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Excite expands into US

EXCITE Holidays has revealed plans for an expansion into the United States, having reached agreements with key consortia ahead of a launch next month.

At a celebration of the company's 15th birthday in Sydney yesterday, co-founders George Papaioannou and Nicholas Stavropoulos outlined expansion plans and a new technology offering.

Stavropoulos told **TD** Excite had inked agreements with some of the larger retail consortia in the US, with new sales staff in place on the east and west coasts in readiness for a 30 Nov debut.

"We've signed a preferred agreement with TPI, as well as a huge home-based agency with 6,000 agents and we have a couple of others that are at signing stage now that will give

us thousands and thousands of more agents accessing our offering," he said.

Stavropoulos hinted at further expansion into the Canadian and South African markets saying they would be "logical markets easier to penetrate".

A key driver of expansion would be Excite's proprietary technology designed around retailers needs, with access to more than 250,000 hotels and over 30,000 activities for agents to source from.

Stavropoulos said Excite also aimed to increase its presence as an inbound player (see **page 4**).

"We're making a real difference for the travel agent and to their businesses making them more productive and more profitable allowing them to compete against many of the direct consumer sites," he said.

Today's issue of **TD**

Travel Daily today has five pages of news, including a front cover wrap for **Silversea Cruises** plus full pages from:

- Travel Trade Recruitment
- CAPA

Silversea Euro offers

SILVERSEA is celebrating Plan a Cruise Month with a fly free deal to Europe or Business class upgrades from A\$3,998pp, as well as a US\$500 on board credit.

Details on today's **cover page**.



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Hilton Africa push

HILTON has announced the commitment of US\$50 million over the next five years to help expand its sub-Saharan African portfolio of properties.

The money is intended to support the conversion of around 100 hotels into Hilton branded properties including Hilton, Curio and DoubleTree by Hilton brands.

The first additions under the initiative include DoubleTree properties in Nairobi and Kigali.

TA mounts youth pitch

TOURISM Australia today formally launched a new \$5 million campaign targeting the youth travel market.

The socially-led promotion is based around a dedicated tongue-in-cheek news channel called "Aussie News Today," which will serve up good news stories from across the country.

Tourism Australia md John O'Sullivan said the campaign would highlight unique destinations and experiences available to youth travellers and working holidaymakers here.

"We plan to put a smile on young people's faces with Aussie News Today by serving up fun, sometimes irreverent and uplifting news stories of daily life Down Under," O'Sullivan said.

The campaign features three "young and charismatic" Aussies - rugby union star Nick Cummins, TV presenter Teigan Nash and former *Home and Away* star Lincoln Lewis - son of rugby league legend Wally Lewis.

Dedicated Aussie News Today profiles have been established on Facebook and Instagram, along

with a news hub on australia.com.

The industry can submit news ideas via the #AussieNewsToday hashtag, with the campaign to initially focus on four of Australia's largest youth markets: the UK, France, Germany & Italy.

Federal Trade, Tourism and Investment Minister Steven Ciobo said travellers under 30 were a key part of Australia's visitor mix, representing 25% of all international arrivals and accounting for almost half of visitor spending at \$18.7 billion.

LATAM's MEL debut

THE first ever non-stop flight between Santiago and Melbourne will arrive at 5.40pm tonight, with the new LATAM B787-9 route to operate thrice weekly.

Melbourne Airport ceo Lyell Strambi said the airport was currently experiencing "unprecedented growth," with 36 international destinations now served on a direct basis.

He said new airlines and route launches in the last nine months had added a combined one million annual seats to MEL.

VA Bali waiver

VIRGIN Australia has issued a waiver code BW000075 due to the potential disruption of VA Denpasar services from Mount Agung volcanic activity.

The code is for any guest holding a valid VA (795) ticket to Bali issued on/before 27 Sep for travel 27 Sep-18 Oct, and can be used to waive change fee, fare differences and refund fees for guests directly affected by any flight disruptions.



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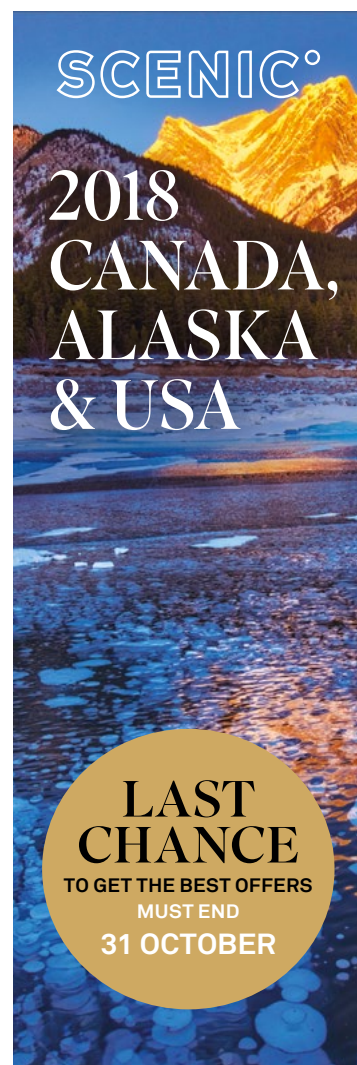
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Five agencies lose ATAS accreditation

AFTA this morning announced the immediate cancellation of the ATAS accreditation of five travel intermediaries (**TD** breaking news) after they failed to renew their participation on time.

The affected agencies were

- Cruise Addict Pty Ltd
- Check Us Out Travel
- Japan Snow Accommodation
- Helping Hand Group
- Wombat Trip

AFTA warned more cancellations were "imminent" due to participants failing to renew, provide documentation or being unable to demonstrate solvency.

Affected agencies must remove any reference to AFTA or ATAS from all collateral immediately.

AF Seattle flights

AIR France has announced a new transatlantic route, with the 25 Mar debut of non-stop flights between Paris and Seattle.

The five-weekly services will utilise three-class Boeing 777-200 aircraft, operating under the carrier's joint venture with Delta Air Lines and Alitalia.

Viking godmother

VIKING Cruises has announced that the godmother to its fifth ocean ship, *Viking Orion*, will be American doctor, chemist and recently retired NASA astronaut Dr Anna Fisher.

The 930-passenger *Viking Orion* was "floated out" from its shipyard last week, and will make her formal debut in Jul 2018.

Experience what a safari lodge stay in Africa can offer in the October issue of *travelBulletin*.

CLICK to read
travelBulletin



QF MEL club work

QANTAS will reduce the capacity of its Melbourne domestic Qantas Club lounge in the coming weeks to make way for the construction of a new QF Club and Business Lounge.

Customer space will be limited during the redevelopment, meaning members and QF Gold frequent flyers will not be able to bring in guests during peak hours (from 5am-9am and 3pm-7pm on week days).

At other times normal guest access policy will apply, and Qantas said a Grab and Go offering would also be available during construction, providing convenient access to tea, coffee and pastries.

Massive travel capital raising

LONDON-BASED 'members only travel club' Secret Escapes has raised a whopping £83 million (A\$140m) in new funding, with the money to be used to "drive growth and international expansion, including acquisitions".

The start-up was founded in 2011 and last year sold more than seven million room nights.

"The cash injection will enable Secret Escapes to achieve its vision to inspire the world to escape and to become the number one travel deals website in the world," said ceo Alex Saint.

The funding was led by Singapore-based wealth fund Temasek, the majority owner of Singapore Airlines.

Window Seat



LOSING your job is bad enough - but adding insult to injury, pilots working for the collapsed Monarch Airlines in the UK had to pay a pretty price to hear the unfortunate news.

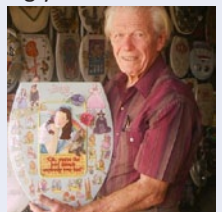
Monarch pilots were invited to hear details of the airline's demise in a series of meetings, with those who were unable to make it in person told to dial in on a special "0844" premium rate number.

The calls took more than an hour, with some pilots saying that led to a whopping £40 phone bill.

Union group BALPA was outraged and successfully put pressure on the Monarch administrators, KPMG, to reimburse the cost.

FANCY owning your own tourist attraction?

A unique collection of "Toilet Seat Art" is on sale by a man in



Texas, who says the array of 1,300 hand-decorated toilet seats has been visited by thousands of people over the last 50 years.

Barney Smith, 96, said he wants about US\$20,000 for the collection - make your bid at [facebook.com/SATXSAM](https://www.facebook.com/SATXSAM).

Corporate Travel Consultant Perth

We are currently looking for an experienced international travel consultant who pride themselves on their fantastic customer service.

You will require a keen eye for detail and be able to handle the many situations this demanding role will offer.

To be successful in this role, you will have:

- Strong customer service skills
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- Sound attention to detail
- Experience in the academic sector preferred for this role

In return, we will offer you a competitive base salary and attractive employee benefits.

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We have a strong emphasis on staff development and training and offer a supportive team environment.

This could be your dream role; don't wait, apply now!!

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To enter, eligible entrants must **book Virgin Australia Economy Getaway and Freedom fares on Trans Tasman and International short-haul flights ex Australia** marketed and operated by Virgin Australia between 3 October 2017 and 5 November 2017 for travel between 3 October 2017 and 31 March 2018. The agent with the highest ticketed revenue will WIN 2 return Business Class flights to Hong Kong. Plus there are weekly prizes up for grabs!

*TERMS AND CONDITIONS APPLY. PROMOTION ENDS 5 NOVEMBER 2017.

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Friday 6th October 2017

Excite celebrates 15 years



EXCITE Holidays yesterday marked its 15th birthday at its new offices in Sydney with a celebration for around 200 suppliers, retailers and staff. Proclaiming the company's team to be "disruptors, innovators, movers and shakers", co-founder and executive Nicholas Stavropoulos outlined plans for the future including the imminent release of new technology. "In the coming months we'll be launching the Excite API and that will feed our directly contracted inventory globally, becoming a major inbound player," Stavropoulos said.

"But it will go even further than inbound, we contract the

Asia region extremely well, we contract the Mediterranean region extremely well so we'll become a great niche player with the API on a global stage."

The Excite API, developed by the company's own engineers, will provide an increased means to connect and interact with customers online to source hotel inventory and activities.

Pictured at yesterday's event is fellow Excite co-founder George Papaioannou with Stavropoulos.

Black Forest Liberty

HOTEL Liberty in the Black Forest of Germany has opened its doors this week.

Located in a former prison just outside of the city walls of Offenburg, the property has 38 rooms and suites.

CX marks 25 years

CATHAY Pacific has celebrated 25 years of flying to Adelaide from its HKG hub with special fares across its network.

CX first flew into ADL on 03 Oct in 1992 with an initial once a week service using a Boeing 747.

Promo fares start from \$1,168 return to London for select dates between 01 Mar and 29 Sep.

Sale ends 31 Oct.

CORPORATE UPDATE

PHT new biz travel mgr

PHIL Hoffmann Travel (PHT) has appointed Glen Williams to the role of business travel manager.

Williams joined PHT in 2014 as a sales and development manager and brings with him 17 years of experience at Qantas, where he held numerous positions.

PHT ceo and director Peter Williams said the new recruit was ideally suited to lead the agency's Business Travel team.

"With his extensive industry experience, Glen has built a unique understanding of the specific travel requirements of businesses," he said.

"This is a sector of the travel

industry where we see very strong growth potential alongside our established retail offering."

Glen Williams' appointment comes after several recent contract wins with major South Australian businesses.

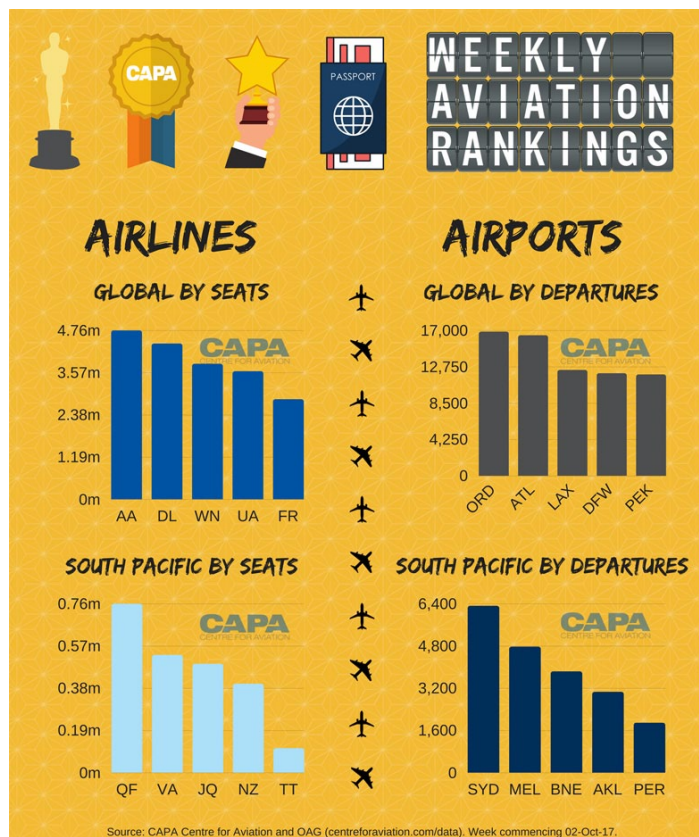
Wins include SeaLink, Philmac, Macro Meats, Rivergum Homes, Sarah Homes and transcontinental passenger rail business for Great Southern Rail.

"Now more than ever, organisations are looking for a company like PHT that offers a reliable one-stop solution to manage their travel requirements," said Glen Williams.

CAPA
CENTRE FOR AVIATION

CAPA Insights

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



CAPA'S customisable market intelligence and data services can be used to gather all sorts of key statistics and results. In the examples above, CAPA ranks the top airlines and airports around the globe. US carriers continue to dominate, however the growth of easyJet (3) and Ryanair (5) shows there is room at the top for more than legacy carriers. Chicago O'Hare International Airport takes out the top spot for airport departures, but Beijing is top for airport passengers. As China continues to grow, we are likely to see more Chinese airports join the top five. There has not been much movement in the top 5 within the South Pacific - Qantas and Sydney continue to lead the pack in first place.

Friday 6th October 2017

AW goes to Rio

ADVENTURE World has gone to market early with its travel packages to Brazil, citing an "influx of travellers" visiting the country in recent years.

New 2018 dates will accommodate travellers heading to the festive Rio Carnival season, widely considered to be the world's biggest festival and attracting more than a million visitors annually.

W hotel Rome

W HOTELS Worldwide has revealed plans to open W Rome from 2021.

The 159-room hotel will be spread across two historic buildings and feature a "destination bar" on its rooftop.

Intrepid discounts

INTREPID is enticing school leavers to think beyond the Gold Coast with a range of discounted tours on sale until 18 Oct.

Discounts of \$970pp are available on the 15-day Peru & the ancient civilisation of the Incas dep 20 Nov & priced \$2,910pp.

G Adv giveaway

G ADVENTURES is giving away a trip to Europe in an agent competition running in conjunction with the brand's "Europe Unfiltered" campaign.

Agents can enter by visiting gadventurescomp.com.au, selecting a postcard and explaining why they want to see Europe on a small-group tour with G Adventures.

Win a trip to SABAH

This month Royal Brunei Airlines, Sabah Tourism and Sutura Harbour Resort are giving travel agents the chance to win a trip to Sabah.

Prize includes:

- Economy return airfares for two on Royal Brunei Airlines
- Three nights accommodation at Sutura Harbour Magellan
- A North Borneo Sunset Cruise for 2

To win, send through a photo showing us why Royal Brunei Airlines and Sabah are your ideal escape?

Send your entries to rba@traveldaily.com.au



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Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, Travel Daily is Australia's leading travel industry publication.

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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.

Grand Hotel Tremezzo is running an "All Saints Getaway" offer on Lake Como including accommodation, a 50 min spa treatment per guest and dinner. Rates are from \$690, valid until 02 Nov and are for a minimum of three-night stays. For more information, [CLICK HERE](#).

Agent rates are available on select **Lindblad Expeditions-National Geographic** departures throughout The Galapagos, Costa Rica and Cuba. Save up to \$3,100pp, for details see www.adventureworld.com.au.

Rail Europe has launched the "Eurail Off-Peak Sale" offering 20% discounts on select Eurail passes. Sale ends 27 Dec - [CLICK HERE](#).

Scenic is reminding agents they have until 31 Oct to take advantage of its 2018 North America earlybirds. In addition to flight deals, clients who book and pay in full by 31 Oct will receive an additional discount of \$600 per couple for tours of 19 days or longer and \$300 per couple for tours of nine to 18 days. For more information, call 138 128.

Stay/pay deals at **Seabreeze Resort Samoa** have been extended until 30 Nov for travel until 30 Apr. Savings of more than \$1,000 per couple are available, to book email bookings@seabreezesamoa.com.

This week **Peregrine Adventures** is running a flash sale with 50% off select voyages to Antarctica in 2017/18. Deals end Sun - [CLICK HERE](#).

Tempo Latin release

UP TO 20% off a range of Tempo Holidays' Latin America itineraries is available until 31 Oct as part of the company's earlybird promo.

The 11-day Best of Peru & Bolivia can be booked from \$2,890 per person, including a saving of \$510 per person.

Valid for travel through to 31 Mar - call 1300 362 844.

AA-LA link gets OK

BRAZILIAN regulators have given approval to LATAM Airlines Group over its proposed tieup with American Airlines.

The "metal neutral" joint business agreement has been approved without restriction by Brazil's CADE (Administrative Council for Economic Defence) but must still clear regulatory hurdles in Argentina, Bolivia, Ecuador, Paraguay and Peru.

The deal aims to improve connectivity between North and South America, "by eliminating inefficiencies and protectionist measures, and reducing air fares".

Five-star Komodo

AYANA Resort and Spa, Bali has flagged plans to open the first five-star luxury resort on Indonesia's Flores Island.

Located in the fishing village of Labuan Bajo, AYANA Komodo Resort, Waecicu Beach will commence operations in summer 2018, boasting 12 suites and 189 premium rooms.

Labian Bajo is a one-hour flight from Bali, with tourist draw cards including crystal blue water and white sandy beaches.

Mondrian in Doha

LIFESTYLE hospitality company sbe has opened Mondrian Doha in Qatar, marking the company's first hotel in the Middle East.

The 270-room hotel has four restaurants, including Morimoto and CUT by Wolfgang Puck, as well as Magnolia Bakery & two bars.

It is the fourth Mondrian hotel globally and also lays claim to the world's largest ESPA spa and "one of the largest and most ornate ballrooms in Qatar".



Working in partnership with the Australian Travel Industry

Tour Operations Manager/Team Leader

Sydney, to \$80k + Super, Ref: 3087PE1

My client is a leader in its field when it comes to cultural and special interest group tours. If you are passionate about travel, are a specialist in one of their subjects - art, history, archaeology, music, Opera, theatre & love to share your knowledge managing a small team of consultants this is a great opportunity for you to do just that. In addition, you will supervise the portfolios of the other team members, allocate tour groups among the team, and ensure all tours operate successfully.

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

Travel Product Executive

Sydney, OTE \$58k + Super, Ref: 3034SJ1

This fun travel company based in a very convenient location have one of the most impressive travel cultures in Australia. They are investing in the right people because they know that a successful travel company is driven by the passion of its people. They retain and reward staff which is why the building blocks of their company are rock solid. This exciting product role will involve destination management, brochure creation, pricing and participating in educational trips and roadshows.

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

Luxury Travel Designer

Gold Coast, OTE up to \$75k, Ref: 3081SZ1

Our clients are looking for a consultant that wants to be a part of the team to build a dream holiday package for the customers. This role does have sales KPI's to achieve however, the main focus will be to provide exceptional service to customers that will be booking predominately high end & luxury packages. You will be working Mon-Fri 9am-5pm. Proficiency in a GDS is required and at least 2 plus years' experience in retail with a want to move away from the pushy sales mentality.

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

Marketing & Sales Coordinator

Melbourne, Competitive Salary, Ref: 3028HC1

An independent tour company is looking for an experienced Marketing Coordinator to join their team in Melbourne. This is a diverse role that will suit a marketing and sales professional, ideally from the travel industry that is driven, proactive and not afraid of a varied and challenging position. This is a varied role and requires a marketing professional with great experience. You will be reporting directly to the Marketing Managers. A fantastic salary package is on offer!

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

Finance Assistant - Part Time

Sydney, \$45k + Super Pro Rata, Ref: 3088PE1

This fantastic role would suit an accounting specialist looking for flexibility in the workplace. I am looking for someone with working knowledge of MYOB that can assist the Finance Manager with BAS, end of month reconciliations and can help with maintenance of foreign currency. My client is a leading tour operator with major plans for growth in the Australian market. If you have travel finance experience and can work between 23-30 hours a week please get in touch today, interviews next week.

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

Leisure Travel Team Leader

Sydney, \$70-80k, Ref: 3082SJ1

I have a fantastic opportunity to work within a leading travel company as their Team Leader. This small team of experienced consultants are looking for a motivated & proactive leader. You will ideally have excellent experience in people and sales management as well as a passion for travel & cruise. This is a hands on role, you will enjoy the diversity of reservations & leading a professional team. Be rewarded well with a great salary, plus bonuses, modern offices & a central location.

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

Asia Travel Specialist

Brisbane, Lucrative Salary Package, Ref: 3094SZ1

Enjoy working in a positive environment within a boutique office assisting customers in booking a unique or cultural experience to some exciting areas within Asia with a strong focus on China. This role will see an experienced travel consultant to be a part of the growth. Our clients are only operating Monday to Friday so no weekend work or late night trading. You will be dealing with predominately Australian travellers or expats living abroad that want to see a unique side to Asia.

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

Senior Sales Manager

Melbourne, \$75k + Super + Car + Bonus, Ref: 3089MC1

Our client is looking for an experienced Senior Sales Manager to represent their luxury brand and increase sales for Victoria. As a Senior Sales Manager you will be responsible for mentoring staff as well as growing and developing business within your designated region. The successful candidate will demonstrate confident communication skills, be highly motivated with an ability to work autonomously and have fantastic sales track record.

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



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