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SIA's \$1.1 billion new cabins

SINGAPORE Airlines is spending an average of more than A\$50 million per aircraft on the rollout of new cabin product across its 19-strong Airbus A380 fleet, with the massive project costing over \$1.1 billion.

The new cabins (TD breaking news yesterday) are claimed to "redefine premium air travel," offering more space and privacy in all classes - and will breathe new life into SQ's A380 flagship offering which has now been flying for over a decade.

The first five A380s operated by the carrier in 2007 are being returned, but will be replaced by five brand new aircraft starting from late next month, when

the first with the new product will kick off operations between Singapore and Sydney.

Speaking at the official unveiling in Singapore yesterday, SIA ceo Goh Choon Phong said the huge project demonstrated the airline's "confidence in the future of premium full-service air travel".

He said Singapore Airlines was determined to continually invest in its products and services as part of its "long-term approach to ensure we retain our leadership position".

The new cabins feature the latest in technology and also reflect changing travel patterns - most notably with just six large first class Suites fitted to each A380 - half the number per aircraft in the current layout.

More from the launch plus cabin details on **page 8**.

QF global sale

QANTAS has kicked off a two-week "Global Sale" offering special fares to more than 30 international destinations.

Selected travel dates and conditions apply, with the sale fares available until midnight AEDT on 14 Nov 2017 unless sold out prior.

For more see the **cover page**.

Today's issue of TD

Travel Daily today has nine pages of news and photos, including a front cover page for Qantas plus full pages from:

- Club Med
- Travel Trade Recruitment



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Egencia md gone

MATTHEW Christie, who was appointed as the managing director of Egencia Australia just over a year ago (**TD** 26 Sep 2016), has left the company.

At the time he took over the role from Jacqui Timmins, who had been acting in the position.

Timmins is also now no longer with Egencia, having recently taken on a new role as head of Travelzoo Australia (**TD** 27 Jul).

An Egencia spokesperson said she wasn't able to comment on Christie's employment circumstances specifically, but confirmed that Olivier Nairey, Egencia's director emerging markets, is now acting as Egencia Australia managing director effective immediately.

"The Egencia team will commence a search for a new managing director for Egencia Australia," she added.

More corporate travel industry news on **page seven**.

Samoan PM slams Virgin

SAMOA'S Prime Minister has blasted Virgin Australia over its push to operate more services to the island nation, sticking by a decision to reject the carrier's ambitions (**TD** 31 Oct).

The country's leader Tuilaepa Sailele Malielegaoi has reportedly denounced Virgin as "stupid" for selling tickets on flights it had not yet been licensed to operate, and accused it of "hiding behind officials" in the Australian Govt.

In an interview with the *Samoa Observer*, Tuilaepa said his government would not yield to threats from Australian officials and stood by its decision.

The dispute stems from the termination of joint venture services between Virgin and the Samoan Government, which end on 05 Dec.

Samoa has announced the creation of a new airline to operate to Australia and New

Zealand, Samoa Airways, while Virgin has said it will offer its own flights in competition.

While direct flights from Australia are unaffected, Virgin's hopes of operating services via New Zealand were rejected.

"We have told them they can fly directly from Australia to Samoa and we will do the same," Tuilaepa told the *Observer*.

"They don't want that. They want to fly to New Zealand then to Samoa, but see we don't want that, we want them to fly directly from Australia to Samoa.

"We (Samoa Airways) will be serving the New Zealand route and they can focus on the Australia route to Samoa."

Tuilaepa also indicated the joint venture had broken down over disagreements on fares and frequencies, and Virgin's wish to operate services to Samoa with its subsidiary Tiger Airways.

Maldives Radisson

CARLSON Rezidor Hotel Group has announced its entry into the Maldives market, signing an agreement with developer Chang Hua Holdings to manage the new Radisson Blu Resort Maldives.

The new property, located on the southern part of the Alifu Dhaalu Atoll, is scheduled to open in the first quarter of 2019.

It is about 105km from Male and accessible via a 30 minute seaplane journey or a domestic flight to Maamigili followed by a 15 minute speedboat ride.

Radisson Blue Resort Maldives will offer a total of 128 villas.

AirAsia Indo growth

PHILIPPINES AirAsia will extend its network into Indonesia in Jan 2018, with the planned launch of new routes from Manila to both Denpasar and Jakarta.

Both services will operate daily using Airbus A320 aircraft.



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Etihad to suspend DFW flights

ETIHAD Airways has announced it will suspend operations on its Abu Dhabi-Dallas Fort Worth route from 25 Mar 2018, saying it has become "commercially unsustainable" after American Airlines decided to terminate its EY codeshare deal (**TD** 13 Jul).

Etihad ceo Peter Baumgartner said "the unfortunate decision by American Airlines to terminate a commercial relationship that benefited both carriers has left Etihad with no choice."

"We are open to American Airlines reversing its decision to cancel our codeshare agreement so that Etihad Airways can continue the route and together protect American national interests and global connectivity while driving commercial value for both airlines," he said.

Baumgartner said cancelling Dallas was one of several adjustments to the Etihad US network to boost profitability.

"Further changes are possible as we monitor the full impact of the American Airlines codeshare cancellation on summer 2018 bookings," he added.

EY first commenced flying between AUH and DFW in Dec 2014, initially thrice weekly but moving to daily in Feb this year.

Effective from Mar American Airlines is also unilaterally cancelling its codeshare agreement with oneworld partner Qatar Airways, saying the deals with the Gulf carriers "no longer make sense for us".

However other aspects of the relationships remain intact including lounge access and interlining.

Counsellors ab fab

BRITISH actor Joanna Lumley has been revealed as the guest speaker at next weekend's Travel Counsellors global conference.

The star of *Absolutely Fabulous* and many other shows will "share her insights on how to build and manage a personal brand," as well as detailing highlights of her almost 50 year career as a model, actor, author and activist.

A number of top performing Australian Travel Counsellors are expected to attend the event which takes place in Manchester, with a total of more than 1,500 delegates registered to attend.

Vatican after hours

Trafalgar will offer four new after-hours tours within the Vatican during the 2018 season.

Guests will have the chance to dine at the Ethnological Museum and view artifacts at the Museo Gregoriano Profano.

The offering is now in several of Trafalgar's Italian itineraries.

Selfie check-in?!

YOU'VE heard of self check-in, but Brazilian carrier GOL is riding the smartphone trend by introducing so-called "Selfie-check in" - and yes, it does involve taking a photo of yourself.

The initiative, which has been in place for a few months now, allows users to download the GOL app on their phone, select Selfie Check-In from the menu and register a photo of their face.

Facial recognition software stores the information, and the next time the passenger flies they simply take another selfie to access their boarding pass.

We sit down with Andrew Burnes in the November issue of *travelBulletin*.

CLICK to read
travelBulletin



Window Seat

YESTERDAY'S unveiling of the new Singapore Airlines cabin product (see **p1**, **p8**) was conducted with a large amount of pomp and ceremony, appropriately marking the gravity of the event.

After a presentation from SQ ceo Goh Choon Phong in front of a massive screen showing images and a video of the product, he stepped aside to make way for a group of Singapore Airlines cabin crew who burst into song (**below**).

Spotlights shone, inspirational music swelled and the team delivered an anthem which we are sure brought many a tear to the eyes in the room.

As they reached the song's climax the giant screen was lifted aside, revealing the actual cabin mockups which were then eagerly perused by the aviation media from across the globe in attendance.

For those who weren't fortunate enough to be there, we managed to capture the final crescendo on video - turn your sound on and click on the image below to be inspired.





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CLIA Cruise Month success

CRUISE Lines International says its second annual Plan a Cruise Month has produced record results in terms of exposure, with a significant increase in online searches for travel agents during the promotional period.

Conducted during Oct, the campaign was strongly supported by CLIA cruise lines and member agents, according to CLIA Australasia and Asia managing director, Joel Katz.

"We saw a record number of hits on our website, including more than 90,000 page views across our dedicated Plan a Cruise Month pages, and encouragingly, we also saw a 50% spike on travel agent searches from the same time last year," he said.

Social media exposure also exceeded expectations, Katz said, while there was extensive cruise media coverage too, with both trade and consumer publications

joining the cruise frenzy.

According to CLIA, agents have seen strong results, citing iTravel's Kim Wudko as saying the group's cruise sales were up 15% year-on-year during the month, and a hefty 41% increase since 2015.

Having four different themed weeks covering ocean, river, luxury and expedition cruising also helped segment activity, with Uniworld Boutique River Cruises md Fiona Dalton saying it was particularly helpful being able to "shine a light on why river cruising offers a great value and seamless travel experience" during River Cruise Week.

Katz said CLIA's Travel Agent Toolkit, which featured marketing assets such as email headers, images, logos, media releases and social media posts, had been well received and was widely used to help CLIA accredited agents make the most of the promotion.

Coral welcomes new ship



CORAL Expeditions has marked the arrival of its new ship, *The Coral Adventurer*, by launching 2019 itineraries for the vessel inspired by explorer Abel Tasman.

Passengers will be able to explore a host of remote areas including destinations in Indonesia such as the volcanic island of Anak Krakatau, Komodo Island and the coral gardens of Pulau Alor.

Coral told **TD** *The Coral Adventurer* was a natural next step for the company.

"Growing demand has our fleet stretched to capacity, this means we can introduce new itineraries & bring in some old favourites,"


said sales distribution manager Elizabeth Webb.

The latest ship can host 120 pax, a jump from a 72 pax capacity on Coral's largest ship previous, however the company is keen to let customers know that small ship cruising is still what they are all about.

"It might seem like it's a big jump but we are still very much about the small intimate feel," Webb said.

"We've tried to maintain our identity with the new ship... this is very much about going to places where larger ships can't go," added director Mark Fifield, pictured with Webb.



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Travel Daily

Friday 3rd November 2017

WeChat targets Aus

CHINESE social app WeChat has begun the first of a series of events in Sydney and Melbourne to showcase its technology.

The company has also unveiled its WeChat City Experience Sydney Mini Program.

The new tool, previewed in partnership with Tourism Australia (TA) and Destination New South Wales, will offer Chinese tourists a different way to experience Sydney through a self-guided interface that navigates key places of interest.

"It is great that as an industry, we can tap into the potential of the largest social mobile app in China," said TA country manager for China Andy Jiang.

NZ tops air ratings

AIR New Zealand has been named Airline of the Year by AirlineRatings.com for the fifth year in a row.

The website judged carriers worldwide on criteria including fleet age, passenger reviews, profitability and staff relations.

Qantas won Best Domestic Airline Service, Best Catering and Best Lounges, while Singapore Airlines picked up Best First Class and Best Cabin Crew.

Korean Air won Best Economy, and Virgin Australia won Best Business Class.

Best In-Flight Entertainment went to Emirates.

Top long-haul carriers by region were AC, VS, EY and KE.

Int'l traffic rises

AUSTRALIA'S int'l scheduled passenger traffic climbed to 3.3 million in Aug, a 6.3% rise on the same time last year.

Govt figures show the total number of seats available on int'l operations to and from Australia was 4.3m, up 4.9% on Aug 2016, while overall seat utilisation increased from 76.6% in Aug 2016 to 77.8% in Aug 2017.

Qantas claimed the largest share of the market, at 16.6% of the total, followed by Jetstar with 9.8%, Singapore Airlines with 8.2%, Emirates with 7.9% and Virgin Australia with 6.5%.

Low cost carriers accounted for 16.5% of total int'l pax traffic to/ from Australia during the period.

Peninsula London

THE Hongkong and Shanghai Hotels, Limited has broken ground on The Peninsula London in Belgravia, London.

Set to open in 2021, the property will comprise of a 190-room hotel and 24-28 luxury residential apartments overlooking Hyde Park Corner & the Wellington Arch.

Storms hit growth

HURRICANES Irma and Maria weighed heavily on the Int'l Air Transport Association (IATA) global passenger traffic results for Sep, which showed demand rose 5.7% compared to the same month in 2016 - the slowest year-on-year increase since Feb.

IATA director general and ceo Alexandre de Juniac said "Sep's growth in passenger demand was healthy, notwithstanding the heavy impacts of extreme weather events on the Americas".

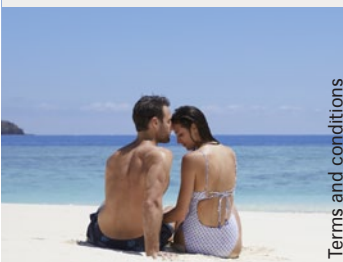
Asia-Pacific recorded the strongest traffic growth among regions, up 8.7% compared to the year-ago period.

Win a romantic Fijian break

Now that Sophie Monk has picked her beau, follow in her footsteps and be in with the chance of winning your own romantic Fijian journey. Enter Tourism Fiji's competition to win five nights at the luxury Marriott Momi Bay with its mesmerising infinity pool, plus return flights. You'll also get to sip on lazy sundowners in your private cabana at the new Malamala Beach Club.



In no more than 500 words send us your most romantic and creative 5-night Fijian itinerary suggestions to fiji@traveldaily.com.au. Your itinerary should include where to stay and what to do for a client looking for the ultimate romantic Fijian experience.



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Edition expansion

LUXURY lifestyle hotel brand, Edition, has revealed plans to grow from four to eleven properties by the end of 2018.

The brand was created through a partnership between boutique hotel creator Ian Schrager and Marriott International will open two properties in Shanghai and Bangkok in 2018.

It will also debut hotels in Bodrum, Barcelona, Abu Dhabi, New York and West Hollywood.

Nine further hotel launches are planned to launch across five continents by 2020.

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TravelCube meets Lego bricks



TEN top-selling travel agents descended on Dubai to explore the Middle Eastern city following TravelCube's recent 'Dubai on Sale' incentive.

The group flew Emirates to Dubai and stayed at the five-star Taj Hotel and the JA Oasis Beach

Tower at the Marina.

The incentive winners also indulged in a lavish brunch at the JW Marriott that is put on every Fri for guests.

Pictured are TravelCube famil winners having a thrill at Legoland Dubai.

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QBT Business travel made simple

NZ tourism backing

MARKET research in New Zealand suggests the country enjoys overwhelming support from its citizens for int'l tourism.

The Angus & Associates report found that 95% of Kiwis view tourism as "one of New Zealand's biggest growth opportunities".

However, the same survey suggests that tourism may be placing too much pressure on existing infrastructure and the environment in the country.

"We are committed to managing tourism growth in a way that is sustainable and acceptable to our communities," said Tourism New Zealand chief executive Stephen England-Hall.

Travelport boost

TRAVELPORT has announced a Q317 net revenue of US\$611m, an increase of 3% on the corresponding period last year.

The company's Travel Commerce Platform was a strong performer delivering revenue growth of 5%.

It said of particular note was its traction in the Asian market.

"As our business continues to pivot towards the fast-growing online channel, I am confident... these will drive growth," said Gordon Wilson, ceo of Travelport.

Club Med ski resort

THE first Club Med ski resort in Canada is coming to Quebec's Charlevoix region.

Located two hours northeast of Quebec City in Le Massif, the Club Med will have 300 rooms including 4-Trident Club and deluxe-level rooms with a 5-Trident luxury space.

The CA\$120 million project is set to open by the end of 2020, said Club Med and Groupe Le Massif.

The all-inclusive resort will offer a unique ski experience with waterfront views overlooking the Saint Laurence River.

Canyon protection

THE Northern Territory Government has revealed plans to protect the Watarrka National Park, which includes Kings Canyon, from any future mining and energy exploration.

NT Minister for Primary Industry and Resources Ken Vowles said the national park was a strong contributor to the Territory's tourism industry.

Technology Update

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

How customer centricity is at the heart of a good mobile strategy.



Many of today's well-connected and highly informed travelers are seeking out of the box and personalized

travel experiences. It's estimated that 2.3bn smartphones will be in use globally by the end of the year, so travel brands should focus on how mobile technologies are used to ensure that the customer remains central. Therefore, it is not enough to be mobile-first. Travel brands need to be "experience-first."

The heart of a good mobile strategy is understanding the customers' needs. Travelers are more spontaneous than ever and often book activities at their destination, especially on arrival. Being able to offer in-destination mobile enabled services can help a brand retain its connection and therefore, loyalty, with the traveler. If technology answers customer needs and helps retention, then it is also likely to save the travel brand a significant cost in acquisition marketing. It is said that a 5% increase in customer retention can increase a company's profitability by 75%.

Travelport plays a key role in customer centricity by "empowering travel experiences", where its commerce platform enables travel brands to engage with their consumers and build loyalty in the digital economy. This includes the creating and selling of more tailored itineraries and staying in contact with the traveler at all mobile touchpoints throughout a trip, beyond mobile and across all sales channels. To learn more please check out <https://marketing.cloud.travelport.com/platform>.

Daniel Rowley, Senior Product Manager, Travelport

Travelport 
Redefining travel commerce

Friday 3rd November 2017

Teams tackle corporate plans



HELLOWORLD Business Travel (HWBT) and Phil Hoffmann Business Travel recently came together for a strategy day, held in Sydney.

Phil Hoffmann Business Travel's event shared insights and strategies between the two firms.

HWBT presented the group an update on the market and industry forecasts, benchmarking and analysing current trends in the corporate space, and ways to better deliver responses to Request For Proposals (RFPs).

Biz travel redefined

ACCORDING to new research from the Association of Corporate Travel Executives (ACTE) and American Express Global Business Travel (GBT), travel managers are taking a more traveller-centred approach to developing travel policies and programs.

The study, *Managing the Modern Business Traveller*, says 31% of biz travellers had enquired about work-life balance, while 30% had asked about adding a leisure element to business trips.

It found only 9% of managers had a sharing economy policy, despite a 79% increase in use by business travellers in 2016.

The report says travel managers must look to get into a travellers' mind and understand both their stated and unstated needs.

It highlighted this could be done by leveraging both internal and external data.

The day also reaffirmed the pair's long relationship, which has spanned two decades.

PHT ceo and director Peter Williams said the day was beneficial for his team who got to access "best practices gained through the corporate industry intelligence of Helloworld Business Travel".

Pictured: The Phil Hoffmann Business Travel team – Peter Williams, Wayne Gallagher, Glen Williams, Tania Bakos, Gen Thompson, Kristie Boulton, Jade Spicer, Lauren Hoysted, Michelle Ashcroft, Lisa Rodgers, Glen Fry and Steve Hona from Helloworld Business Travel.

BCD strikes BA deal

BCD Travel has reached an agreement with British Airways & Iberia that will let its clients book reservations on BA and IB without incurring a distribution surcharge.

The move follows a similar deal by International Airlines Group (IAG) with Carlson Wagonlit Travel (**TD** 17 Oct) after the company announced that it would introduce a distribution technology charge from 01 Nov.

Under the deal, BCD Travel will work with IAG and tech providers to determine how new technologies and distribution capabilities can improve travel.

Rose Stratford, exec vp at BCD Travel said the deal would provide corporate buyers with the benefits they currently enjoy.

CORPORATE UPDATE

APG Airlines offering UATP

AIRLINE payments network UATP has announced a new agreement with global air representative APG WorldConnect to offer a UATP Issuer program.

APG president Sandrine de Saint Sauveur said the aim is to produce a white-label UATP Issuer platform for airlines which are seeking a payment solution to develop their sales to corporate customers around the globe.

APG Airlines holds a seat on the UATP board of directors, with the new partnership particularly targeting small and mid-sized airlines which are looking to grow their corporate sales in

developing countries.

UATP is a global payment solution owned and operated by the world's airlines and accepted by thousands of merchants for air, rail and travel agent payments.

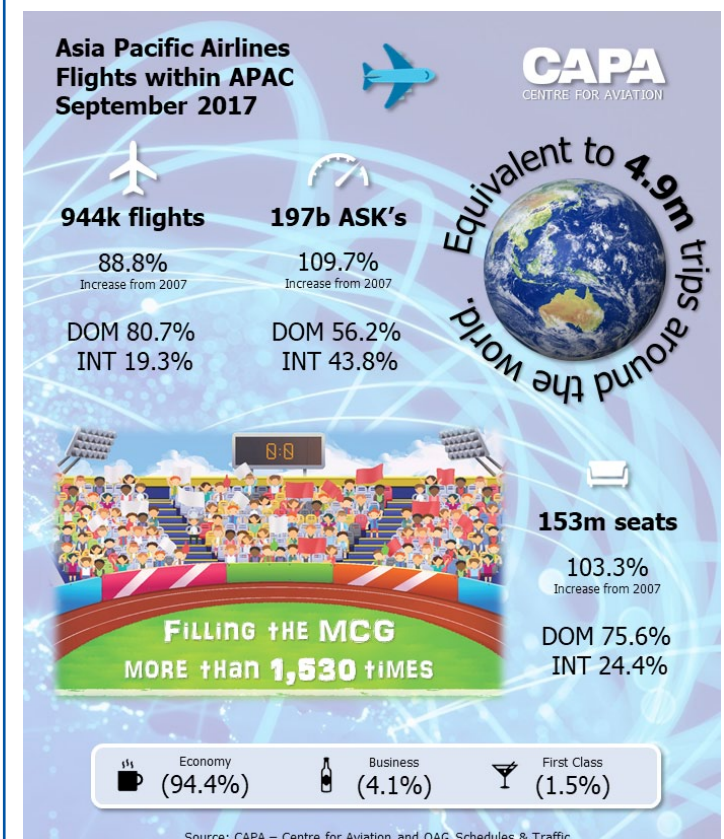
It is well-accepted for payments for business travel worldwide with participating carriers including Air Canada, Air NZ, American Airlines, Delta, Etihad, Qantas, United and many more.

APG has a presence in 170 countries and commercial relationships with 200 airlines, representing them to maximise revenue opportunities in locations across the globe.

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CAPA Insights

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.



THE Asia Pacific region continues to see impressive growth in aviation. IATA's 20-year air passenger forecast expects 7.8 billion passengers to travel in 2036, with more than half the growth in the Asia Pacific region, accounting for some 2.1 billion new travellers. This week, we take a look at the dramatic increase in capacity in Asia Pacific from even as recently as 10 years ago. In one month alone, 153 million seats were available, an increase of over 100% from 2007. These incredible figures, coupled with IATA's prediction, has led the organisation to call for urgent action to address the challenges of infrastructure, regulatory harmonisation and sustainability in the Asia Pacific region.

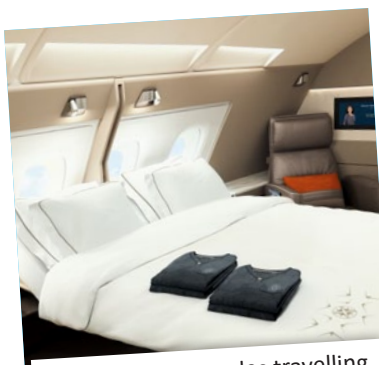
Singapore elevates Suites experience

PASSENGERS fortunate enough to travel in the new Singapore Airlines First class Suites product will be able to really spread out.

The new Suites, unveiled yesterday, feature a very comfortable reclining armchair as well as a separate single bed - which can be stowed away to make things particularly roomy.

SQ is also rolling out new Business class, Premium Economy and Economy products, with the major makeover to eventually feature right across the carrier's 19-strong A380 fleet.

In-flight entertainment has also been upgraded with the latest technology allowing users to pause a movie or TV show and automatically have it resume on their next flight - even on a different aircraft. These pics were taken at the launch ceremony - many more at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



ABOVE: For couples travelling together, adjacent SQ Suites can be combined to create a private double bed in the sky.



ABOVE: The separate Suites armchair electronically swivels to different positions for take-off, watching TV and looking out the window. The TV is mounted at the end of the bed and also repositions itself for optimum viewing.

Singapore Airlines has elected not to have showers or an in-flight bar based on customer feedback, but the six Suites share two large bathrooms, one of which has a sit-down vanity counter.

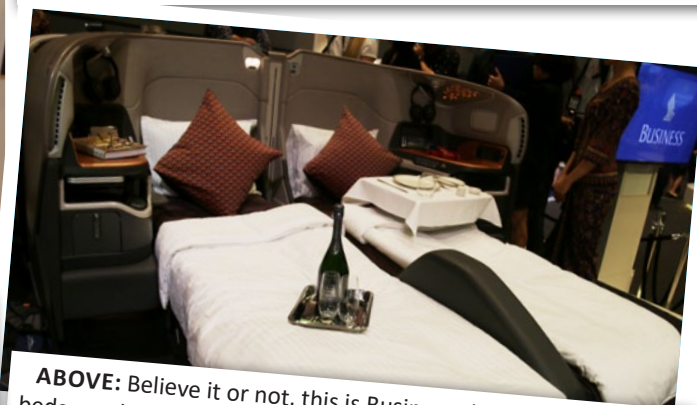
RIGHT and BELOW: Premium Economy offers a 38 inch (96.5cm) seat pitch, noise cancelling headphones, a calf rest and foot bar along with in-seat power supply and two USB ports.



BELOW: Economy class has in-seat power, USB charging and an 11-inch (28cm) touch screen monitor, eliminating the need for a handset.



BELOW: The new SIA Business class features a carbon fibre shell, has two side wings for better back support and reclines into a fully flat bed - as well as offering a comfortable 'sun bed' position for watching TV on the large touch screen monitor.



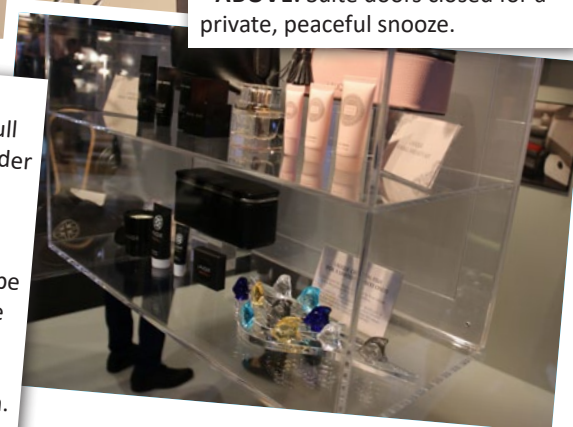
ABOVE: Believe it or not, this is Business class. Long lie-flat beds - and the ones at the front of each cabin section extend under the bulkhead as pictured. The other Business class seats create a 198cm flatbed via a roomy nook for the travellers' feet.



ABOVE: Suite doors closed for a private, peaceful snooze.



RIGHT: Inflight amenities for Suites guests include a full array of Lalique products under a co-branded partnership. As well as his and hers items, a unisex kit containing lifestyle items is designed to be collectible, featuring a Lalique candle, scented soap and for a limited period, a miniature ornamental Lalique crystal fish.



Friday 3rd November 2017

Tempo France tours

TWO new packages have been introduced by Tempo Holidays which it said "encapsulate the entirety of France when combined together".

The 10-day Grand South Tour journeys from Paris to Nice, soaking up the scenery in the Rhone Valley and venturing from the Alps to the sea.

It is priced from \$5,490pp.

The Grand Tour North travels the reverse route, stopping at La Cite in Carcassonne, Bordeaux and the Normandy coast and is priced from \$6,675pp.

AirAsia marks 10

YESTERDAY AirAsia celebrated 10 years of flying to Australia by gifting some pax departing and arriving into the Gold Coast, Perth, Melbourne and Sydney with 10th anniversary surprises, including discount vouchers.

To mark the occasion, an AirAsia X aircraft painted with a special livery will operate selected flights to and from Australia and promo fares are available until 05 Nov.

See www.airasia.com.

Van Gogh a hit

THE Van Gogh and the Seasons exhibition generated almost \$56 million for the Victorian economy, new data has revealed.

The exhibition was held as part of the National Gallery of Victoria's Melbourne Winter Masterpieces series, which attracted 462,262 visitors across its 76 day season.

Range Rover hire

SUBSIDIARY of Europcar Group, Europcar UK, has added the Range Rover Velar to its Selection prestige vehicle fleet.

The company's md Gary Smith said the vehicle is "ideal for executives looking to impress or leisure travellers keen to enjoy the ride".

Air France to Male

AIR France began operating two weekly services from Paris-Charles de Gaulle to Male in the Maldives earlier this week.

The flights are operated by Boeing 777-200, equipped with 312 seats including 28 in Business, 24 in Premium Economy and 260 in Economy class.



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.

DriveAway Holidays is offering savings for travellers heading to New Zealand by 14 Dec. Prices for a compact vehicle with Ezi Car Rental start at \$21 per day over seven days in Auckland - [CLICK HERE](#).

Travellers can save \$200pp on any **Albatross Tours** 2018 Europe/UK Small Group tour booked and deposited by 22 Dec as part of the company's just-announced earlybird sale. Call 1300 135 015.

A special price of \$6,745 per person inclusive of return airfares to Europe is available on **Viking Cruises'** 15-day Grand European Tour in 2018. The deal is valid for the 16 and 18 Mar departures. Visit vikingrivercruises.com.au.

Trafalgar has extended its \$699 air offer until 14 Dec or sold out. The deal is available across all of the company's 95 trips through Europe and Britain for 2018 and includes return flights from all major capital cities with airlines including Qatar Airways and Cathay Pacific - [CLICK HERE](#).

Luxury travel company **Abercrombie & Kent** is offering savings of \$150pp for stays Sun-Thu at Emirates One&Only Wolgan Valley from \$795ppts per night, or \$870ppts per night from Fri-Sat, a \$75pp discount. For minimum two-night stays 01 Nov-29 Mar. Call 1300 590 317.

Savings of up to 25% are available at **Metro Hotel Perth** for stays until 30 Apr which are booked by 01 Apr. Stay in a Superior Riverview or Executive Room for two nights and save up to 20%, with an additional 5% available for stays of three nights or more. Call 1800 00 4321.

Ocean addition

OCEAN Alliance is now representing *M/Y Infinity* for charter in Australia, marking the first time the vessel has been available for charter.

M/Y Infinity is based in Sydney and has capacity for 10 guests in five cabins along with events for up to 50 people.

For any enquiries, contact laurie@oceanalliance.com.au.

PAL upgrades

EIGHT Philippine Airlines A330-300 aircraft have been transformed from all-Economy class to three-class.

The 309-seater aircraft now offer Economy, Premium Economy and Business class, with new seats, on-demand audio and video as well as onboard wi-fi and internet connectivity.

Hilton Kazak debut

THE first Hilton Hotels & Resorts property in Kazakhstan, Hilton Astana, has opened next to Silk Way, the largest shopping centre in Astana.

The 253-room hotel offers a rooftop bar and more than 4,000m² of events space, including nine meeting rooms and a ballroom with capacity for up to 900 people.

It also has a spa which spreads across 1,900m² with an indoor swimming pool, 24-hour fitness centre, nine treatment rooms, saunas and a Turkish bath.

Qatar Scandi boost

QATAR Airways will expand its services to Scandinavia in the winter 2017/18 peak season, GDS displays show.

From 27 Dec-03 Feb the airline will up its Doha-Copenhagen route from 14 to 16 weekly and its Doha-Copenhagen services will increase from seven to 10 weekly flights from 22 Dec.

Qatar Airways will add services between Doha-Stockholm Arlanda from 28 Dec-31 Jan, up to 17 weekly flights from 14.

SKAL MONTHLY MEETING NOTICE

Skål is a professional organisation of travel and tourism leaders. Join us at your local club for industry updates, networking and new friendships.

Club: SKAL Sydney
Date: Tue 7th Nov
Venue: Hotel CBD Cnr King and York Sts, Sydney
RSVP: sydneyskal@bigpond.com

Club: SKAL Perth
Date: Fri 10th Nov
Venue: Bells Functions, Pier 3, Barrack Street Jetty, Perth
RSVP: alison.banks@travelmanagers.com.au

Club: SKAL Launceston
Date: Tue 14th Nov
Venue: Prickly Cactus
RSVP: secretarylaunceston@skal.org.au



SKAL INTERNATIONAL AUSTRALIA
International Association of Travel and Tourism Professionals
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Travel Daily

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business events news

Pharmacy
Daily

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*Kids clubs under 4 years old are at extra cost. 1Garuda Indonesia and Club Med promotion is valid for sale from 23 October 17 - 20 November 17. Minimum 7 nights consecutive stay required. Offer valid for travel from 1 November 2017 to 30 June 2018. Prices advertised are based on departures from SYD, MEL, and PER, travelling in economy 5 class departing 19 March 2017. See website for full terms and conditions.



Working in partnership with the Australian Travel Industry

Digital Marketing Executive

Sydney, Circa \$70k + Super, Ref: 3043SO1

Work for an award winning company in the CBD, you will be an experienced marketing executive that loves working within a great team which supports the larger function. You should enjoy working in a fast paced environment & will be looking for a fantastic new challenge to embrace. You should be someone who is creative & good at digital transformation, you will have the freedom to shape the digital presence, over multiple products & services as the continued digital transformation takes place.

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

Cruise Consultant

Sydney, Up to \$55k + Super, Ref: 2641SJ1

Do you love Cruise and would you like to specialise in this niche but booming travel product? If you have a passion for cruising and for travel sales then apply now. You will be working towards targets and earning a great salary in return within a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

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

Cruise Consultant

Brisbane, Up to \$50k + Comms, Ref: 2896SZ5

Multi-award winning online agency with low turnover of staff due to a fun and supportive company culture and working environment. Full kitchen and state of the art facilities including daily morning coffee, fresh fruit platters and Friday afternoon wind down drinks in the lounge area. Overlooking the Brisbane River, our clients are looking for an experienced travel and cruise consultant wanting a change. Answering inbound calls, no cold calling or going out to chase enquiries.

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

Travel Consultant – Own Client Base

Melbourne, Up to \$55k + Super, Ref: 2511MC1

My client is a boutique agency based in Central Melbourne with a reputation for its excellent customer service and high end/luxury holiday planning. They are seeking an experienced retail travel consultant with their own client base to join their highly successful team. If you have strong attention to detail, a love for the travel industry, a presentable and professional attitude and are willing to go above and beyond for your customers, then this is the perfect role for you!

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

Store Manager

Bankstown, Up to \$70k + Super + Comms, Ref: 2977PE6

My client, a well-known travel company who book worldwide cruises, flights & tours are looking for an experienced manager to join them. You'll be responsible for the profitability, leadership & motivational management of your team. You'll drive sales targets through support and influence of each team member offering coaching & training support & setting sales targets. The role would ideally suit a mature Travel Manager with exceptional people management skills and is highly customer focussed.

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

Groups & Adventure Consultant

Gold Coast, Competitive Package, Ref: 1991AW1

Our client is based in the Gold Coast and looking for an experienced travel consultant. Booking international and domestic product, you will be customer focused, with a positive attitude and ability to work in a team. You will be working with the youth market - specialising in Groups and Adventure travel – as well as participating in Account Management and Consulting. Working towards sales targets, you will be well rewarded! Want to work Mon-Fri? Then this role is for you!

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

Wholesale Consultant – Niche Product

Melbourne, \$40-42k + Comms, Ref: 33020HC12

Are you currently working in the Travel Industry & need a change? Have you always wanted to work in wholesale travel? Then here is your chance! This Melbourne based company is recruiting for a passionate Wholesale Consultant. Dealing with agents only, this wholesale role is great for an experienced Wholesale Consultants that are looking for a new adventure in their career. Candidates must have the ability to thrive and succeed in an often diverse and always customer focused, travel sales role.

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

Luxury Travel Consultant

Perth, Competitive, Ref: 5473SJ2

A new position has opened in Perth 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
(08) 6365 4313 or click [APPLY](#) now.



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