the carrier's 787 flew all the way from Pape'ete, Tahiti to Paris, France, covering 15,715km over 15h 45m.

The route usually includes a stop-off in Los Angeles, but due to the new COVID-19 regulations, the Pacific carrier decided to make the journey in one sector.

United cuts flights

UNITED Airlines has updated its flight schedules in the light of the coronavirus shutdown, confirming that it will continue to operate about 45 daily long-haul flights across the Pacific, Atlantic and to Latin America in Apr.

The updated schedule indicates Australian services will be cut to San Francisco to Melbourne three times a week, as well as a daily San Francisco-Sydney service.

AFTA UPDATE

from Jayson Westbury



TO EVERYONE in the travel industry regardless of your position or role, I know and can feel with you just how

difficult things are today, this week, right now.

Coronavirus has brought with it a ferocious bite on the travel industry so deep and so aggressive that some of the industry will not make it out at the other end of this disaster.

These are grave and disturbing days for us all and the constant negative announcements appear to keep rolling every day at the moment.

It is difficult to comprehend the amount of issues, stories, problems, challenges and drama that is before us all.

I know that cashflow is in crisis. I know that cancellations and requests for cancellations are unprecedented and I know just how much pain everyone is in.

I am sorry that it is the way it is.

I wish there was a way to make this all go away today, but that is not a reality.

But, amidst all of this negativity and dismay I remain confident that together the travel industry will find ways to work together and support each other as best we can.

AFTA is, and will continue to push governments to keep doing more and to do more that is better targeted at the travel industry.

We are in the eye of this storm and while I may not be on every news channel talking about it, or every front page talking about how bad things are, I am talking, screaming, shouting, doing everything that is humanely possible to get cash flow issues addressed across a range of methods and from a range of

sources.

I don't have room to outline all the things that are being considered and proposed, what will be important is the outcome and how this will flow to help support travel businesses of all shapes and sizes.

State governments are stepping up with a range of support - not everyone will benefit, but those that do, grab it.

The Federal Government has released what I call "the starter" package and I am absolutely positive that and a lot more support, financial support will flow from the Federal Government.

Will it be what everyone thinks and wants? No way.

But it will come and come soon and all of us at AFTA, the staff, the Board, our external advisors across economic, political, legal and industry are fully committed and focused on getting action to support the travel industry and in particular travel agents at this time, so please hang in there.

We at AFTA are doing all that we can to keep members and the broader industry advised of government and industry actions and decisions as they come to hand and will keep working every day to seek support that matters.

I have said that there is a civil war on common sense going on in Australia and in the context of travel that can be demonstrated with, for example, why cancel a trip in Nov, Dec, or next year now, when nobody has a clear idea of if that is really necessary.

My view is that it is NOT necessary right now and I will beat that drum more and more over the coming days and weeks.

Thanks to all who are sending the AFTA team messages of encouragement and support, we really appreciate that - we are all here for the industry.

Travel Directors

PERTH and Sydney-based operator Travel Directors has announced it will be suspending tours departing between now and 30 Apr, in light of the global COVID-19 travel restrictions.

The company will be in contact with affected clients, adding it was "monitoring the situation closely with regard to any possible impact on future travel".

Vail Resorts close

VAIL Resorts will keep all of its North American resorts and retail stores closed for the rest of the 2019-2020 winter ski season amid the challenges presented by the COVID-19 outbreak, extending previous temporary closures announced on Mon (**TD** 16 Mar).

If the situation changes Vail may reopen Breckenridge, Heavenly and Whistler in late Apr/early May.

Silversea rewards top-selling agents

ON 29 Feb, Silversea Cruises held its inaugural Campioni di Silversea event in Melbourne, designed to reward Silversea's top travel agency achievers for the highest sales made each year.

Representatives from Silversea's top 20 agencies for 2019 were flown to Melbourne in Business class for a luxurious progressive dinner around the city, with the indulgent program of events including helicopter transfers from and to the airport, hair & makeup and pamper sessions and Rolls-Royce transfers around the city.

The entree was held at the Botanic Gardens, with a string quartet and opera singer; the main course at Grossi Florentino with paired wines, followed by awards for each agent; and dessert at Brunetti Finders Lane with cocktails.

"It was such a privilege to reward our top 20 selling agencies in 2019 for their dedication to Silversea at such a special inaugural event," said Director of Sales Steve Richards.

"As this is now an annual program, our 2020 Campioni is already well underway and we look forward to rewarding the top 20 agencies next year."

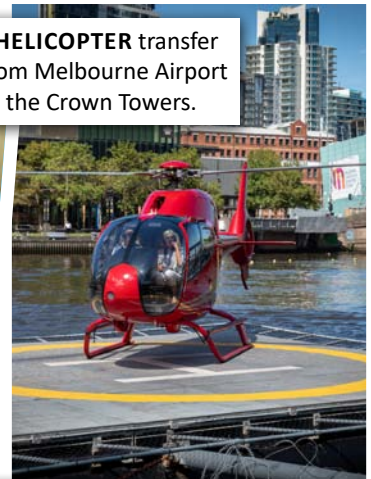


ADAM Armstrong and Steve Richards with Darlene Santler from Ecrusing.



DEREK Harwood, My Cruise Concierge; Kathy Pavlidis, Travel Associates Kew; and Steve Richards, Silversea.

HELICOPTER transfer from Melbourne Airport to the Crown Towers.



MEGAN Hill, Cruise Express; Susan Watts, Executive Edge Travel & Events; and Carla Oscuro, Captains Choice.

SUSAN Watts from Executive Edge and Lyn Adrian from Lyn Adrian's Cruise Collection.



ROCHELLE Clark, Our Vacation Centre; Sam Patton, Cruise Traveller; Margot Knispel, Main Beach Travel; and Ross Quigly from Luxury Cruise Escapes.



SHARYN Kitchener, Mosman Travel; David Brandon, Savenio; Melinda Gregor, Gregor & Lewis Bespoke Travel; and Adam Armstrong, Silversea Cruises.



STRING quartet in the Botanic Gardens.



OPERA singer in the Botanic Gardens.



SAM Patton, Cruise Traveller, and Rochelle Clark, Our Vacation Centre.



ICE to see you.

Mega Matai Conference



PREMIER Fijian resorts, Castaway Island, Fiji and Outrigger Fiji Beach Resort met with 50 frontline agents from Australia and New Zealand during the Mega Matai Conference.

The conference was held over 07-08 Mar at the Sofitel Fiji Resort & Spa Denarau, and gave the resorts a chance to chat face-to-face about upcoming product enhancement, incentive deals and other property news.

Guests also enjoyed an informal networking event at an evening cocktail reception, which was sponsored by Tourism Fiji.

Pictured: Meli Titoko, Sales and Marketing Castaway Island Fiji; Vivienne Valentine, Director of Sales Outrigger Fiji Beach Resort; and Ben Johnson, Australia-based Area Director of Sales and Marketing Fiji Islands Outrigger Hospitality Group.

SAA free change

SOUTH African Airways (SAA) is offering customers one free change in reservations made on or before 13 Mar for travel in Mar and Apr on selected international routes, to be used for travel on or before 28 Feb 2021.

For any new bookings for travel planned between 13 Mar and 30 Apr, SAA are offering customers the ability to change travel dates without fees.

DiDi Sydney launch

CHINESE ride-hailing service DiDi launched in Sydney on Mon.

Founded in Jun 2012, the platform is offering 50% off rides for new users, with the offer expiring 14 days from registration.

The company claims to be 10% cheaper than its competitors, and on Mon also launched a delivery service in 21 Chinese cities, in addition to its ride services in Mexico, Japan, Brazil and more.

Crown lends a hand

CROWN has announced it will provide an additional 14 days of paid leave for any of its employees who are affected by coronavirus.

The leave is available for employees who contract the virus, who have come in close contact with a confirmed case, or those who are providing care to a member of their family as a consequence of coronavirus.

Hawaiian suspends

HAWAIIAN Airlines has suspended its thrice-weekly non-stop service between Honolulu's Daniel K. Inouye International Airport and Sapporo's New Chitose Airport.

The suspension will take place from 02 Apr through 18 Jul.

Ecotourism event

ECOTOURISM Australia will hold its 28th annual Global Eco Asia-Pacific Tourism Conference in Margaret River, Western Australia from 01-03 Dec.

The conference is expected to attract around 200-250 delegates from around the world.

Solomon waiver

SOLOMON Airlines has announced a one-time, change fee waiver for passengers already booked for travel up to and including 30 Jun.

Alternatively, customers can cancel their flight and get a credit, which is valid for 12 months.

Bookings must be changed or cancelled at least 24 hours prior to booked departure date to avoid a no-show penalty.

WIN A CRUISE TO RUSSIA



Terms & conditions + full prize details

This month Viking is giving *Travel Daily* readers the opportunity to win a deluxe stateroom on the Waterways of the Tsars river cruise.

Explore the Waterways of the Tsars aboard *Viking Akun*. Travel from Moscow to St Petersburg in style, where you and a partner can experience Russia like never before.

To enter simply:

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Submit your answers to viking@traveldaily.com.au along with your name, state & travel agency details

Contact agents.anz@vikingcruises.com if you need assistance setting up an account



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Looking for an experienced hotel/serviced apartments sales reservation specialist to service all guests and corporate clients, in the aim to maximise occupancy and revenue. You will be in charge of all reservations via phone/email/online booking engine. A property group with multiple locations across Sydney in its portfolio, this is the perfect opportunity to step away from weekend shift work and into Mon-Fri to take your career to greater heights! Apply now to avoid disappointment.

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Leisure Travel Consultant

Sydney CBD, Amazing Package, Ref: 4377SB1

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.

Luxury Travel Consultant

Brisbane, Competitive, Ref: 2271SJ1

Are you a travel professional looking for a new challenge? I have a dream travel consultant position based in the Brisbane area. Uncapped earning potential with recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have travel industry experience, a loyal client following, be a team player and well-travelled and have the passion to find the right holiday for your clients. Full & part time roles available and a mix of home & office based work.

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

Luxury Travel Consultant

ADL, Attractive Package, Ref: 4385AO1

Are you a travel consultant who has a passion for selling luxury products and providing exceptional customer service? We are currently looking for an experienced travel consultant, working in a very successful boutique retail agency in Adelaide. Work alongside industry professionals, while providing your expert destination knowledge to a repeat cliental base. Fantastic opportunity to work in a successful agency. Monday-Friday, get your weekends back!

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

Business Development Partnership Manager

Sydney, \$75k + Bonuses, Ref: 3216RL3

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.

Experienced Travel Consultant

Various Locations Within NSW, Ref: 9731AJ1

I currently have a number of positions available for an experienced consultant looking to join one of Australia's most successful and award winning Retail Travel agencies. You will enjoy servicing loyal clients and putting together once in a lifetime itineraries. In addition to this, you will be well looked after, with an industry high base salary and unlimited commission! These agencies are made up of friendly and experienced consultants who are very friendly and welcoming.

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

Luxury Travel Consultant

Townsville, Competitive, Ref: 2768SJ21

A new position has opened in Townsville for an experienced travel consultant looking to focus on high end bookings. This busy working environment with a friendly team are offering a highly competitive salary package and uncapped earnings. A loyal clientele following providing repeat bookings and supportive management makes this a sought after position. I am looking for current travel industry experience and a positive attitude. We are commencing interviews immediately so don't miss out!

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

Hotel Sales Executive

West MEL, Attractive Package, Ref: 3331AB1

My clients are well known and have a strong brand presence through AUS/ NZ. They are seeking a Sales Exec to join the team and help launch the business further. Do you have strong sales skills within the retail or corporate space and looking to move into the exciting world of hospitality? Get your weekends back, and enjoy the mix of office and on the road work. You'll be rewarded with an attractive package, and have access to the company car to make client meetings. Contact me ASAP & APPLY NOW!

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

Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch