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Jamie's big payday

JAMIE Pherous, ceo of Corporate Travel Management, has reaped almost \$27m from selling part of his stake in the firm.

An ASX update late on Fri confirmed the sale of 5.5% of the Pherous shareholding, comprising 1.65 million shares at \$23 each.

The company said the proceeds are to be used for a "personal investment," with the sale following strong enquiries from both domestic and international funds looking to invest in the firm after its FY17 results and recent annual general meeting.

With 20 million shares left, Pherous still remains the biggest shareholder in the company.

Qatar buys into Cathay

QATAR Airways is continuing its strategy of taking equity positions in other carriers, this morning confirming the acquisition of almost 10% of Cathay Pacific, (**TD** breaking news).

The transaction is expected to be finalised later today, involving the purchase of 378 million shares comprising 9.61% of the Hong Kong-based airline.

At the current CX share price the deal is worth about 5 billion Hong Kong dollars (A\$832 million).

"Qatar Airways is very pleased to complete its financial investment in Cathay Pacific," said QR ceo Akbar Al Baker.

"Cathay Pacific is a fellow oneworld member and is one of the strongest airlines in the world, respected throughout the industry and with massive potential for the future," he said.

QR also holds 49% of Italian carrier Meridiana, a 20% stake in International Airlines Group,

parent company of British Airways and Iberia, along with 10% of LATAM Airlines Group.

Qatar Airways, BA, Iberia and LATAM are all fellow members of the oneworld alliance.

Qatar Airways also recently withdrew a plan to acquire 10% of American Airlines (**TD** 03 Aug) after US hostility to the proposal.

KE Air Tickets offer

AIR Tickets and Korean Airlines are running an agent incentive offering Coles Myer gift cards for agents booking KE flights to Europe, USA and Asia from today through to 03 Dec - see **page 9**.

Garuda incentive

AGENTS booking Business class Garuda flights from Melbourne to London can earn a \$50 gift card, with special fares on offer to 31 Dec - details on the **last page**.

Nat Geo & Scenic

SCENIC has partnered with National Geographic Expeditions in the United States to launch a new range of "National Geographic River Cruises".

The partnership is currently offered only within the American market, with a US-issued media release stating each sailing will be accompanied by a National Geographic expert who can "enrich the experience through educational presentations and informal discussions throughout the trip".

There will also be a National Geographic photographer on board to share professional techniques and help guests improve their photography skills.

Scenic founder Glen Moroney was quoted as saying "we are excited and proud to align ourselves with a brand as historic and well respected as National Geographic" - more information in tomorrow's **Cruise Weekly**.

Today's issue of TD

Travel Daily today has eight pages of news and photos, plus full pages from:

- KE/Air Tickets promo
- AA Appointments jobs
- Garuda Indonesia



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SQ lifts Dusseldorf

SINGAPORE Airlines is set to boost frequencies on its new Singapore-Dusseldorf route, with GDS indicating details of an extra flight scheduled from 30 Oct 2018.

The additional rotation would bring the route to a four times weekly operation.

AirAsia to refund \$500k+

AIRASIA has identified almost 10,000 child passengers who were incorrectly charged the government's Passenger Movement Charge on flights between Darwin and Bali.

The carrier is offering refunds to the affected customers, after the PMC was levied on tickets for children aged 2-12 years flying on AirAsia services ex DRW to DPS between Dec 2010 and Sep 2017.

The Australian Competition and Consumer Commission (ACCC) raised concerns with the airline after media reports about the issue, saying AirAsia had acted quickly to address the error.

AirAsia has rectified the matter for any future bookings, and refunds are currently in process

for all affected guests, according to the carrier's website.

Impacted customers are being asked to email their claim to iaa_darwin@airasia.com along with a copy of their passport and banking details for the refund.

ACCC deputy chair Michael Schaper said affected customers should have already received an email from AirAsia, with the Commission set to monitor the refund process.

He said the low-cost carrier had committed to finalising any refunds within 21 days of receiving a valid claim.

Virgin off and racing

VIRGIN Australia has launched a new "exclusive and personalised service" for interstate travellers to the Spring Racing Carnival in Melbourne this week, along with a #runwaytoraces social hashtag.

Guests in the VA Sydney Lounge will be made "race ready" with makeup and hair services in partnership with Sephora.

Virgin will once again operate its Hat Valet service with crew to look after those all-important headpieces, while the Sydney lounge will feature specially curated canapes from Bennelong senior sous chef Shui Ishizaka.

Makeup and blowdry services will be available from 6am-11am on all four major Spring Racing Carnival days, with more than 75,000 people expected to travel to Melbourne for the races.

New Meudell role

VISIT California director Kristy Meudell, who has worked with Gate 7 for the last eight years, has been appointed as head of consumer PR for communications agency Res Publica.

Meudell's last day with Gate 7 will be this Fri 10 Nov.

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Vale Bernie Schultz

THE Australian tourism industry is mourning the death of Bernie Schultz, whose extensive career included roles with the Australian Tourism Commission, AccorHotels and Australian Airlines.

The Australian Tourism Export Council (ATEC) said Schultz was a "mentor, guide and great friend to many in the tourism industry," and held a variety of honorary and advisory roles including with ATEC, the Queensland Tourism Awards and the Gold Coast chapter of Skai International.

Industry peers are invited to attend a memorial for Schultz at the Sofitel Gold Coast on Tue 14 Nov at 5pm.

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Amadeus revenue up

AMADEUS has reported a revenue increase of 8.9% to €3,686.6 million in the year to Sep 2017, compared to the corresponding period in 2016.

Earnings before interest, taxes, depreciation and amortisation (EBITDA) grew 10.1%, to €1,466.3 million in the period to Sep.

In the distribution segment, total travel agency air bookings made increased from €409.8 million in Jan-Sep 2016 to €434.4 million in the year to Sep 2017.

Vietnam Typhoon

TYPHOON Damrey has killed at least 27 people after pummeling central and southern Vietnam.

The storm made landfall near the popular holiday destination of Nha Trang.

Wind gusts of 90km/h were recorded, with the storm causing damage to more than 40,000 homes, hundreds of electricity poles and uprooting trees.

NT wet campaign

THE latest NT Tourism campaign 'Summer Well Spent' targets domestic audiences, aiming to create interest and conversion for holiday visitation to the Territory during the wet season.

The campaign will have a dedicated web page and will highlight holiday deals, videos, regional maps, itineraries and activities available.

Locals are encouraged to invite interstate friends and family to visit as part of the campaign.

CLICK HERE to view the site.

STA links with SQ

SINGAPORE Airlines is the latest of more than 60 airlines to join STA Travel's BlueTicket alliance.

The global partnership will give STA customers in more than 50 countries access to exclusive deals on flights with the Singapore-based airline.

The deal covers air fare products that can be mixed and matched.

MH A350 debut

MALAYSIA Airlines will launch its new Airbus A350 aircraft on the domestic Kuala Lumpur-Kota Kinabalu route, with GDS indicating the next generation aircraft will fly between the cities from 27 Dec 2017-14 Jan 2018.

It is anticipated that thereafter the A350 will be deployed on the flagship London route.

One&Only Greece

THE One&Only hotel brand has a new resort in the works with the 75-villa One&Only Kea Island resort in Greece given the green light for development.

The new ultra-luxury resort will be located on the west side of Kea Island in the Cyclades group and will offer three restaurants and two bars.

Kerzner International will develop the resort on a 65-hectare beach-front position in partnership with Dolphin Capital Investors.



Window Seat

MORE than 25 million plastic bricks were used to construct the newly-completed LEGO House in Denmark and now Airbnb and LEGO are running a competition to find one family to spend the night in the iconic toy brand's new digs.

The winning entry needs to answer the question: 'If you had an unlimited supply of LEGO bricks, what would you build?'

The chosen family will be invited to the LEGO House to spend the night on 24 Nov.



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Rotto ferry boost

ROTTNEST Island has received a welcomed boost ahead of the peak tourist season, with SeaLink launching new ferry services.

Visitors will have the choice of two extra ferry services operating from Fremantle Port and one additional service from Hillarys Boat Harbour.

WA Premier Mark McGowan said the increase would add 700,000 extra seats to Rottneest Island each year and would increase tourist spend in the West Australian economy.

Philippine alert

DFAT is warning travellers of a high threat of terrorism in the Philippines, including Manila.

The department is advising Australians to be alert to possible threats in locations that have a low-level of security.

The level of caution remains high, with some regions having a do not travel advisory in place.

Mantra turns sod

CONSTRUCTION on Mantra Epping, a new \$70 million hotel development in one of Melbourne's fastest growing areas, is now underway following a sod turning ceremony.

Scheduled to open in 2019, the 214-room, four-star hotel has been designed to reflect the historic and modern attributes of the suburb.

The property will be located 18km north of the Melbourne Central Business District.

Mantra Epping will have a restaurant, meeting facilities, brewhouse and a gym.

QR Sarajevo ops

DOHA-BASED Qatar Airways has commenced operations to Sarajevo in Bosnia and Herzegovina, the airline's fourth new Eastern Europe destination in the past four months.

QR will use an Airbus A320 and will fly on Tue, Wed, Fri and Sun.

Island-hopping in Greece



TEMPO Holidays recently escorted a number of Travellers Choice members to the sunny islands of Greece as part of a famil designed to discover the different Greek Islands.

With Greece growing in popularity as a holiday destination for Australians, the famil allowed the group the chance to explore the area instead of focusing on hotel inspections.

For nine days agents experienced the islands of Santorini, Naxos & Paros, as well as the cosmopolitan city Athens.

While in Santorini, visits were made to areas including Profitis

Ilias mountain and Megalochori, before making a trip to the island's most famous beaches, one with red sand and the other with black sand.

Pictured are Natalie Ryan, Tempo Holidays; Catherine Pike, Oliver Travel; Donna Phillips, Savenio; James Cracknell, Windsong Travel; Nick Good, Tempo Holidays; Tayla Donovan, Select World Travel; Amanda Dresser-Sullivan, Dynamic Travel Group; Hughla McLaren, Thornleigh Cruise & Travel; Melissa McQuillan, Endeavour Travel & Cruise; and Suzanne Findlay, Orange Journeys.

oneworld

American Airlines

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THE Singapore Tourist Board (STB) chose Sydney as the location for its weekend Inside Out 2017 creative showcase on the back of continued growth out of the Australian market.

Latest statistics from the STB show that Australia remains Singapore's fifth largest int'l market for in-bound visitors.

STB ceo Lionel Yeo, **pictured**, said he expected further growth from Australia with Qantas adding capacity in 2018.

"With Qantas returning the Kangaroo Route to Singapore instead of Dubai, the extra capacity from an A380 will bring more people to Singapore."

With 70% of Australians choosing Singapore as a stopover

destination, Yeo said this was something the STB encouraged.

"We promote the idea of a stopover as a convenient way to explore Singapore."

Yeo said the Inside Out event, which previously had been held in cities including London, Beijing and New York, was about promoting the Lion City as an arts and culture hub.

"Aussies really enjoy the culture side of Singapore - Australia was a top three source market for Art Week, F&B is strong, the F1 night race is popular, in part because of Daniel Ricciardo," he said.

Inside Out featured a number of artistic displays, including musical performances, films and a variety of food and beverage outlets.

Solomon record

SOLOMON Islands has recorded its biggest ever Aug visitor intake since arrival records began.

A total of 2,589 visitors arrived in Aug, which represented a 35% increase on the 1,916 arrivals into the Solomon Islands in Aug 2016.

Solomon Island Visitors Bureau (SIVB) ceo Josefa Tuamoto said the 75th anniversary of the Battle of Guadalcanal was the key factor in the increase.

Strong arrivals from Australia, the United States, New Zealand and Japan were recorded.

Moxy Japan debut

MARRIOTT International has opened two new additions to its Moxy Hotels brand in Japan.

Moxy Tokyo Kinshicho has 205 guestrooms and is located in the Kinshicho district of Tokyo.

The other opening is Moxy Osaka Honmachi, which has 155 rooms and is located steps away from Honmachi Station, one of the main hubs in Osaka.

Moxy Hotels is Marriott's millennial-focused brand that debuted in Sep 2014 in Milan.

White night boost

THE Victoria Tourism Industry Council (VTIC) has welcomed the news that White Night will be launched in Geelong and Bendigo for the first time in 2018.

VTIC chief executive Brad Ostermeyer said the expansion would "positively impact the many accommodation, winery, restaurant and tourism businesses that are so important to these regional cities".

White Night is an all-night cultural and artistic event that has become a mainstay of Melbourne's event calendar.

AF-KL profits up

AIR France-KLM said improving price trends helped it report better than expected third quarter profits, joining major European peers in benefiting from strong summer demand.

The company saw its 3Q17 operating profit jump 38.7% to €1.022 billion, against the quarter's prediction of €953m.

Load factor for Air France-KLM improved by 1.7% to 89.2% in the three month period, while overall pax numbers increased 5.4%.

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Hertz goes hybrid

HERTZ Australia has exclusively launched the Mitsubishi Outlander PHEV (Plug-In Hybrid Electric Vehicle) into its Green Collection, enhancing its car rental offering for drivers looking to reduce their carbon footprint.

The vehicle will be piloted in Adelaide, with vehicles then being introduced to Canberra Airport's fleet in the coming months.

Hertz has also installed charging stations at participating locations.

Outrigger h'moons

OUTRIGGER Resorts has launched a range of nine honeymoon packages for all of its Pacific, Asian and Indian Ocean beachfront resorts.

Offerings include the Honeymoon Getaway Package, which includes breakfast in bed, sparkling wine, flower decorations and chocolate.

The deal requires a minimum stay of three nights.

Airnorth extended

THE Northern Territory Government has announced a 12-month extension to Airnorth's Centre Run air service trial.

The service currently provides three return services per week from Darwin to Katherine, Tennant Creek and Alice Springs.

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19

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60

MOBILE AGENTS

5

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Carnival returns

CARNIVAL Corporation cruise brands will return to Caribbean ports in Grand Turk, St Thomas and Puerto Rico as they recover from recent hurricanes.

Brands including Carnival Cruise Line, Seabourn, Holland America Line, Princess Cruises and P&O Cruises UK have port calls scheduled from next month.

The Florida-Caribbean Cruise Association (FCCA) reports that nearly 90% of destinations in the Caribbean region are now open for business.

Bangladesh alert

DFAT warns there is a high threat of terrorist attacks in Bangladesh, and that militants may be planning to target western interests.

It says Australians should reconsider their need to travel.

Le Meridien Korea

LE MERIDIEN Hotels & Resorts has made its debut in South Korea with the opening of a property in the Gangnam district of Seoul.

The 336-room Le Meridien Seoul features a colonnade that connects its public spaces and an atrium, as well as a 1,157m² first floor cultural and arts space called M Contemporary.

"We are delighted to debut Le Meridien in the heart of the city ahead of the 2018 Olympic Winter Games," said Le Meridien vp brand marketing and management George Fleck.

Cobalt FRA link

CYPRLOT carrier Cobalt Air has begun twice weekly services between Larnaca and Frankfurt, giving the recently launched airline a total of 16 destinations.



INDIGENOUS students from Tropical North Queensland communities have enjoyed a day on the Great Barrier Reef thanks to Cairns-based sailing operator Passions of Paradise.

The group set out as part of a reward program run by AFL Cape York House which recognises students for strong school attendance figures.

"This was the first time these teenagers have travelled to the

Great Barrier Reef on a tour vessel and we enjoyed showing them why people travel from all over the world to experience the colours of the Reef this way," said Passions of Paradise chief executive officer Scotty Garden.

Ten boys from the senior school, **pictured**, travelled with Passions of Paradise after achieving 94% attendance levels during the past school term.

AFL Cape York House in Cairns hosts students from remote communities in the Torres Strait, Kowanyama, Aurukun, Wujal Wujal, Hopevale, Lockhart River and Mornington Island.

Philippine Xmas

THE Philippine Department of Tourism is supporting a Philippine Christmas Festival this weekend at Tumbalong Park in Sydney's Darling Harbour.

The 11-12 Nov event will highlight Philippine Christmas culture including traditional food, music and games.

The department will launch a "Bring Home a Friend to the Philippines" campaign at the festival, encouraging expat communities to help generate tourism to the Philippines.

Adelaide Travelunch

ADELAIDE will host its first travel industry Travelunch on 07 Dec as a fundraiser for the Variety SA children's charity.

The lunch will be held in conjunction with Skal Int'l at the Adelaide Oval Ian McLachlan Room, with door prizes, raffles and guest speakers.

CLICK HERE for bookings.

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We have 2 newly created opportunities at Si Holidays, for 2 travel industry experienced Business Development Managers. One position is part time – 3 days per week - based in Canberra. The other position is also part time – 2 days per week – based in Cairns. We are looking for experienced BDM's, possessing outstanding sales results, to join our dynamic team. Please apply if you possess outstanding sales results and a great attitude.

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Industry tees off for charity



THE Queensland travel industry got behind this year's "Drive for Daniel" golf day at Carbrook Golf Club, raising \$15,000 for the Daniel Morcombe Foundation.

Postponed earlier this year due to Cyclone Debbie, the annual event has been held every year since 2011.

The four ball ambrose event had a full field of 36 teams and 144 players participating and was supported by major sponsor, Korean Airlines, which donated two tickets to New York.

Major airlines, tour and cruise operators, wholesalers, car and limo companies, hoteliers and local businesses also showed their support for the cause.

The 2018 edition of the event is locked in for Fri 01 Jun at Carbrook Golf Club.

The QLD Travel Industry Golf Day committee are **pictured** presenting the cheque to Denise and Bruce Morcombe and ceo Holly Brennan.

From left are: Peter Balmer, Cruise & World Coach Tours; Danny Roche, Room Res; Sharon Hando, Travel the World; Denise and Bruce Morcombe, Daniel Morcombe Foundation; Kim Tomlinson, Travellers Choice; Holly Brennan, ceo Daniel Morcombe Foundation and Scott Wagstaff, Carbrook Golf Club.

Dolly spends big

DOLLY Parton has unveiled the 2018 entertainment lineup for her Dollywood theme park which represents an investment of \$1m more than any season-long schedule in the attraction's history.

Headliners in the "Season of Showstoppers" include The Marshall Tucker Band, The Drifters, T.G. Sheppard, Suzy Bogguss, Atlanta Rhythm Section and Crystal Gayle.

For the full Dollywood 2018 lineup, visit www.dollywood.com.

Jetstar to Hat Yai

JETSTAR Asia's first flight from Singapore to Hat Yai in southern Thailand took to the air on Fri.

The new service operates four times a week on Mon, Wed, Fri & Sat utilising Airbus A320 aircraft.

It marks the third city in Thailand that Jetstar Asia will fly to and the addition aims to provide local and international travellers with more low-fare options between the two cities.

Travel Daily

Monday 6th November 2017

Pixar for Disney

DISNEY has revealed more details on the transformation of Paradise Pier at the Disney California Adventure Park to Pixar Pier in 2018 (**TD** 17 Jul).

The area will consist of four new neighbourhoods, the first inspired by *The Incredibles* and featuring the Incredicoaster - which is currently "California Screamin'".

Another neighbourhood will be based on *Toy Story*, developed around the Toy Story Mania! attraction & another by *Inside Out*, which will open at a later date.

The fourth will be a collection of Pixar stories and include a new-look Mickey's Fun Wheel and a Pixar-themed lounge.

Crystal redesign

CRYSTAL Cruises' *Crystal Symphony* has emerged from drydock following its most expansive makeover.

The vessel has been fitted with 12 new Seabreeze Penthouse with Verandah suites and 28 Seabreeze Penthouse Suites, reducing its capacity from 922 to 848 passengers.

The former Crystal Dining Room has been swapped out for Waterside, and Lido Cafe has been turned into Marketplace by day and Churrascaria by night.

Also new is Silk Kitchen & Bar and Umi Umi & Sushi Bar.

The Open Seating concept has been introduced, several public spaces redesigned and unlimited complimentary wi-fi added.

Icelandair to Berlin

ICELANDAIR has launched a year-round service between Reykjavik and Berlin-Tegel Airport, operating thrice weekly.

The flights will depart at 1305 on Mon, Fri and Sat.

Icelandair ceo Birkir Holm Gudnason said the new flights establish the airline's commitment to strengthening its route network.

Ireland rail strikes

SMARTTRAVELLER is warning of major disruptions on the Irish rail network from early Nov to early Dec due to planned weekly 24-hour rail strikes.

Industrial action is scheduled for 07, 14 and 23 Nov and 08 Dec and Irish Rail is offering refunds for bookings for the affected days.

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Hilton hit with fine

HILTON Hotels will be forced to pay more than US\$700,000 (A\$917,000) after it was found to have been negligent in handling two separate data breaches, the *BBC* reports.

The attacks occurred in 2014 and 2015 and are believed to have compromised more than 363,000 accounts.

The hotel chain notified the public of the breaches more than nine months afterwards.

Part of the settlement will require Hilton to enhance its IT security measures.

It remains unclear whether data was stolen during the attacks.

Perth events hub

A NEW events hub has been approved for development under the Perth City Link project in line with the Western Australia Govt's commitment to attract more festivals and live music to Perth.

The new space is already slated to host the WAMFest Live Lot Party, a free concert aimed at embracing WA musical talent.

Two more events will follow, the Perth Makers Christmas Markets and the official Pride Parade After Party later in Nov.

The Western Australia Government's push for more cultural events includes activating spaces in streets and parks.

Win an Aurora Expeditions cruise



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This week, Aurora Expeditions, is giving readers the chance to win a free trip for 2 onboard a 2018 expedition worth up to **US\$21,200** per person. You can choose from one of the below expeditions:

- 18 day "In Shackleton's Footsteps" 7-24 March 2018 – Weddell Sea, South Georgia & Falklands
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To enter, tell us in 25 words or less why Aurora Expeditions is the perfect choice for your clients wanting an authentic, small ship expedition cruise to the Polar regions. The winner will have the most creative entry. Send your entry to auroraexpeditions@traveldaily.com.au

To improve your entry, here are some helpful research tools:

- Visit the website - auroraexpeditions.com.au
- Order your copy of the 18/19 expedition guide from Tifs - tifs.com.au



Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Scenic Tours - The Magical Wonders of Christmas 2018/19

A new program from Scenic Tours is offering travellers the chance to experience Christmas in a variety of exciting ways in its 2018/19 brochure, from sailing down many of the waterways of South-East Asia, to taking in a traditional white Xmas in Europe, taking in the bracing sights of the Canadian Rockies or, for something really different, cruising onboard the *Scenic Eclipse* sailing the waters around Antarctica.



Insider Journeys - Vietnam, Laos, Cambodia & Myanmar 2018/19

Discovering South-East Asia in the form of small group travel and river cruises is offered with Insider Journey's new brochure for the region. Focusing on the authentic experience, itineraries exploring ancient temples, cruising Asian rivers and sampling fine food in Indochina are offered with the flexibility of taking private trips or on its Footloose Tours where expert guides take travellers to the best hidden gems on offer.



Topdeck Australia and New Zealand 2018/19

Trips to the red centre gazing at the raw beauty of Uluru, hitting the waves on an ultimate 'surfari' or exploring the islands of Australia's east coast are all on offer in Topdeck's latest Australia and New Zealand brochure. Across the Tasman, the company's New Zealand trips focus on the best skiing spots, adrenalin attractions and a special tour linking Christchurch with Auckland.

WN lifts Cancun

SOUTHWEST Airlines has revealed it will now be offering two new flights to Cancun from 09 Jun.

The new routes will fly from Pittsburgh and Raleigh-Durham to the popular Mexican tourist spot and will bring its total offering to 27 departures to Cancun from 16 cities across the United States.

The airline's Cancun announcement was made in conjunction with a host of other expanded flight schedules next year, including more flights to the Bahamas from 10 Jun and new daily nonstop services between Oakland and Indianapolis, Minneapolis & Orlando.

Hyatt House Turkey

HYATT Hotels has made its first push on the Turkish market by opening the Hyatt House Gebze.

The 158-room hotel is located a short drive from Sabiha Gokcen International Airport and is 60km from the city of Istanbul.

Hyatt House Gebze features fully equipped kitchens, 24-hour workout room, indoor pool and 98m² of meeting space.

"The Hyatt House brand is designed to offer guests a home away from home," said Emin Celik, gm of Hyatt House Gebze.

The new Turkish property forms part of a wider expansion strategy for Hyatt House brand outside the United States.

Sell Korean Air and be rewarded with Coles Myer Gift Cards!

Incentive period 6 November – 3 December 2017



\$30

Coles/Myer Gift Card for the first 1000 economy class return tickets issued to Europe, USA and Asia

\$50

Coles/Myer Gift Card for the first 150 business class return tickets issued to Europe, USA and Asia

\$3,000

Coles/Myer Gift Card for the Agency with the most growth in sales ex SYD & ex BNE

\$3,000

Coles/Myer Gift Card for the Agency with the highest sales ex SYD and ex BNE

Terms and conditions: Incentive period 6 November – 3 December 2017. Valid on all Korean Air international tickets ex Australia issued on KE (180) ticket stock. \$3,000 Coles/Myer Gift Cards will be awarded to (a) The top agency sales ex Sydney (b) The top agency sales ex Brisbane (c) Agency with the most growth in sales ex Sydney versus corresponding period in 2016 (d) Agency with the most growth in sales ex Brisbane versus corresponding period in 2016. \$30 Coles/Myer Gift Card will be awarded for the first 1000 economy return tickets issued to Europe, USA and Asia. \$50 Coles/Myer Gift Card will be awarded for the first 150 business class return tickets issued to Europe, USA and Asia. Infant, cancelled, group bookings and refunded tickets are ineligible. Prizes are non-transferable and any FBT implications are the responsibility of the winning agency. Sales will be automatically tracked by Korean Air and helloworld who reserve the right to cancel or alter the conditions of the incentive at any time. Winners will be notified within 60 days after the incentive period expires. All winners must be an international travel consultant and full time employee of the agency. This incentive is open to Helloworld Branded, Helloworld Associates, My Travel Group Member and Air Tickets customers.





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PERTH/ADELAIDE – EXEC SALARY PKG

We are looking for an experienced area/regional revenue manager to join this expanding hotel group. Lead a team of Revenue Mgrs./Analysts & work closely with hotels to design & implement revenue management processes & strategies across all hotels in your region to achieve company goals. Work closely with all key stakeholders to plan & deliver results. Exec. salary + bonus + benefits. Exp. in a similar role a must along with great leadership & analytical skills.

****NEW ROLE****

TRAVEL INDUSTRY BDM

SYDNEY - SALARY PACKAGE TO \$80 PLUS BONUS

Thinking about a new role for the New Year? Or ready to move now? An opportunity has opened up at one of Australia's most successful travel companies. You will need to have experience in a previous BDM role to be considered for this premium position. Work for one of the best representing an amazing product that practically sells itself. A great salary, car allowance and bonus on offer. Please call for a confidential chat.

TAKE THE NEXT STEP

GLOBAL CORPORATE ACCOUNT MANAGER

SYDNEY- SALARY UP TO \$120K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of building relationships, growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

LEAD AND DELIVER RESULTS

GENERAL MANAGER

PERTH – UP TO \$120K PKG+ BONUS

Are you an innovative General Manager looking for a new challenge? Come join this growing hotel brand & be responsible for overseeing all hotel operations, lead the team with a focus on providing an exceptional guest experience & growing the bottom line. Experience as a GM in 4-5 star hotel is essential along with exceptional leadership, communication & interpersonal skills. Strong salary package on offer for the right candidate.

IT'S A DIGITAL WORLD

DIGITAL MARKETING EXECUTIVE

SYDNEY SALARY PACKAGE \$70K

This global company have a rare opportunity to join their marketing team, you will need to have digital experience to be considered. This organization is growing significantly so room for progression is definitely something they can offer. Based in the CBD and a reputable company that anyone would be proud to work for. Great package on offer and excellent working conditions. Call for more information.

BE STRATEGIC

ACCOUNT MANAGER

BRISBANE – PKG DOE

Can you build & develop client relationships? We are looking for a switched on Account Manager with sales & travel management experience to join their growing team. You will be responsible for managing existing clients, developing opportunities to grow revenues & retain business. Strong salary package on offer. Previous account management experience in a TMC environment required along with strong strategic, presentation & communication skills.

EARN THE BIG BUCKS

SENIOR BUSINESS DEVELOPMENT MANAGER

SYD- BIG BASE \$100K PLUS BIG BONUSES

Join this unique corporate Travel Management Company in Sydney where you will be solely responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in sales. Career growth is huge for the right candidate. This company offer a great base salary of \$100k and one of the best commission schemes out there.

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*Conditions Apply: \$50 Eftpos Gift Card incentive applies to all new return or one-way Business Class or mixed Business/First Class airfares ex Melbourne to London with Garuda Indonesia issued between 01NOV17-12DEC17 for departures 01NOV17-31MAY18 only. 1x \$50 Eftpos Gift Card per ticket. Travel agents or consultants need to issue a minimum of 2 tickets during the promotional period in order to be eligible for and to redeem the free Gift Card/s. Valid on new bookings ex MEL only. The Gift Card Incentive is only valid for the first 250 Business Class or Mixed Business/First Class tickets. Agents or consultants must submit their entry by the end of the incentive period being 12DEC17 to be eligible. Entries after this time will not be accepted. Tickets must be issued on GA paper. Codeshares not permitted. Infant tickets do not count. Incentive only valid for front line travel consultants employed by a travel agency (not wholesaler or online travel agent) at the time of Gift Cards being issued. Any fees, FBT or Income Tax are the responsibility of the agent or consultant. Gift Cards will be issued 18DEC17, please allow 1 week for delivery. Gift Cards may change to items of equivalent value, incentive items are not redeemable for cash. A Gift Card is non-transferrable and cannot be redeemed for cash. Gift Cards will not be replaced if lost, stolen, altered or destroyed. Gift Card conditions may apply. Garuda Indonesia and its related entities, officers, employees and contractors are not liable for any loss, damage, liability or claim (including but not limited to, any direct, indirect or consequential loss) incurred in connection with this Incentive, use of a Gift Card or any act, omission or negligence of the travel agency or its travel consultants or any person associated with them (including any prosecution or investigation of the travel agency or its travel consultants by any government, regulatory or other industry body) except to the extent that any liability cannot be excluded by law. Other exclusions may apply, please contact us for further details or exclusions. Normal cancellation fees & booking conditions apply. Incentive may be withdrawn at any time without notice. Not valid in conjunction with any other offers. Issued: 01NOV17. ABN 92 000 861 165.