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## ZEN Retreat opens

**THE** premium boutique ZEN Beach Retreat in the Southern Great Barrier Reef has opened near Bundaberg on the Queensland coast.

The absolute beachfront retreat accommodates up to 22 guests & offers Wellness and Corporate Retreat packages.

See [www.zenbeachretreat.com](http://www.zenbeachretreat.com).

## Trafalgar reminder

**AGENTS** only have six days left to take advantage of Trafalgar's \$699 return Economy class airfare deal to Europe & Britain, valid for travel between 01 Apr-30 Nov.

The fare can be packaged with 95 trips in Trafalgar's Europe & Britain for 2018 program, but bookings must be finalised no later than 14 Dec.

## Brisbane cruise concerns

**THE** Carnival group's priority berthing deal with the Port of Brisbane has prompted objections to the Australian Competition and Consumer Commission (ACCC), including concerns the arrangement will hinder other lines from entering the Brisbane market.

Under plans for the new Brisbane cruise terminal, the Port of Brisbane (PBPL) and Carnival plc have proposed a "take or pay" agreement in which the group's ships will be allocated 100 berthing days at the facility to help underwrite its development (*Cruise Weekly* 02 Nov).

The ACCC is examining the arrangement and has indicated it will provide a determination in the first quarter of next year.

It has released two submissions which raise concerns over the deal, both lodged confidentially by unnamed entities.

"The proposed agreement between PBPL and Carnival goes well beyond what is reasonably required to justify the investment by PBPL and will result in serious

anticompetitive detriment because it makes it unlikely that any competing cruise operator will be able to successfully enter the Brisbane-based cruise market," says the first submission.

The second says the arrangement will impact the ability of other ports to compete with Brisbane, and that Carnival will be limited in its capacity to choose alternative facilities.

In its original submission to the ACCC, Carnival and PBPL said the proposed development would have pro-competitive effects by adding terminal capacity, improving facilities and providing alternatives to Sydney.

The port and cruise operator have sought an 18-year authorisation for a project estimated to cost \$158 million.

## QR A321neo order

**QATAR** Airways chief Akbar Al Baker has inked a new contract with Airbus to upsize a previous order for 50 A320neo aircraft for the larger A321neo ACF (Airbus Cabin Flex configuration), valued at US\$6.35b at list prices.

The A321neo has a capacity of up to 240 passengers and currently offers a 15% reduction in fuel consumption.

It also introduces new door and fuselage changes enabling airlines to make better use of the cabin space and allows for greater fuel capacity for up to 4,000 nautical mile transatlantic range.

**MEANWHILE**, QR confirmed yesterday it expects to "soon" welcome its first of 37 Airbus A350-1000 into its fleet as global launch customer.

### Today's issue of TD

*Travel Daily* today has nine pages of news, including a photo page for **Excite Holidays** plus full pages from:

- Melia Hotels
- Travel Trade Recruitment

## Visit USA Expos 2018

Brisbane  
Melbourne  
Sydney  
19-21 Feb

[Register Here](#)

Richard Reid as MC  
Great prizes to be won

**VISIT USA**  
ORGANISATION AUSTRALIA  
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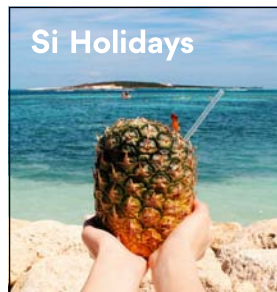
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## Visit USA expos

**AGENTS** in Sydney, Brisbane and Melbourne will learn about the latest travel offerings across America at the annual Visit USA travel agent expos in Feb.

To be hosted by Hollywood celebrity Richard Reid as MC, the Visit USA expos are being held in partnership with Delta Air Lines and Virgin Australia and will feature a strong line-up of US presenters as well as wholesale companies from Australia.

"The annual Visit USA travel expos provide a joint forum for all those selling the USA to come together under one umbrella and share travel tips and know-how to ensure all visitors have a memorable holiday in America," Visit USA Organisation president Kylee Kay said.

Due to the popularity of the expo, agents are encouraged to RSVP quickly to ensure they don't miss out - for venue times and details (and to RSVP), **CLICK HERE**.

## Air NZ flights cancelled

**AIR** New Zealand has cancelled a series of international flights and delayed others over engine problems affecting its fleet of Boeing 787-9 *Dreamliners*.

The carrier has confirmed details of a revised schedule that will allow it to conduct maintenance on its Rolls Royce engines over coming weeks.

Yesterday's return services from Auckland to Perth, Buenos Aires,

Singapore and Shanghai were cancelled, along with today's flight to Osaka.

Today's AKL-PER flight will be delayed three hours, while its PER-CHC and CHC-PER services will be delayed more than seven hours and four hours respectively.

Other cancellations and delays have been announced for tomorrow and Sun, and while details beyond Sun have not been announced the carrier has indicated the issue will impact its operations "over coming weeks".

The problem stems from two incidents this week in which Boeing 787-9 aircraft were forced to turn back to Auckland due to engine problems.

Rolls Royce is unable to provide replacement Trent 100 engines, forcing Air New Zealand to reschedule services and bring forward maintenance work while it seeks replacement aircraft.

## Perisher investment

**A NEW** quad chairlift to be built in time for the 2019 winter will be operational at Perisher, the ski field's operators have announced.

The \$4.2m investment will see the Leichhardt T-bar and Home Rope Tow replaced, increasing lifting capacity by a massive 75% to the popular runs of The Cleft, Powder Ridge, Snowy Trails and the Leichhardt Terrain Park.

## TA, EEAA partner

**THE** Exhibition and Event Association of Australasia has today confirmed that Tourism Australia will continue as the Platinum Partner of the EEAA Young Stars Program in 2018.

EEAA chief executive Joyce DiMascio said the program played a key role in the organisation's work to "safeguard the future of our sector by ensuring talented young people are supported in their career development".

Tourism Australia threw its support behind the Young Stars program in 2016.

TA exec gm of events Penny Lion said the tie-up with the EEAA was "incredibly important".

## EY doubles Amman

**ETIHAD** Airways will launch a second daily flight between Abu Dhabi and Amman from 25 Mar.

EY's new service will be operated by A320s, complementing Boeing 787-9 aircraft already utilised.

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## TD supports travel summit

**TRAVEL Daily** is on board again as a supporter of the industry's one of a kind Travel Marketing Summit staged by media and marketing publisher Mumbrella.

To be held at the Four Seasons Hotel Sydney on 18 Apr, the full-day event brings together top national & int'l talent to discuss the challenges, opportunities and significant trends of an industry that is rapidly changing.

Already set to appear is Simon Ferguson, vp and md Northern Europe for Travelport; Hari Nair, global svp for Expedia Media Solutions and Vanessa Stavrou, head of marketing for Contiki.

"The Mumbrella Travel Marketing Summit and associated awards are going to be bigger and better in 2018," Damian

Francis, head of event content at Mumbrella, said.

"The industry has shown there is a great thirst for an event like this. We'll be covering some of the most recent trends including dispersion, accessible travel, marketing to millennials and, of course, data and digital trends.

"We're excited to again partner with **Travel Daily** and have Bruce Piper on the judging panel of the Travel Marketing Awards which this year has more than doubled the amount of categories."

Following the summit will be the second annual Travel Marketing Awards dinner and ceremony which has expanded to 19 categories across campaigns, agencies, digital and more.

For info and tickets, [CLICK HERE](#).



Find out why innovation has been the theme of 2017 in the December issue of *travelBulletin*.

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

## QF London anniv

**QANTAS** is this week celebrating 70 years since its first flight from Sydney to London, which in 1947 operated via Darwin, Singapore, Calcutta, Karachi, Cairo, Castel Benito & Rome and took almost four days to complete.

"As we prepare for our first non-stop 787-9 services between Perth and London in Mar 2018, it's a good time to reflect on how far we've come," a Qantas spokesperson said.

"The single hop from Australia to Europe is another milestone for Qantas and marks the first time the two continents have been directly linked by air."

## More of DriveAway

**DRIVEAWAY** Holidays has offered further support to travel agents looking to secure last minute car hire options for clients through the busy holiday season.

The company says in the Xmas period of 2016, domestic car collections spiked to 23% within seven days of booking.

Agents desperate for a car hire booking between now and 25 Jan can contact DriveAway at [urgent@driveaway.com.au](mailto:urgent@driveaway.com.au).



## Window Seat

**FINALLY** the tide has turned and the humans with absolutely no fashion sense whatsoever will rule the world. Well, sort of.

Alaska Airlines will be rewarding passengers donning the ugliest Christmas jumpers with early boarding access to celebrate the somewhat meaningless National Ugly Holiday Sweater Day on 15 Dec.

The philanthropic jaunt into horrific winter wear will be honored across the airline's 115-city network, including all Alaska, Virgin America and Horizon Air flights.





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*The Art of Travelling in Style*

### SQ route changes

**IN RESPONSE** to repeated missile tests by North Korea, Singapore Airlines has rerouted the airline's Seoul-Los Angeles flights, the company told the *Korean Times*.

The new route to and from Los Angeles goes further north to avoid flying over the East Sea.

Cathay Pacific is monitoring the situation, but has elected to not change their routes for now.

### Raffles on the Palm

**ACCORHOTELS** has signed an agreement to debut its Raffles brand at Palm Jumeirah in Dubai.

Set to open in 2021, PALM 360 will be the first beachside resort for Raffles in Dubai and the tallest structure on Palm Jumeirah.

At almost 260m high, PALM360 will offer unobstructed views.

The property will have 125 hotel rooms and 359 branded residences for purchase.

### Vail reports loss

**VAIL** Resorts has reported a first-quarter loss of US\$28.4m, compared to a loss of US\$62.6 million in the same period 2016.

The company's EBITDA loss was US\$54.1m for the first fiscal quarter of 2018, which includes US\$0.7m of acquisition and integration related costs.

Despite the gloom, season pass sales for the upcoming North American ski season were up 14%, compared to 2016.

Vail ceo Rob Katz highlighted that Perisher and the Australian market were performing well.

Katz expected Vail's total season pass holders this year to exceed 740,000, including Whistler Blackcomb products and the Epic Australia passes.

Vail is predicting US\$1 million of reduced depreciation and expenses to reflect a decline in the Canadian and Australian dollars.

Katz remains confident of a strong 2018 for the group.



**THE** sales team at Adventure World has recently returned from exploring all of the charm and beauty that Oman has to offer thanks to a partnership with the Sultanate of Oman Tourism.

Travelling over for their annual sales conference, it was not all business for the Adventure World reps who were taken to see one of the most spectacular free-flowing mountain oases in the region in Wadi Abreeyan, as well as visiting the newly opened

Oman National Museum full of cultural and ancient history throughout the centuries.

"It's so easy to fall in love with Oman and we are so proud to support this magnificent country with our recent sales conference," said Neil Rodgers, managing director for Adventure World.

**Pictured** Mona Tannous, Oman Tourism (centre) with Adventure staff Elliot Miller, Andrea Morgan, Jeremy Pilgrim, Andy Kirkman, Travis Graham & Tom Wardell.



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Friday 8th December 2017

## Seattle tourism in Sydney



**OFFICIALS** from Visit Seattle took the chance to meet with travel and tourism trade partners earlier this week while in Sydney.

The tourist organisation's ceo and president Tom Norwalk said Seattle was intent on making greater waves in Australia and told **Travel Daily** he intended to bring a larger team back to our shores in 2018 to capitalise on Australia's top 10 position in terms of visitor spend.

**Pictured** at Bennelong at the Sydney Opera House on Wed from left are John Boesche, vp of int'l tourism, Visit Seattle; Ali Daniels, head of marketing, Visit Seattle; Amanda Parsons, The Thompson Seattle; Leslie Kunde, chairman at Visit Seattle/director of customer relations, Boeing; Tamara Thorhallsson, tourism manager, Australia/New Zealand, Visit Seattle and Tom Norwalk, president & ceo, Visit Seattle.



**ABOVE:** Visit Seattle executives mingling with some of their guests - from left, Kristy Prince, Adventure World; Tom Norwalk, president & ceo, Visit Seattle; Ali Daniels, head of marketing, Visit Seattle; Sarah Anderson, GTI Tourism; Monique Roos, senior commercial specialist at the US Consulate General and Lisa Whitelaw, senior business development manager, Expedia.

## New China fast train

**CHINA'S** high-speed rail network has received a boost with the introduction this week of its new Xi'an to Chengdu line, reducing travel time by an impressive seven hours.

The 658km route that speeds along at 250km/hr features many tunnels & bridges and cuts its way through the Qinling Mountains.

## Grand Californian refurb complete

**DISNEY'S** Grand Californian Hotel & Spa located at the Disneyland Resort has recently completed a major refurbishment, refreshing guest rooms, the lobby, pool and concierge-level lounge area.

The 948-suite resort was renovated in order to create a more upscale feel for guests while retaining its unique identity.

## Indonesia partners with Travelport

**TRAVELPORT** and Indonesia have partnered to launch a global marketing campaign in a bid to attract more tourists to the world's largest archipelago.

Titled "Wonderful Indonesia", the campaign will target travel agents in 15 countries using Travelport's Destination Marketing platform.

The Indonesian Government believes the digital push through Travelport's technology will make travel agents more aware of the Asian country's five wonders: natural, sensory, cultural, modern and adventurous.

## HA SFO increase

**HAWAIIAN** Airlines will be introducing an additional flight on its Honolulu to San Francisco route from next year between 25 May and 31 Jul.

The boost means the airline will now offer two daily flights between the two cities during the peak season.

HA will also commence a new service from Kona to Oakland from 26 May to 02 Sep.

## Aloft Perth keyless

**ALOFT** Perth has revealed a new high-tech locking system that now allows guests to access their rooms by using a smartphone app.

The new feature called SPG Keyless is heralded as the industry's first truly mobile and keyless entry system and is available exclusively for members who have booked their stays directly with SPG on its website.

SPG plans on rolling out more features in the future such as pre-stay communication with staff and hotel service requests.

## Technology Update

**Today's Technology Update is brought to you by Travelport.**

**Rob Clark, Senior Account Director at Travelport discusses how Travelport is supporting agents in becoming PCI DSS Compliant**



All too often we hear of data breaches and hackers attacking businesses. Year on year hackers are developing smarter tools to

break down firewalls and even sell malware online to other would be hackers.

The travel industry is no exception to this criminal activity. That's why it's important that travel agencies are protected as much as possible and that's where PCI DSS compliance can help. Although going through PCI DSS certification is a learning curve, it will help provide valuable steps to maintain compliance throughout your business.

PCI DSS (Payment Card Industry Data Security Standards) have been designed to protect businesses and their customers from card theft and fraud. PCI DSS is a global security standard that all businesses or service providers that store, process, or transmit payment card data are required to comply with – regardless of business size or the amount of annual payment card transactions. More than checking for vulnerabilities online, PCI DSS is about the process and access to payment data throughout every touch point.

Travelport takes cyber security very seriously and is working with agents to help them adhere to industry regulations to meet and retain compliance, enabling them to and become a trusted partner. If you are a Travelport-connected agent and would like to know more about ensuring your business is prepared for PCI compliance, please email [au@travelport.com](mailto:au@travelport.com) and we will be happy to assist.

**Rob Clark, Senior Account Director, Travelport**

**Travelport**   
Redefining travel commerce

## CORPORATE UPDATE

### GBTA opens new portal

**THE** Global Business Travel Association (GBTA) has unveiled a new website, designed to be the “go to” platform for insight and trends in the corporate travel sector worldwide.

The new [gbta.org](http://gbta.org) site is mobile friendly and aims to streamline the search process for information and other content.

It includes quick access to tools and research to assist corporate travel agents, including with requests for proposals, benchmarking tools and major industry trends.

“In today’s world, there are an increasing number of factors that influence the global business travel industry,” said Michael W. McCormick, GBTA executive director and coo.

“As always, but especially in today’s landscape, GBTA remains

the go-to source for information, trends, and news in the global business travel industry,” he said.

The site offered a hub for relevant information, McCormick said, whether to network with other professionals, to access reports or discover best practices.

He said it would offer industry members tools to improve their careers and the ability to stay up to date on travel industry trends.

### Hogg hall of fame

**HOGG** Robinson Group (HRG) chief executive David Radcliffe has been inducted into the BTN Group Business Travel Hall of Fame at a dinner in New York.

The long-standing head of HRG was inducted by Travelport president and ceo Gordon Wilson, who said Radcliffe had steered his company through the challenges and changes that had beset the industry over the past 20 years.

“This is a thoroughly well-deserved honour for David and I know that all of the team at HRG are thrilled for him,” Wilson said.

### Risky business

**PORT** Moresby, Rio de Janeiro, Johannesburg, Dhaka and Istanbul have been named the highest-risk cities that Australian business travellers have regularly visited in the past year, according to a new study.

American Express Global Business Travel (GBT) has created a list of risky cities in conjunction with risk management company iJET International, saying companies need to fulfil their duty of care obligations.

The list also includes destinations where risk has recently increased, including London, Lahore and Paris where terrorism has raised concerns for business travellers.

## MTG initiatives endorsed



**MAGELLAN** Travel Group’s manager for corporate & business development Scott Darlow has been busy the past month travelling the country conducting member roadshows in 18 cities and towns to bring MTG agents up to speed on the organisation’s new services and tools.

Unveiled at Magellan’s annual conference in Sep were a suite of initiatives for the digital marketing and email space, a cutting edge digital itinerary platform, a brand-new Magellan Member Portal and an exclusive partnership with Signature Travel Network (**TD** 14 Sep).

It was Darlow’s task to ensure MTG member owners and their staff embraced the initiatives to maximise their positive impact.

He said the response from

members had been “fantastic”.

“We have been able to directly reach nearly all of our member base and further showcase our comprehensive suite of member services,” Darlow commented.

MTG’s Sydney and Melbourne events were headlined by a visit from Signature Travel Network’s Atlanta-based vice pres member acquisition and engagement, Kimberly Waters, who flew in to meet with members & showcase the partnership with Magellan.

**Pictured** at the Melbourne event at Park Hyatt from left are Kay Franklin, the Travel Agency; Trevor Jones, Hawthorn Travel & Cruise; Stuart Coffield, Geelong Travel; Kimberly Waters, Signature Travel Network; Carl Buerckner, Platinum Travel Corp & Andrew Macfarlane, MTG.

### ACTE calls for security balance

**THE** US Supreme Court’s endorsement of President Trump’s travel bans has prompted a call for balance from the Association of Corporate Travel Executives (ACTE).

The association’s exec director Greeley Koch said as governments worldwide sought new border and security policies, two key criteria were necessary.

“One, that the policies must be clear, understandable and easy to follow,” Koch said.

“And two, that these policies take into account the substantial economic benefits of business travel, both on a domestic and international level, and balance the need for safety with the need for cross-border commerce.”

Koch said the ACTE would continue to monitor how the US bans were implemented and gauge the impact on business.

## Frontliner’s prize winner



**NEW** Caledonia Tourism (NCTPS) hosted an experiential booth at the recent Helloworld Frontliners Forum in Hobart.

NCTPS was one of 30 exhibitors at last month’s Frontliners event.

The tourist board also partnered with Aircalin to provide one lucky agent with the chance to sample

New Caledonia firsthand, with Kym Stracey from Northshore Travel in Gordon winning two nights at Hotel Le Lagon in Noumea and return flights.

Stracey is **pictured** centre receiving her prize from NCTPS representative Jackie Lau and Aircalin’s Zack Redfern.



# Excite Holidays launches into the US market with a glitzy bash!

**GLOBAL** travel wholesaler Excite Holidays hosted its official USA launch party on 30 Nov at The London in West Hollywood. Over 70 VIP guests from the US travel industry were hosted in style at the hotel's luxurious penthouse suite. Executive director George Papaioannou spoke about Excite's US expansion as well as its unique product offering, easy-to-use platform and world-class, around-the-clock service.

George was joined by his key US team in Vanessa Richards, Global Head of Marketing, Andrew Yell, GM of Global Sales, Samantha Davies, Director of Sales North America, and Steven Murphy, Regional Sales Manager USA. Topping off an already incredible evening, LA Laker Julius Randle dropped by to speak about his passion for travel and also welcomed the Excite Holidays team.

A never-before-seen content video titled "Where would you like to go" was debuted at the party, encouraging agents & clients to start making their travel dreams a reality. Visit [www.exciteholidays.com](http://www.exciteholidays.com).



LA LAKER Julius Randle signing merch for VIP guests.



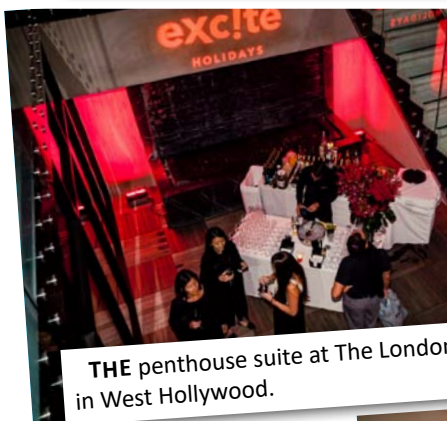
EXCITE Holidays US team - Steven Murphy, George Papaioannou, Vanessa Richards, Samantha Davies and Andrew Yell.



CHEERS!



GEORGE welcoming VIP guests.



THE penthouse suite at The London in West Hollywood.



JULIUS Randle even signed body parts!



SO MANY celebrations!







## 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).

Under 18s travel free with **Pandaw** on select Asian river cruises. To take advantage of the offer, two adults must pay the full price and children's passport details must be provided to Pandaw. Visit [pandaw.com](http://pandaw.com) for more.

Travellers can experience the fire and flare of flamenco dancing and save 12% when they book their 2018 Iberian Adventure with **Busabout** before 21 Dec. Call 1300 287 226 for more.

**Metro Hotel & Apartments Gladstone** has released a Gladstone Getaway Package from \$101pn, which includes early check in, late checkout, free parking and a \$10 restaurant voucher. **CLICK HERE** for more.

Book the Bordeaux, Riviera & Adriatic Coast Luxury Ocean and River cruise package with **Creative Cruising** before 20 Dec and receive 10% off a Silversea cruise & up to 30% off a Uniworld river cruise. **CLICK** for more.

## Chiva-Som new era

**CHIVA-SOM** International Health Resort in Hua Hin, Thailand, has unveiled the first images (**below**) of a mock-up renovated Thai Pavilion room and new Thai Pavilion Suite which will open late next year.

The 76m<sup>2</sup> Thai Pavilion Suite will comprise of a bedroom and en suite bathroom spread.

The room will feature a contemporary Thai look through local teak, silk & bamboo.

Along with the accommodation, renovations to the Fitness area, Emerald Room and Orchid Lounge will also be unveiled next Nov.

Chiva-Som is 185 kilometres south of Bangkok.



## AIME experiences

**TEN** specially curated City Experiences will immerse Hosted Buyers in Melbourne's renowned culinary and entertainment scene at AIME on 20-21 Feb.

Following the success of the City Experiences in 2017, Melbourne Convention Bureau (MCB) has once again partnered to offer delegates tours to locations including Luna Park, Melbourne Zoo and a Hidden Secrets Tour of the capital's laneway culture.

## Wyndham Lombok

**WYNDHAM** Hotel Group will take its brand to Indonesia's Lombok Island with a scheduled opening in mid-2018.

The all-suite Wyndham Lombok Sundancer Resort will feature 66 one and two-bedroom suites with a living area overlooking the Lombok Straits.

The resort will offer a 900m<sup>2</sup> pool with a swim-up bar.

## Flighties go loco for TNQ!



**INFINITY** Holidays recently took a group of NSW retail agents to Tropical North Queensland.

The group experienced the Kuranda Scenic Rail, a heli-flight out to Quicksilver's reef pontoon and a visit to Four Mile Beach.

**Pictured:** Maleika Hudson, Infinity; Aimee Foster, Infinity Host; Dorothea Kikianis, Flight Centre Craigburn; Trudi Flight, Escape Travel Doncaster; Melanie Sheppard, Flight Centre Bundoora; Jason Dooley, Flight Centre Hurstville; Stefanie Eichler, Flight Centre Camberwell; Sami

El Haimar, Flight Centre Miranda; Rick Garside, Flight Centre Minto; and Toni Simpson, Flight Centre The Pines.

## SNCF website rejig

**THE** website of France's national rail company SNCF has been renamed and given a new address for the first time in 17 years as part of the organisation's rebranding of its services.

Anyone using the website to book tickets will need to use the address [Oui.sncf](http://Oui.sncf) rather than [voyages-sncf.com](http://voyages-sncf.com).

The update brings the website in line with the company's new Oui branding, which will see the TGV become inOui (**TD** 30 May).

## Jetlines YHZ base

**CANADA'S** first ultra-low cost carrier, Canada Jetlines, has named Halifax Stanfield International Airport as its eastern hub from mid-2018.

Halifax is the third airport with which Jetlines has reached a deal. The others are YHM and YXX.

## WIN SONOMA COUNTY WINE



This week, Travel Daily and Sonoma County are giving travel agents the chance to win a \$50 Williams-Sonoma e-gift card.

With more than 425 wineries, miles of rugged Pacific coastline, towering redwood forests, and its close proximity to San Francisco's Golden Gate Bridge, Sonoma Wine Country is a dream holiday spot, representing the best of Northern California — premium wine, farm-to-table dining, unique resorts and spas, and over 50 state and regional parks.

Sonoma County is easily accessible from San Francisco, located just 45 minutes north of the Golden Gate Bridge.

Visit [www.sonomacounty.com](http://www.sonomacounty.com).

To win, be the first agent to send the correct answer to the following question to [sonoma@traveldaily.com.au](mailto:sonoma@traveldaily.com.au)

Which Sonoma County tour company offers a Sip 'n' Cycle tour, covering 3-4 wineries and lunch by bicycle?

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### Account Manager

**Sydney, Competitive, Ref: 31655J1**

I am looking for an experienced Online Travel Account Manager to work with a leading niche OTA in an Account Manager role. If you have strategic AM experience but want a role with a difference in the travel industry then this position could be what you are looking for. Your main responsibility is to manage the business relationship while promoting account retention & growth. Fantastic earning potential & a great working environment are on offer with this leading company. Apply today!

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

### Luxury Travel Consultant

**Norwest, \$50k + Super, Ref: 3181SO1**

If you are not a fan of churning through clients and want to remember the reason to why you joined the travel industry in the first place, then this travel agency is the one to consider. They are amazingly customer serviced focused with plenty of high-end bookings to go around. This award winning team are well known for looking after their staff above all else. Appointments are preferred and therefore you are able to plan your day and deliver a quality service to your loyal clientele.

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

### Retail Travel Consultant

**Gold Coast, Lucrative Salary Package & Comms, Ref:1988AW2**

Our client is looking for both customer focused & sales driven consultants with a minimum 2 years' experience. As a consultant working within this leading travel company, you will have the opportunity to earn uncapped commission and continue to expand your travel knowledge. Do you have confidence in consulting across all platforms including telephone & online? Do you have excellent communication skills and the ability to maintain your motivation and drive? Then this is the role for you!

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

### Luxury Travel Consultant (Cantonese)

**Melbourne, Up to \$55k + Super + Bonus, Ref: 3190MC1**

I am seeking an experienced travel professional who is fluent in both Cantonese and English (written & verbal) to join a Global Brand in their Melbourne CBD based team. As a lifestyle travel consultant, you will be responsible for ensuring an exceptionally high level of customer service is provided to all clients. You will not only be responsible for managing travel arrangements but making bookings and recommendations for restaurants, events and shows. GDS knowledge will be highly regarded.

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

### Business Development Manager | Cruise

**Sydney, Package to \$75k + Super, Ref: 2279PE6**

A newly created and excellent opportunity for an experienced Travel Industry Sales professional to join a well-established Luxury Cruise Operator. You will be based in Sydney with your territory covering NSW & ACT. Reporting to the company's GM, you will be responsible for creating & driving a sales strategy that will increase passenger growth & trade bookings. Increasing brand awareness & representing the company at industry events will also be part of this exciting cruise opportunity.

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

### Account Manager

**Queensland, Pkg circa \$90k D.O.E, Ref: 2143SZ4**

An exciting opportunity is available for someone experienced within the hotel sector, tourism or travel industry. You will manage existing accounts and have the ability to think analytically to increase revenue and exposure to the business. This role will be both strategic and personable, where the Account Manager must have people and communication skills to build on relationships. Own car is required and ability to work autonomously without supervision is important in this role.

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

### Reservations & Call Centre Manager

**Melbourne, \$Competitive + Bonus, Ref: 3164HC1**

Our client is looking for an exceptionally driven and motivated Reservations Manager to be a part of this fast pace & growing business within the Travel & Tourism industry! Where no 2 days are the same, your role will be to come in & assess the sales side of the business by providing feedback & implementing new changes on how to increase revenue. You will motivate the team by providing additional sales training & to ensure all KPI's are met. Monday – Friday working hours.

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

### Product & Marketing Executive

**Perth, Competitive, Ref: 3182SJ1**

A rare travel industry product and marketing position has opened in Perth. Research, source and package products while ensuring all marketing activities enhance the sale of these products. You will load contracts, ensure rate accuracy and utilise your strong travel industry knowledge. This is a varied role where you will contribute to the product and marketing department of this successful travel company. I am looking for GDS exposure and experience from the travel industry. Apply today!

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



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