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## Express adds RAA Travel

EXCLUSIVE

THE Express Travel Group is having a stellar month of signings, with **Travel Daily** today able to exclusively reveal that South Australia's RAA Travel will join ETG's Independent Travel Group network effective 01 Oct.

The announcement follows last week's revelation that RAC Western Australia was also joining Express (**TD** 03 Aug), with RAA being the travel services division of the Royal Automobile Association of South Australia.

RAA currently operates 22 shops across South Australia and far western NSW, including eight in the Adelaide CBD, 13 in country South Australia and one in Broken Hill - with international travel consultants located in nine of the locations.

The shift to Express Travel Group comes after many years of affiliation with Helloworld Travel and its predecessor Jetset Travelworld Group, with RAA senior manager Giovanna Toldi saying "after a thorough assessment of our options within the buying group partnership, we

determined the best fit for RAA was within ETG's Independent Travel Group.

"RAA Travel looks forward to pursuing new opportunities with the ETG Independent Travel Group as we look to expand our business," Toldi said.

Express Travel Group's gm of sales, Jonathan Nelson, said the RAA partnership would enable the group to further evolve in the South Australian market.

"We look forward to delivering new solutions across the RAA network of metropolitan and country stores," he said.

RAA Travel's 2015/16 annual report indicated the group booked holidays for about 8,000 travellers during the year, and as well as offering international product the organisation operates the domestic SA Holiday Experiences brand.

### Today's issue of TD

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

- One&Only Wolgan Valley
- AA Appointments jobs

## Alliance profits up

**ALLIANCE** Aviation Services announced a 45% increase in profits amid expanded operations and signs of recovery in the resources sector.

The regional carrier's profit before tax was \$19.6 million in the year to 30 Jun, up from \$13.5 million the previous year.

Total revenue rose 11% from \$182 million to \$203 million.

Alliance ceo Lee Schofield said the profitability of the company had provided good cash flow from operations and that funds had been used to continue investing in the business and reduce debt.

The company's Fokker fleet will be boosted with five new aircraft due for delivery, while recovery in the resources sector would provide opportunities next year.

## Trieu to Tour East

**RONI** Trieu has taken a new role as director of sales - Asia for inbound operator Tour East Australia - previously owned by Qantas but now part of JTB.

Trieu was formerly with Express Travel Group - more appointments on **page six**.

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Thursday 10th August 2017

## Norfolk Island Sale

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## HLO wins govt bid

**HELLOWORLD** Travel has retained its accommodation contract with the Australian Government (**TD** breaking news yesterday), extending its role by three years.

The company's hotel program management business AOT Hotels successfully re-tendered for the Whole of Australian Government contract and will have an extension option for a further three years.

For the first time, the contract will also include international accommodation requirements as well as domestic arrangements.

AOT Hotels gm Rohan Moss said the company had developed "a bespoke solution at multiple levels" to serve government agency and department needs.

## Wolgan Wellness

**EMIRATES** One&Only Wolgan Valley Resort has a new two-night "Wellness in the Mountains" package for stays until 29 Mar.

The deal includes a dedicated spa therapist and personalised wellness consultation on arrival, a 90-min spa treatment per day and a Sodashi Gift Pack - see **pg 9**.

## SYD cramps NSW tourism

"**ARTIFICIAL** caps" on operations at Sydney Airport are seriously inhibiting the potential growth of tourism in NSW, with the state's Minister for Tourism and Major Events estimating an annual impact of \$800 million on the visitor economy.

Speaking at an event at NSW Parliament House yesterday (see **page 7**), Minister Adam Marshall blasted the "arbitrary" restrictions which limit aircraft movements to 80 per hour - rate limited to 20 every 15 minutes.

That means that in the event of a brief disruption there is no ability to "catch up" on backlogged movements.

Marshall said this was despite the airport's operational ability to support 115 movements per hour.

"There is no room at the inn," he said, with the limits not only impacting international arrivals but also regional dispersal, because it is almost impossible to get a slot for a domestic service.

"Sydney is regulated like no other international airport in the world," Marshall fumed.

"If we are to grow tourism in

NSW this issue is crucial."

He said while some of the pressure on domestic operations would be relieved when Western Sydney Airport finally comes on stream, "we can't afford to wait a decade - we will hit the ceiling well before then".

The Minister said he was planning talks with his Federal counterpart Stephen Ciobo in an attempt to progress the matter.

He also noted the significant ongoing investment by NSW in the tourism sector, pointing out that the state spends more than the Federal Government's annual funding for Tourism Australia.

**MEANWHILE** Marshall also promised long-awaited action on infrastructure constraints in Sydney Harbour which are hitting the cruise industry.

He said a working party was currently considering "three or four" options and would report back on a preferred solution by the end of next month.

"Before the end of the year we will have a very clear solution," he promised - more details in today's issue of **Cruise Weekly**.



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## Virgin-HNA alliance tick

**THE** Australian Competition & Consumer Commission (ACCC) this morning granted final authorisation for the coordination of airline services between Virgin Australia, HNA Aviation, Hong Kong Airlines and Hong Kong Express Airways.

The five year pact is likely to realise "significant public benefits," the ACCC said, mainly by supporting the introduction of new services between Australia and mainland China & Hong Kong.

Interim authorisation was granted in Mar and since then VA has launched its new Melbourne-Hong Kong route, with the ACCC confirming the carrier is also expecting to launch flights to mainland China.

The wide-ranging alliance deal allows for the coordination of codesharing, frequent flyer programs, lounge access, route planning and scheduling.

The approval was announced just after VA unveiled its full year results for 2016/17 (**TD** breaking news) which showed a statutory loss of \$185.8m - an improvement of \$38.9m.

The underlying loss before tax was \$3.7 million, with ceo John Borghetti saying the figures were impacted by restructuring charges from the three year Better Business program which will deliver "significant long-term cash flow savings".

VA domestic operations were impacted by slow conditions and reduced demand, while the airline's international division was profitable after exiting loss-making routes including its Sydney-Abu Dhabi services.

Tigerair Australia's domestic operations were profitable, but Tigerair's overall result was impacted by the launch and later withdrawal of services to Bali.

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## Oman e-visa debut

**OMAN** has launched its eVisa service in a bid to boost the Gulf country's tourism sector.

Tourists planning to visit Oman can now apply online for visas by submitting their applications at [www.evisa.rop.gov.om](http://www.evisa.rop.gov.om).

Royal Oman Police's eVisa scheme is available to 67 countries including those with Australian passports.

Officials said the eVisa system would also allow Oman to receive more tourists from key markets such as China, Russia and the US and increase travel demand.

## Vale Geoff Beames

**THE** travel industry is today mourning the death of Geoffrey Beames, whose extensive industry career included roles at TAA and Ansett as well as Polynesian Airlines & Air Vanuatu.

Funeral details will be advised once available.



## Window Seat

**EVER** dreamt of living like billionaire and President of the United States Donald Trump?

Well now's your chance to do so, with the President's New York City boyhood home now available for rent on Airbnb.

The 1940 Tudor-style house in Queens has five bedrooms and is being offered for US\$725pn.

Owners of the property (**pictured**) advertise the listing can sleep up to 20 people.

The amenities include a giant cutout of President Donald Trump in the living room and Trump memorabilia.



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## Travellers Choice sample Norfolk



**NORFOLK** Island recently hosted a fam for Travellers Choice agents encompassing all the sights and experiences to be enjoyed during a short- or long-stay holiday in the destination.

**Pictured** at Emily Bay soaking up a glorious Norfolk winter's day from left Mark Hastwell, Hastwell Travel & Cruise; David Bantoft, Norfolk Select; Felicity McKellar,

All About Travel; Fiona Blizzard, Smithton Travel Centre; Mary Boxsell, Mudgee Travel & Cruise; Carol Franklin, Moss Vale Cruise & Travel; Lindy Herron, South Coast Cruise & Travel and Adriana Makarian, Windsong Travel.

## Seabourn extends

**SEABOURN** will offer a series of "extended explorations" aboard *Seabourn Sojourn* between Oct and May in 2018/19.

Options range from 12 to 128 days in length, visiting ports in the South Pacific, Hawaii, Australia, New Zealand, South-East Asia and Africa.

Local itineraries include the 22-day Landfalls of Captain Cook between Auckland and Sydney via several South Pacific stops and Papua New Guinea, and a 36-day cruise from Sydney to Singapore via WA and Indonesia.



It's expansion time! Tramada is investing in the Australian and New Zealand markets; we have a variety of exciting roles currently open:

- NZ Market Lead (New Zealand)
- Solutions Architect (Sydney)
- Sales (Sydney)
- Marketing / Public Relations (Sydney)
- Business Analyst (Sydney)
- Business Intelligence Delivery (Sydney)
- Test Analyst (Sydney)

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## Chinese training scheme

**THE** Australian Tourism Export Council (ATEC) is aiming to boost the country's skills in hosting Chinese visitors and expand its ranks of bilingual tour guides under a new training program.

The organisation has partnered with TAFE NSW to develop a course that will form part of the Certificate IV in Guiding.

"With the extraordinary growth in our inbound tourism numbers from China has also come increased demand for bilingual guides," ATEC managing director Peter Shelley said.

"Ensuring we provide proficient, quality bilingual guides, with an ability to enhance the visitor experience, is an important factor in our continued success in this lucrative market."

Shelley said growing numbers of Chinese travellers, particularly in competing destinations in Asia,

had led to a shortage of qualified guides in the region.

ATEC will this week begin conversations with representatives from inbound tour operators, attractions, China market expert trainers, Tourism Australia, Destination NSW, TAFE NSW and Austrade to begin course development.

**MEANWHILE**, ATEC will offer its Online Health & Safety Checklist to Tourism Australia (TA) for use with its international trade and media famils.

The checklist provides a centralised platform for sharing health and safety due diligence information about Australian tourism products, created in response to requests from international wholesalers and inbound tourism operators.

TA will now use it to ensure the safety of those on its famils.

## Groups Consultants

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## Blue Mtns walk

**GREAT** Walks of Australia collective has added Blue Mountains Grand Traverse by Auswalk as its latest member.

The new walking holiday member brings the total number of walks in the program to 12, with 10 of those showcased in the new Signature Collection.

Blue Mountains Grand Traverse features a three-day/two-night walking experience including transport to and from Sydney.

It is the second Great Walks member in New South Wales.

## LEOEventi partner

**LRFORLUXURYRESORTS** has announced a representation and marketing partnership with LEOEventi a boutique wedding planning company based in Italy.

The company offers specialised destination wedding packages in Italian destinations such as Rome, Sicily, Tuscany, Amalfi Coast, Lake Como and the Italian Riviera.

## Uncruise brochure

**UNCRUISE** Adventures' freshly released 2018 brochure features new itineraries on the Columbia and Snake Rivers in the US Pacific Northwest and an expanded selection of ships in Alaska.

Southeast Alaska offerings will double to 10 tours in the region.

Cruises on the *SS Legacy* carry 99 pax and feature kayaks and other adventure equipment.

To celebrate the launch, guests can save \$250pp when booking the eight-day Alaska's Glaciers & Whales and pay a deposit before 15 Sep - order copies of the guide through Adventure World.

## FTE 2018 locked in

**FIJI'S** Tourism Minister Faiyaz Koya has announced dates for the next Fijian Tourism Expo, to be held 10-12 Apr 2018.

Faiyaz said he expected similar success to this year's event, which involved 100 exhibitors and 160 buyers from 21 countries.

## Australia and India round table



**THE** inaugural Australia India Travel & Tourism Council round table took place in Sydney with representatives from tourism bodies, tour operators, airlines and hotels in attendance.

Yesterday's event signalled the start of greater efforts between the markets to encourage bilateral tourism by recognising the issues, challenges and opportunities in an attempt to strengthen and build momentum on what is currently a two-way growth phase.

Tourism Australia's rep in India, Nishant Kasikar, highlighted current results with 274,500 Indians travelling to Australia for the year ending May 2017, representing an increase of 15% on the previous year.

According to Tourism Australia, Indian travellers injected \$1.34 billion into the Australian economy and this is projected to grow to \$1.9 billion and 300,000 visitors by the year 2020.

Outbound tourism shows no sign of slowing with 293,000 travellers from Australia heading to India in 2016, up from 253,000 the year prior, according to Kanchan Kukreja, assistant

director for India Tourism.

Both markets agreed a lack of direct air services represented a challenge to achieving further growth with Air India being the only carrier to fly non-stop between the countries.

Monument fees and sightseeing taxes imposed at a moment's notice in India were also seen as a challenge for Australian operators that brochure product prices of holidays having to absorb such cost adjustments.

Tour operators in attendance spoke of the need for Tourism India to keep the focus on the trade with familiarisations, road shows and agent training a key part of helping to raise awareness and sell the destination.

**Pictured** are representatives at the inaugural AITTC round table.

## GoAir int'l launch

**INDIA'S** GoAir has announced plans to launch its first international services to both Phuket and Male by Oct.

The Mumbai-based low-cost carrier will operate the routes using new A320s it is expecting to take delivery of in coming weeks.



A vacancy exists for a **Network Services & Event Coordinator** with Helloworld Travel Limited.

Located in **North Sydney**, in the **Retail Shared Services division** of Helloworld Travel Limited, this role entails organising conferences, meetings and events for the Helloworld Travel retail agency networks and providing first level support for our agency members and general public. Working directly with the Retail Sales Support & Events Manager and Network Support Supervisor.

**You will be responsible for but not limited to:**

- Responding to the Help Desk phone and email enquiries from our networks and public in a timely and efficient manner.
  - o Enquiries include but are not limited to: CRM database, Marketing, Advertising, American Express redemptions, Gift Cards, E-mails, Website navigation, Agent Portal, Finance, Contracts, Training and Conferences, communications.
  - o The administration, maintenance and quality control of content on the CRM Database
- Seamless delivery of events – including but not limited to State Meetings/Owner Managers Conference/Frontliners Forum
- Preparation of agendas/run sheets and collation of feedback
- Co-ordination of speakers/sponsors for events
- Ad hoc projects; including assisting with cross departmental needs
- Providing secondary level support for Sales Teams as and when required.

If you think you would be a great fit please send your resume and covering letter through today to [careers@helloworld.com.au](mailto:careers@helloworld.com.au)

Applications close 30 August 2017

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- Weekly reporting
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**In order to be considered for this role you will:**

- Have the ability to build rapport with new clients & existing
- Proven track record within the MICE sector, ideally within hotels
- Successful sales track record with lots of initiative and drive
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- Excellent influencing and communication skills
- At least 2 years' experience in a similar role
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## HLO firm grip on WoAG contract



**HELLOWORLD** Travel Limited's general manager of AOT Hotels, Rohan Moss (left) is pictured shaking the hand of First Assistant Secretary of procurement & insurance for the Department of Finance, Michael Hirschfeld.

The pair signed off on the Whole of Australian Govt (WoAG) Accom Program Management (APM) contract & entered into a new deed with the Commonwealth for the ongoing provision of the APM services (see **page two**).

## EK Cairo boost kk'd

**EMIRATES** has confirmed it will ramp up frequencies between Dubai and Cairo from 29 Oct, adding four new flights to take its weekly operation to the Egyptian capital to 21 (**TD** 12 Jul).

The additional flights will be operated using Boeing 777-300ER aircraft, consistent with the rest of its services to CAI.

EK began services to Cairo in Apr 1986 with three weekly flights.



## NSW & ACT Business Development Manager

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Email your cover letter and CV to [djohnston@collette.com](mailto:djohnston@collette.com)



## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Helloworld Travel Limited's** National Manager of the group's associate network for the past 2.5 years, **Steve Brady**, will take on the new title of National Sales Manager for Wholesale Australia. The role spans HLO's wholesale brands including Qantas Holidays, Viva! Holidays, Sunlover Holidays, Rail Tickets, Ready Rooms, The Cruise Team, Territory Discoveries, Seven Oceans Cruising and Insider Journeys. Brady will take on the added responsibilities from 04 Sep, replacing David Green who is exiting the position this month to return to the UK.

**Vanessa Whitaker** has taken on the position of Head of Product with **MTA - Mobile Travel Agents**. Whitaker has 30+ years travel industry experience under her belt, including senior roles at TripADeal, Airtickets, Jetset Travelworld Network and Globus.

**Oaks Hotels & Resorts** has named **Paolo Gambino** as General Manager of Oaks Elan Darwin. Gambino has over 20 years' tourism experience, including roles with Quicksilver Connections, Green Island Resort, Cairns Plaza Hotel and the H Hotel, Darwin, and he has also sat on the National Board of the Australian Tourism Export Council.

Australian-born **Katie Buxton** has been promoted from her role at **Destination Asia** as General Manager, Hong Kong to the position of Global Director of Sales for the Group. The DMC has appointed UK national **Sarah Noonan** as Buxton's replacement in Hong Kong.

**Paul Gallop** has been appointed as the General Manager of Marriott International's first hotel in New Zealand, the **Four Points by Sheraton Auckland**, which is slated to open in Dec. Gallop has 13 years' experience working with hoteliers across Australia and NZ.

The **Dubai Tourism**, Australia and NZ Office has recruited **Beth Scott** as its new Regional Sales Manager, based in Melbourne. The role will see Scott spearhead Dubai Tourism's initiatives in Victoria, Tasmania and NZ, while managing trade relationships across airline, retail, wholesale, OTA, corporate and MICE markets. Scott has more than 15 years of experience in the airline and travel & tourism sectors, including stints at Qantas, Emirates, Lufthansa Group Australia as Manager for Marketing and Online Sales and most recently at Qatar Airways based in Doha in an E-Commerce management role.

**Sisilia Naisiga Rasokisoki** has joined **Nanuku Auberge Resort Fiji** as the resort's Activities Supervisor and Gym Instructor. "Cece" is a former Olympian (Athens 2004) and competed in the Commonwealth Games (Manchester 2002), as well as other major sporting events in Judo.

**Visit Sunshine Coast** has created a new Head of Marketing position in recognition of the increasing importance of marketing, digital & events. Tasked with the role will be **Kylee Daniel**, promoted from her current position with the organisation as Events Management Specialist. Daniel has commenced in her new capacity at VSC this week.



## SENIOR WHOLESALE CONSULTANT

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Thursday 10th August 2017

## QFFF reward points on global hotels

**DISCOUNTS** at a stable of 144,000 hotels around the globe can now be booked by Qantas Frequent Flyers using their Qantas Points through Classic Hotel Rewards, expanding on the program's domestic debut in Feb.

Members of the program will be able to search for Classic Hotel Rewards on [qantas.com/hotels](http://qantas.com/hotels) by selecting 'Pay with points'.

The range on int'l hotels span brands such as AccorHotels, Hyatt, Marriott and Shangri-La with rooms from only 5,000 points per night, depending on the type of room and destination.

## VA wi-fi roll out

**VIRGIN** Australia boss John Borghetti today announced the planned deployment of the airline's free wi-fi service on domestic and int'l flights had begun through provider Gogo.

After a successful three-month trial aboard one of its Boeing 737s, VA today said it was now rolling out in-flight wi-fi across its fleet of 737s & would move to its wide-body 777 aircraft in Oct.

The airline forecasts to have the technology fitted to all its 777s and the majority of 737s by the end of 2018, and will then move to fit out its Airbus A330s by the end of the second half of 2019.

Borghetti said that more than 90% of VA's fleet would be fitted with the technology, offering a "base" level of free wi-fi to all passengers on domestic flights and the only airline to offer wi-fi on international services.

Virgin Australia's internet service will be supplied through Gogo and Optus Satellite.

"We will have access to the largest fleet of satellites servicing Australia and New Zealand, providing our guests with a fast and reliable wi-fi experience on board," Borghetti remarked.

Gogo president and ceo Michael Small said the company's 2Ku tech would enable passengers to stay connected "anywhere these aircraft fly - gate-to-gate - with an internet experience they're used to experiencing on the ground".

VA's wi-fi trial saw 77% of pax report a "high level of satisfaction", with close to half of passengers checking email, about one-third reading the news and one-fifth watching Netflix.

## Syd hotel rates up

**THE** average daily rate of hotels in Sydney during the month of Jul has jumped 4.7% year-on-year to \$207, according to preliminary hotel data, STR reports.

Occupancy jumped 4.2% during the month to 86.9%, the highest mark for a Jul on record.

## 30 years of peace thru tourism



**THE** combined Skat Clubs of Sydney joined with the Pacific Asia Travel Association (ATA) yesterday to celebrate the 30th anniversary of the Australian chapter of the International Institute of Peace through Tourism (IIPT), in a special lunch at NSW Parliament House.

IIPT president Gail Parsonage told delegates that "without peace there is no tourism...and yet the power of our industry is the actual building block that makes for a more sustainable and peaceful world".

She urged attendees to adopt the Credo of the Peaceful Traveller - see [www.iipt.org](http://www.iipt.org).

**Pictured** above at the event are, from left: Avalon Waterways' Walter Nand from Sydney Skat; Sue Francis of Travel Industry Club, Skat Sydney president; NSW Minister for Tourism and Major Events, Adam Marshall; IIPT Australia president Gail Parsonage; and Pacific Asia Travel Association ceo Chris Flynn.

More pics from the event at [facebook.com/traveldaily](https://facebook.com/traveldaily).



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

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

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

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

To win, be the first agent to send the correct answer to the following question to

[sonoma@traveldaily.com.au](mailto:sonoma@traveldaily.com.au)

Approximately how many regional and state parks are within Sonoma County?

**NEED A HINT? CLICK HERE.**



**LONG-TIME** IIPT members Faye Alexander and Daphne Lowe Kelley were awarded life membership of the organisation for their outstanding service and contribution.



**IIPT** president Gail Parsonage with some of the other special guests at the luncheon.



Thursday 10th August 2017

## Harakeke Huts open

**SITUATED** in Canterbury, New Zealand, Mt Lyford Holiday Homes has introduced its brand new Harakeke Huts.

The accommodation consists of two free-standing, dome-shaped 'sleeping huts' either side of a kitchen, lounge & bathroom pod.

Designed by The Pod NZ, the alternative accommodation is located on a five-hectare block.

Each sleeping pod is fitted with a queen bed and a private deck, offering views of the surrounding mountainscape of Mt Lyford.

## NSW rural funding

**EVENT** organisers are being encouraged to apply for the NSW Government's 2018 Flagship Event Fund grants with expressions of interest now open.

The fund will offer successful applicants a one-off annual grant of \$20,000 or a triennial grant of \$27,500 per year for three years.

Minister for Tourism and Major Events Adam Marshall said the funds were designed to get more visitors to the regions.

EOIs must be in by COB 01 Sep - more details in today's **BEN**.

## SKYE's the limit for Parramatta



**PARRAMATTA'S** first five-star hotel opened its doors last week in Western Sydney.

SKYE Hotel Suites Parramatta, part of the Crown Group, consists of 72 studio, one- and two-bedroom apartment-style suites.

An architectural centerpiece for the suburb, the 28-storey SKYE Hotel Suites is situated alongside V by Crown Group's twin residential towers, dubbed the "vertical village".

Speaking to **TD**, SKYE Hotels suites director of hotels Wayne Taranto said, "We knew demand was strong with Parramatta elevating into Sydney's second CBD and are proud of establishing the brand and building the first five-star hotel here".

The boutique hotel boasts a 25m swimming pool, sauna, fitness centre, entertainment rooms, conference facilities, Husk & Vine Kitchen and Bar and a dining and retail piazza.

Rooms come complete with a kitchen, washer/dryer, L'Occitane toiletries, in-room dining, a pre-stockable maxi-bar and 'virtual concierge' tablets enabling access to all hotel services.

Hotel guests also have the ability to choose their own mattress firmness on each side of the bed and keyless entry to access rooms.

Level 26 is slated to open later this year featuring Parramatta's

first rooftop bar called Sky Bar, providing 270-degree views of Sydney's skyline, the Harbour Bridge to the Blue Mountains.

"Our occupancy has taken off for Mon-Thu among the corporate market & we are building a leisure base for the weekends and capitalising on upcoming events at nearby Homebush like the Bledisloe Cup next weekend and Bruno Mars and Ed Sheeran concerts", said Taranto.

SKYE Hotel Suites is a short walk from Parramatta Square, train station and the Western Sydney Stadium under construction.

An additional two properties currently under development by the group are Infinity by Crown in Green Square (opening 2019) and Arc by Crown in Sydney's CBD (opening 2018).

**Pictured** above at the official launch last night are Crown Group's Wayne Taranto, Natasha Sawdy and Irfan Zaki.

## EL AL 787 debut

**ISRAELI** airline El Al will operate its first Boeing 787 *Dreamliner* between Tel Aviv and London Heathrow from 12 Sep.

The service will operate Mon to Thu on the winter schedule until 15 Mar 2018.

El Al's *Dreamliner's* are fitted with 282 seats in three classes. LY also flies to London Luton.



## THE PRIZE

This month Travel Daily together with Philippine Airlines, The Peninsula Manila and Henann Regency Resort and Spa Boracay are giving readers the chance to win an island getaway to the Philippines.

The prize for two people includes:

Return economy class tickets from Sydney to Manila flying with Philippine Airlines

Two nights accommodation at The Peninsula Manila

Three nights accommodation at Henann Regency Resort and Spa Boracay



## WIN A TRIP TO THE PHILIPPINES

## TO WIN

Send us your most creative image, photo, collage, meme or photoshop creation which represents your ideal Philippines island destination experience flying Philippine Airlines **AND** tell us about that experience in 50 words or less.

Send your entries to [pal@traveldaily.com.au](mailto:pal@traveldaily.com.au)

And remember, you don't have to have been to the Philippines yet, just be creative!



IT'S MORE FUN IN THE PHILIPPINES

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### EDITORIAL

**Editor in Chief and Publisher** — Bruce Piper

**Managing Editor** — Jon Murrie

**Editor** — Guy Dundas

**Contributors** — Jasmine O'Donoghue, Matt Bell, Jenny Piper, Christian Schweitzer  
[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

### ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin  
[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

### BUSINESS MANAGER

Jenny Piper  
[accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Suite 1, Level 2, 64 Talavera Rd  
Macquarie Park NSW 2113 Australia  
PO Box 1010 Epping NSW 1710 Australia  
Tel: 1300 799 220 (+61 2 8007 6760)

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Offer is applicable for new bookings based on a two-night minimum stay for travel until 29 March 2018. Reservations are subject to availability and blackout dates apply including public holidays, Easter and Festive Seasons. Inclusions are set, cannot be substituted, offer is not combinable with any other promotion, discount or program and cannot be applied retrospectively. Rates are quoted in Australian dollars inclusive of GST and are subject to change without notice. Other terms and conditions may apply.

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**\*\*NEW ROLE – A MASTER IN MICE SALES? \*\***

**BUSINESS DEVELOPMENT MANAGER – MICE  
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Are you passionate and experienced in sales within the MICE market? This leading event management company is seeking a well-connected and energetic Business Development Manager to join their Melbourne team. If you have worked within the corporate and or MICE sectors and know how to get business over the line – this is the BDM role that will reward you like no other in the market currently. Amazing incentives & inspirational management.

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Great opportunity to live and work in beautiful Broome. We are looking for a strong hospitality operations manager to join the team & deliver results. You will be responsible for leading the team & overseeing the tour operations, budgeting and forecasting, providing exceptional customer experiences & achieving targets. Strong operations experience required in 4 or 5 star. Outback experience a plus! Great package & benefits on offer.

**MANAGE & DEVELOP**

**AREA MANAGER - NSW  
SYDNEY - SALARY PACKAGE TO \$85K PLUS CAR**

Exclusive role to AA Appointments. This supplier to the Tourism Industry have a very rare opportunity for an Area Manager to join their team in NSW. This supplier has offices throughout NSW and you will be responsible for managing & developing a number of them to achieve top service and profitability. This will include training, mentoring and managing staff to achieve this. Huge career opportunities available, great salary and company car.

**READY FOR A NEW CHALLENGE?**

**DIRECTOR OF SALES  
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We are looking for a DOSM who has experience working with 800+ rooms. Is this you? Join this a dynamic leader to join them to develop & manage the sales team, implement sales strategies & campaigns across all segments, budgeting & forecasting all to maximise revenues. Executive salary package on offer. Experience as a Director of Sales, a track record leading a successful sales team along with great communication, presentation & negotiation skills required.

**A LITTLE BIT DIFFERENT**

**NSW SALES MANAGER X 2  
SYDNEY –BASE SALARY TO \$95K PLUS BIG BONUSES**

This unique opportunity will suit a strong Tourism or Hospitality sales manager that understands and is motivated by the sales process and is looking for that something different. This global company with over 20 offices worldwide is seeing huge growth in the Australian market and is looking for a strong sales manager with established relationships in the travel and hospitality trade. If you have worked for an OTA this will be highly desirable.

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**BDM – NSW WEST OR SOUTH x 2  
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I have two clients searching for BDM's who are passionate about building relationships and increasing sales with the ability to source and secure new business. You will have previous industry BDM experience with established relationships in the trade. They are offering a base salary plus bonus scheme, fully maintained vehicle and tools of the trade. Two different companies both with great reputations, take your pick!!

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Are you an experienced corporate account manager looking for a new challenge? You will be responsible for managing an existing portfolio of clients, identifying revenue opportunities, introducing new products, working in partnership with the clients to ensure customer satisfaction & retention of business. Previous account management experience in a TMC environment is essential along with strong relationship building, presentation & sales skills.

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