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# Travel Daily

First with the news

Tuesday 28th November 2017

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## WEB grows beyond flights

**WEBJET'S** burgeoning portfolio has seen the listed OTA record strong growth in higher margin products such as packages, deals and ancillary products, according to an analyst presentation today.

The company's total transaction value (TTV) for packages is up 40% year-on-year, with Webjet saying the "opaque pricing" of packages allows airlines to distribute discounted fares without disrupting their own retail, flight-only, pricing strategy.

TTV is also up 42% on Webjet's Exclusives contracted holiday packages, which have been promoted separately from

packages during the year in order to focus on higher value tour product offerings.

On the ancillary side Webjet has seen 25% growth in insurance sales, and a 60% TTV increase in car hire bookings.

However TTV on hotels is down 19%, in line with what the firm said was a strategic decision to no longer actively promote its standalone B2C hotel offering.

Flights continue to be a key part of Webjet's offering, with the company claiming a sixfold outperformance of the general air market in Australia.

Webjet's domestic flight pax numbers are up 11.3% year-on-year, while international bookings have surged 20.7%, versus 3.7% growth in short term resident departures according to the ABS.

## AC celebrates MEL

**AIR** Canada will tonight host an event in Melbourne for key industry partners, in the lead up to this weekend's debut of non-stop flights to Vancouver from the Victorian capital.

Melbourne will be Air Canada's third Australian port, with the route initially operating over the peak ski season, but moving to year-round in Jun 2018.

See the **cover page** for details.

## Today's issue of TD

**Travel Daily** today has nine pages of news, including a cover page for **Air Canada**, a photo page for **Travelmarvel** plus full pages from:

- inPlace Recruitment
- Garuda Indonesia

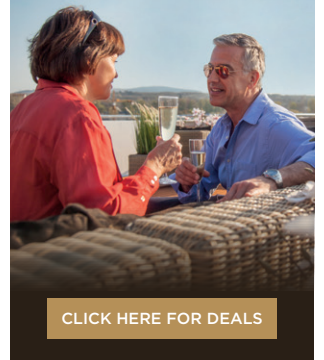


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## Travel Daily

on location in  
**Samoa**

Today's issue of **TD** is coming to you from Samoa, courtesy of Samoa Tourism and Samoa Airways.

**WHILE** in Apia it's highly recommended to learn about the Samoan culture and experience how welcoming and passionate the people are.

A visit to the Fugalei markets is a must! Get to meet the local farmers selling seasonal produce as well as the makers of Samoan handicrafts.

Take a tour of the Robert Louis Stevenson Museum, the home of the famous Scottish author, or stop by the Samoa Cultural Village where you will be entertained by Samoan warriors and see demonstrations of traditional Samoan activities. Visit **TD** on **FACEBOOK** for pics.

## MH vows to rebuild trust

**MALAYSIA** Airlines chief commercial officer Arved von zur Muehlen has apologised to travel agents, saying the carrier has not been giving the industry the service it was previously used to getting from the airline.

Speaking frankly to delegates at the Independent Travel Group conference in Kuala Lumpur on Fri, von zur Muehlen said MH is determined to transform, and outlined an internal target for the carrier to regain a five star Skytrax rating which is underpinning a significant turnaround.

He confirmed the appointment of Gabrielle Vicari as the carrier's new regional manager Australia, NZ and South West Pacific.

Vicari, who was most recently manager global industry sales with Etihad Airways, has had a long association with MH having previously been with the carrier for more than a decade.

Von zur Muehlen outlined

recent developments including the implementation of the Amadeus Altea reservation system, while a key move next month will be the delivery of MH's first new Airbus A350. "It is a visible sign we are moving forward," he said, noting the carrier has one of the youngest fleets in Asia with aircraft on average just four years old.

The carrier's key lounges in Kuala Lumpur are being upgraded, with the regional Golden Lounge to fully reopen next week, while the new flagship Satellite Lounge will debut at the end of Jan 2018.

In-flight products are also getting a makeover - including a lush First class sleeper kit, and even the blanket in Economy class which was formerly the subject of customer complaints.

After lots of research and product development, from mid-Dec MH will have the "best blanket in Economy class," he said.

## HLO consumer ads

**HELLOWORLD** Travel will run a marketing campaign in 2018 on why consumers should book with a Helloworld Travel agent.

Andrew Burnes, chief executive officer & managing director at Helloworld Travel, announced the "strategic marketing message" at the company's Frontliners Forum over the weekend in Hobart.

Set to debut next year, Burnes said some of the marketing budget would go to showcasing the benefits of booking with a Helloworld Travel agent.

"I don't think we should spend marketing dollars on telling people why book with a travel agent," he said.

"It will be about why come to a Helloworld travel agency."

Burnes said that up until now, the travel company had mostly spent its advertising dollars only on tactical offers which were promoted on television and radio and in the press.



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## Airlines' Bali alternatives

**AUSTRALIA'S** major carriers have begun offering alternative travel destinations to thousands of travellers booked on upcoming flights to Bali, as ash from the island's Mt Agung volcano continues to prevent air services.

Jetstar announced yesterday customers booked on Bali flights up to 04 Dec would be offered alternatives departing before 14 Dec and returning by 28 Dec, including flights to Phuket, Ho Chi Minh City, Singapore, Nadi, Tokyo Narita and Osaka.

They could also opt to cancel and receive a credit voucher.

"Our teams are working hard to assist customers who have been impacted by flight disruptions over the past few days due to volcanic ash in and around Bali," said Jetstar CEO Gareth Evans.

Virgin is also offering alternatives for those on Bali flights up to 04 Dec, with options available to Nadi or Port Vila.

Other VA destinations are available for customers willing to pay the fare difference, or they may cancel and opt for credit.

Qantas is allowing changes for flights up to 04 Dec including options to choose other destinations and cover the fare difference, or retain the value of tickets in credit.

Bali officials today announced Denpasar's airport would remain closed for at least another 24 hours, leaving tens of thousands of travellers stranded.

### Carnival perks pack

**CARNIVAL** Cruise Line will introduce a "Faster to the Fun" package from Dec offering perks such as priority check-in, immediate room access, dedicated guest services and priority boarding for shore tenders - see more details in today's issue of *Cruise Weekly*.

Silversea Last Minute Industry Rates!

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## Tas seeks new flights

**WITH** a record 1.27 million visitors to Tasmania in 2016, the state's tourism authorities believe more still needs to be done to capitalise on demand.

Tourism Tasmania CMO Emma Terry said capacity was something that needed to improve.

"We need to work on getting more capacity into Tasmania to meet the increase in demand.

"Sometimes it can be hard to get a flight to Tassie as well as accommodation," Terry said.

At the Helloworld Frontliners Forum Terry told agents Tasmania was adding more beds with two hotels opening recently in Hobart, and several more in the works.

She added that the northern part of Tasmania was seeing some of its "first branded premium hotels" from the likes of Marriott, Hyatt and Crowne Plaza.

"That will give us a lot more hotel options and capacity to meet the target 1.5m visitors by 2020," Terry said.



## Window Seat

**FORGET** awards for service excellence, airline facilitation and passenger satisfaction - Tokyo's Narita Airport has really hit the big time by having the region's official mascot named as Japan's favourite.

The cute half-aeroplane, half-eel creation (**pictured**) is called Unari-kun and was selected after receiving almost 1m votes in an annual poll.



Unari-kun is a hybrid of Narita airport and unagi freshwater eels, with Narita deputy mayor Kenji Sekine confessing he was "close to tears" as he accepted the award.

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# Travel Daily

Tuesday 28th November 2017

## Rydges Pit Lane

**RYDGES** Hotels & Resorts will expand its footprint in the world of motorsport, announcing Rydges Pit Lane Hotel at The Bend Motorsport Park in SA.

The four-star 100-room hotel will be located in the main pit building, with the majority of the rooms overlooking the track.

When completed in Apr 2018, it will be the second Rydges to be located on a race track, with the other being Rydges Bathurst.

The Bend Motorsport Park will host a round of the Supercars championship in Aug 2018.

## Industry cruise deal

**BREAKAWAY** is offering last minute industry rates for a cruise with Silversea.

A Vista Suite on the 03 Jan 18-night Sydney to Singapore cruise is priced from \$3,200pp instead of \$13,500pp including all taxes on board *Silver Shadow*.

**CLICK HERE** for more info.

## New Como for Bali

**COMO** Hotels and Resorts has announced it will open COMO Uma Canggu in Feb 2018 on Bali's south coast.

Boasting 119 accommodation options from standard rooms to duplex penthouses, the resort is 11km from Seminyak.

It will be the group's third property on the island.

## A&K private air

**ABERCROMBIE & Kent (A&K)** has expanded its private air journeys portfolio with the addition of two new itineraries.

Trips include a 12-day Wings Over Spain & Morocco priced from US\$27,995pp.

Limited to 13 guests, the private journey will enjoy a special after-hours visit to Seville's Royal Alcazar palace and A&K's exclusive desert tented camp.

A 12-day Wings Over East Africa itinerary is limited to 16 guests and is priced from US\$29,995pp.

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## The Chen opens in Melbourne



**ART** Series Hotel Group has opened the doors to its eighth art inspired hotel, The Chen, in the Melbourne suburb of Box Hill.

The hotel is named after and inspired by Chinese-Australian abstract artist Zhong Chen.

The 100-room property opened yesterday with an official ribbon cutting by Mantra Group chief executive officer Bob East.

Amenities at the art-inspired boutique hotel include a rooftop pool with sundeck, gymnasium, and a number of facilities for conferences and events.

There are also two dining options and an art library.

**Pictured** are: Will Deague, Deague Group ceo; Zhong Chen, hotel namesake; and Bob East, Mantra Group ceo.

BUSINESS  
REWARDS



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## Brittany at its Brest



**THE** French region of Brittany made quite an impact on the travel industry in Sydney yesterday with an engaging trade workshop followed by a convivial dinner with food, music and dance emanating from the area.

Behind other European and North American tourists, Australian travellers are the most frequent visitors to the area

located at France's most north western tip and renowned for its Gaelic heritage and historic maritime ports including Brest and Lorient.

**Pictured** from left are Deborah Le Goff, comms & promotions mgr Brittany Tourist Board; Patrick Benhamou, director Atout France; & Anne Gallo vp tourism regional council of Brittany.

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## QT Q'town opens

**QT HOTELS & Resorts** has announced the opening of QT Queenstown in New Zealand a few days ahead of schedule.

The new 69-room property boasts views over Lake Wakatipu as well as mountain landscapes of the dramatic Southern Alps.

The hotel features funky modern decor which includes signature QT Gel Beds, floor-to-ceiling windows and interiors designed by Nic Graham.

## Bhutan friendship

**THE** Tourism Council of Bhutan is currently promoting a special offer to Aussie tourists interested in visiting Bhutan, valid for travel between 01 Jun to 31 Aug 2018.

The deal put forward by the Royal Government of Bhutan commemorates the start of productive diplomatic relations between Australia and the landlocked Asian nation.

Those taking advantage of the Bhutan – Australia Friendship Offer will benefit from a range of discounts including 50% off accommodation in participating hotels and discounted airfares.

More info on the special offer can be viewed by **CLICKING HERE**.

## Quest in Bendigo

**QUEST** Apartment Hotels has opened its latest property, Schaller Hotel Bendigo.

The 120-room hotel is located at the corner of Lucan and Bayne Street and is the culmination of a rebrand of the Schaller Studio.

Operating self-contained serviced apartments, the Schaller Hotel Bendigo will take the form of a traditional hotel for Quest, consolidating a healthy hold on the Bendigo market, with two other properties already in service for the group.

## Win with Mammoth



This week *Travel Daily* and Mammoth are celebrating the opening of Mammoth's snow season by giving away a heated ski boot bag overloaded with swag.

Mammoth is the leading four-season mountain resort in California. With 1.3 million annual skier visits, Mammoth is the official training mountain for the US Olympic Snowboard and Freestyle Teams. This world-class ski destination is located an hour's flight from both SFO and LAX and boast one of the longest snow seasons in the US. Last year Mammoth received a historic 600 inches of snow.

**To win tell us in 25 words or less why Mammoth Mountain is the ultimate ski lovers destination?**

Send your answer to [mammoth@traveldaily.com.au](mailto:mammoth@traveldaily.com.au)

To help you answer the question check out: [mammothmountain.com/winter](http://mammothmountain.com/winter)

## Alice in Melbourne

**THE** Australian Centre for the Moving Image (ACMI) in Melbourne will host the world premiere of Wonderland in Apr next year, an exhibition showcasing the many screen adaptations of the iconic children's character.

The event is anticipated to attract 150,000 visitors and will bring in the 24th instalment of the Melbourne Winter Masterpieces series.

More info - **CLICK HERE**.

# SCENIC° LUXURY

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## Samoa Airways takes off



**SAMOA** is celebrating the launch of its newest airline Samoa Airways (OL), now flying between Apia and Auckland and Apia and Sydney (**TD** 25 Aug).

Speaking to **TD** in Samoa this week, Samoa Airways marketing & communications specialist Dwayne Bentley said, "Australia is a market with great potential".

"We acknowledge that the travel trade plays a crucial role, and whilst the airline has established some really good partnerships early on, our objective is to grow these and look at how we can develop new business opportunities to Samoa", he added.

The new airline will also look to grow leisure traffic from Australia, with tourism being crucial to the Samoan economy.

To help deliver these outcomes Bentley said the team was working on improving the airline's

distribution and internet booking engine, as well as monitoring on-time performance and the product and flight offering.

And while it's still early days, Samoa Airways says it is keen to expand its non-stop Sydney-Apia service if required.

The flight is operated by a 170-seat Boeing 737-800, wet-leased from Icelandair, with eight seats in Business Class and 162 seats in the Economy cabin.

Replacing Polynesian Airlines, the govt-owned Samoa Airways operates from Auckland six times a week and from Sydney twice weekly on Thu and Sat.

Samoa Airways is represented in Australia by GSA Aviation Online.

**Pictured** above at the recent launch in Sydney is: Anthony Cassar & Liz Burrage, Aviation Online; Michelene Taua'a & Dwayne Bentley, Samoa Airways and Tony Wilson, Aviation Online.

## New hotel for Goulburn Valley

**MITCHELTON** Winery will next week open a new \$16 million luxury boutique hotel in Victoria's Goulburn Valley.

The Mitchelton Hotel & Spa is located near Nagambie, about 90 minutes' drive from Melbourne, and is described as "a personal project of caravan magnate Gerry Ryan and his son Andrew" as the newest addition to the family's Mitchelton Winery Estate on the Goulburn River.

The hotel features 58 rooms, an on-site regionally-inspired spa and a 20m infinity pool.

Opening specials start at \$289 per night including breakfast for two and a winery tour.

MD Andrew Ryan said "Goulburn Valley and Nagambie have so much to offer; we have high hopes that the addition of the accommodation facility will help attract more visitors to the region and boost local tourism".

## Silversea pearls

**SILVERSEA** Cruises has revealed a new collection of remote cruising options under product banner, The Rarest Pearls.

The new expedition voyages added are all offered aboard the *Silver Discoverer*, presenting adventures to unique destinations in the Maldives, China, Vietnam to name just a few.

## SYD bridge access

**SYDNEY** Airport has unveiled a new footbridge and cycle way at its T1 International precinct, connecting the Alexandra Canal shared footpath with the P7 multi-storey car park.

More than 500 visitors either walk or cycle to the airport daily with the new bridge to enable seamless access to the airport.

## Collette lounge ties

**COLLETTE** USA and Plaza Premium Lounges have partnered to offer lounge access at Sydney, Brisbane and Melbourne from early 2018.

Bookings made before 15 Dec this year can save up to \$400pp and receive a 70km extension on its chauffeur service.

## AAA board elected

**FOUR** directors were re-elected at the annual general meeting of the Accommodation Association of Australia for 2017.

The reappointed top brass earlier in the week included chief executive officer Julian Clark from Lancemore Group; chief operating officer Simon McGrath from AccorHotels; and treasurer Bruce Copland & vice-treasurer Col Hughes.

The biggest issues facing the accommodation industry according to the body range from global online travel agencies, the disruption of the sharing economy and labour shortages.

## NZ industry take-up

**TOURISM** New Zealand has heralded its latest FY18 campaign to drive online traffic to its marketing collateral a success after boosting visitors numbers to its website by an impressive 73%.

Many of these visitors according to campaign data have been navigating to industry websites.

"The importance of an attractive and informative industry offering on the site can't be underestimated and it's great to see that the campaign is delivering some really positive early results," said Andrew Fraser, director of marketing for Tourism New Zealand.

TNZ recently launched a new guide to support industry.

**CLICK HERE** to view guide.



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## Amadeus meetings

**AMADEUS** and HRS Global Hotel Solutions have collaborated on a new tool to help small businesses more effectively organise meetings.

HRS' meetago small meeting solution has been integrated with the Amadeus cytric Travel & Expense tool and will enable meeting organisers to streamline the process of booking spaces and also track the spend.

More specifically, the booking tool is able to cater to the number of attendees, accommodation requirements, and add-ons such as charts and food & beverage needs.

## Hilton Phoenix

**HILTON** Hotels has a newly rebranded property in the 242-suite Embassy Suites by Hilton Phoenix Downtown North, recently converted from the former Hilton Phoenix Suites.

Robert Cole, ceo of the parent group HVM that owns the hotel said the property was in need of a "a full reimagining".

The hotel is close by to Phoenix Sky Harbor International Airport.

## JAL links Aeroflot

**JAPAN** Airlines and Russian carrier Aeroflot have signed a MoU to explore commercial opportunities that would see more travel options offered up to customers travelling between Russia and Japan.

Acting on steady visitor growth this year between the two nations, the agreement will look in the first instance to implement codeshare cooperation after the 2018 financial year.

Other avenues on the table for partnership include the development of frequent flyer programs, possible airport relocations and a joint business.

## Whitsunday show

**THE** fourth annual Whitsundays Tourism Exchange (WTE) has concluded with more than 20 Australian product managers from major tourism wholesalers, inbound tour operators and online travel agents presented with the best way to promote the tropical location to clients.

Among the attendees were reps from Booking.com, Tourism Australia, GTA, Flight Centre, Helloworld, Expedia and Aoliday.

## Fiji celebrates a big year



**TOURISM** Fiji has many reasons to celebrate this year and did so by throwing a party for the trade last week in Sydney to thank the industry for the year that was.

From the islands' biggest ever tourism expo held in May and the Network Ten's filming of the *Bachelorette* finale in Fiji, to a raft of new executive, marketing and PR staff appointments, it's been a busy year for the team.

With nearly 100 travel industry personnel in attendance, there was an opportunity to give back

with Fiji Airways, Captain Cook Cruises and Double Tree by Hilton providing a great prize for one lucky winner.

New product is set to be opened in early 2018 including the Six Senses Fiji, helping to keep the destination on track to achieve a target of F\$2.2 billion in tourism earnings by 2021 (**TD** 8 May).

**Pictured** are members of the Tourism Fiji team with industry partners and guests.

## \$2b Caribbean aid

**MORE** than US\$2b in funding relief has been pledged by 400 govt reps, civil society orgs & the private sector to help the Caribbean recover from recent hurricane destruction.

At the recent CARICOM-UN Conference, attendees were told damage has surpassed US\$5b, with urgent assistance needed.

## China air demand

**CHINA'S** continuing growth in travel and tourism will demand an additional 6,103 aircraft over the next 20 years according to Aviation Industry Corporation of China (AVIC).

The drivers of this growth are suggested to be the country's growing economy, urbanisation and burgeoning tourist industry.

China's aviation fleet reached 2,950 aircraft by the end of 2016.



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You should have a real passion for travel, particularly in Asia, a strong sales background preferably in the travel industry, excellent business acumen and be highly self-motivated.

Remuneration will be in accordance with experience.

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## Travelmarvel's Switzerland adventure

**TRAVELMARVEL'S** Top Achievers and lucky Swiss Great Rail incentive winners recently embarked on a whirlwind famil trip to Switzerland.

Hosted by Susie, Karen & Tenneil from Travelmarvel, the crew were wined, dined and wowed by Swiss hospitality. The group traversed their way through Switzerland on a round trip from Zurich, visiting St Moritz, Zermatt, Interlaken, Basel and more while exploring every mountain and restaurant in between. One of the many highlights was a day trip on the Bernina Express, the highest railway across the Alps, on route to Tirano in Italy for lunch.

The scenery was breathtaking,

as was the journey. Over the four-hour trip, the train travelled through 55 tunnels and more than 196 bridges. Check out the rest of the adventures below.



**THE** group takes in a view of the Matterhorn. Back row: Susie Coughlin, Travelmarvel; Bernie Freyling, Helloworld Travel Toowoomba City; Jenny Kater, Coopers Travel; Peter Lombardi, Lufthansa; Lorelle Smith, Martins Travel Group Albury; Sandy Mauger, Flight Centre Nambour; Wendy Ellis, Kings Tours and Travel; Lauren Watson, Phil Hoffmann Travel Glenelg; Courtney Flint, Our Vacation Centre; Nathan Gurarie, Flight Centre Eastland; Jennie Dicker, Helloworld Travel Stockland Nowra; Brooke Wood, Helloworld Mornington Travel Centre; Lyn McNaught, Lyn McNaught Travel; Vivienne Bauer, Switzerland Tourism; Karen Newbury Travelmarvel; Virginia Paton, National Warrnambool Travel; & Sarah Moore, Great Rail. Front row: Nikki Macpherson, Helloworld Travel Bunbury; Jemma Rosen, Global Journeys; & Tenneil Lawson, APT/Travelmarvel.



**ENJOYING** the views at Schynige Platte.



**THE** lucky group at Jungfrauoch.



**LUNCH** in Lucerne.



**A VIEW** from one of the stops on the Bernina Express.



**DINNER** at the Grand Hotel Le Trois Rois in Basel.



**SOAR** like an eagle from Schreckfeld: Jemma Rosen, Global Journeys; Lorelle Smith, Martins Travel Group Albury; Nikki Macpherson, Helloworld Bunbury; and Courtney Flint, Our Vacation Centre.



**ENJOYING** the views from the Bernina Express: Nikki Macpherson of Helloworld Bunbury.



**EXPERIENCING** the mountain cart ride in Grindelwald.



## Laamu dive centre

**SIX** Senses Laamu has opened its new dive centre at the Maldivian property.

The Deep Blue Divers facility will offer guests a diving experience led by a team of 10 dive masters in the reef surrounding the resort, while providing guest awareness, appreciation and understanding of the marine environment.

## Cancellation costs

**THE** cost of a cancelled flight has been calculated at US\$250 per passenger, with over three million US passengers affected in the first quarter of 2017.

For members of the flight crew, this blows out to a whopping US\$4,000 per flight attendant.

A report by travel commerce platform, Switchfly, found that irregular operations cost US-based airlines at least US\$8.3 billion and even more in passengers' time lost at an estimated US\$16.7 billion.

## Back-to-back barge

**EUROPEAN** Waterways has announced 'Back-to-Back' Two-Week Hotel Barge Cruises.

Through this option, guests can book the *Panache* hotel barge in Champagne and L'Impressionniste in neighbouring Burgundy for two consecutive weeks of exploration, education and wine tastings.

As an added incentive, European Waterways will also provide a free night's stay at the Hotel Westminster in Paris.

The cruise is only available from mid-June through early July and is priced from \$12,180 per person.

## Ctrip signs Big Bus

**CTRIP.COM** has signed a strategic partnership agreement with Big Bus Tours, the operator of tourist buses in cities including Sydney and Darwin.

Both companies will work together in areas of product diversification and marketing.

The aim is to ensure that customers are able to have more access to tours options and in-destination transportation services in the 19 cities it serves.

## Win tickets to Houston with United Airlines



During November, *Travel Daily* and United Airlines are giving agents and wholesalers the opportunity to win flights from Sydney to Houston.

To be in the running, send us a photo, meme or similar combining United Airlines and Houston, showcasing United's new direct flights to Houston. The most creative response will win. Send your entries to [united@traveldaily.com.au](mailto:united@traveldaily.com.au)

United will begin flying non-stop from Sydney to Houston from January next year. It will be the only non-stop service between Australia and Houston. United will operate the route with their latest Dreamliners, ensuring a more comfortable experience on the ultra-long haul flight.



## Money

**WELCOME** to *Money*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US0.760**

**THE** dollar made small gains overnight after dropping to 21-month lows against the euro last week, finishing the session up 0.2%.

The AUD/USD climbed to the highest level in two weeks overnight before stronger US data saw the greenback stage a comeback.

Strong data out of the US led to the dollar being down 0.2% against the USD this morning.

If you're heading on a Japanese ski trip anytime soon, you might want to look away, with the dollar dropping 0.6% overnight against the yen.

Wholesale rates this morning:

US	\$0.760
UK	£0.570
NZ	\$1.098
Euro	€0.638
Japan	¥84.46
Thailand	฿24.79
China	¥5.016
South Africa	R10.456
Canada	\$0.970
Crude oil	US\$58.11

## Bendigo glamping

**BALGOWNIE** Estate Bendigo has launched glamping at the regional Victorian property.

A set of 15 luxury tents will dot the winery grounds with views of the vineyards and countryside.

The glamping experience is available from 01 Feb and prices lead in from \$205 per night.

**CLICK HERE** for more info.

## Chiva-Som slimming

**CHIVA-SOM** is inviting guests to lose weight and begin a journey towards a healthier lifestyle as they embark on a Sustainable Slimming Retreat in Thailand.

Guests will undertake a tailored program of physical activities to assist in losing weight in a controlled and healthy manner whilst Chiva-Som chefs dish up healthy meals.

The 14-night package is priced from \$17,165ppts.

## Budapest purchase

**STARWOOD** Capital Group has announced that it has entered into the sale and management back transaction to acquire the Sofitel Budapest Chain Bridge Hotel from Orbis Hotel Group.

Sofitel Budapest has 357 rooms and will be acquired for €75 million, subject to approval by the EU Merger Control Office.

The hotel will undergo an extensive restoration and renovation plan once the transaction is completed.

## Light show revamp

**HONG** Kong will launch a new version of its internationally acclaimed 'A Symphony of Lights' on 01 Dec.

The new show will be curated by Australian Emmy award winner, Richard Lindsay.

The 10 minute show takes place nightly around Victoria Harbour.





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### Sales & Marketing Coordinator

Sydney CBD

Salary to \$50k + super + bonus

We are looking for an enthusiastic and dedicated Sales & Marketing Coordinator to support the Sales & Marketing team. Our client is a niche travel wholesaler specialising in Croatia, Russia, Sri Lanka among other unique areas. As well as administrative support, your role will include maintaining sales figures, creating flyers & sales collateral, coordinating events & supporting the on-road BDM's.

- Experience in a travel support role required

Call Susan or [click here](#)

### Group Travel Consultant - Inbound

Sydney CBD

Salary neg to \$55K + super doe

Want to work for a forward thinking inbound agency that boasts a low staff turnover & accommodates internal career development? Then look no further! This well established agency is looking for an experienced Groups Consultant to arrange travel throughout Australia's main tourist areas. You will book all land content including; accom, tours, activities, transfers & entertainment.

- Immediate start
- Career opportunities

Call Cristina or [click here](#)

### Part-time Inbound Travel Consultant

Sydney CBD

Competitive salary on offer pro-rata

A great role for an inbound specialist looking for a work/life balance! Join this leading bespoke travel specialist for Australia & the South Pacific and deliver premium service with hand-picked experiences at your disposal. Must have previous inbound FIT travel consulting experience and sound knowledge of domestic & south pacific luxury product to be successful for this role.

- Experienced team
- 2 to 3 days

Call Cristina or [click here](#)

### Res & Documentation Support Cons

Sydney CBD

Salary to \$45k + super negotiable

A great support role for a junior candidate with previous exposure to the travel industry. Supporting the busy reservations team you will assist with all back office operations including; allotments, confirmations, documentation and managing payments. This popular wholesaler specialises in creating customised itineraries to impressive European destinations.

- Lovely offices
- Mon to Fri only!

Call Susan or [click here](#)

### BDM/ Sales Manager

North Sydney, Salary to \$120K + super

Corporate catering & professional services organisation looking to expand across Australasia. Looking for a BDM to research & identify prospective clients & develop relationships with key stakeholders. Experience & industry contacts req.

Call Peter or [click here](#)

### Specialist Product Manager

Sydney CBD, Contract role till March 2019

A fantastic opportunity with a reputable wholesale brand supporting the GM of product. Entice and innovate the market promoting Canada and North America. Product itinerary design with brochure production experience req.

Call Susan or [click here](#)

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