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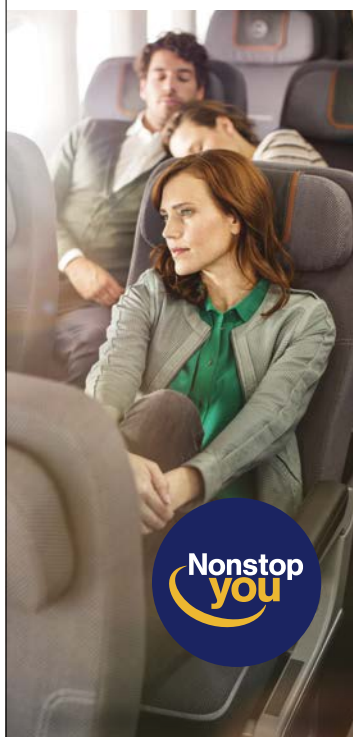
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Quest makes UK move

AUSTRALIA'S Quest Apartment Hotels has announced its first move in an international expansion, revealing plans to develop a property in the northern UK city of Liverpool.

The Quest Liverpool City Centre will involve the transformation of an existing commercial office building into a 100-room hotel at a cost of £10 million (A\$17m).

Quest founder and chairman Paul Constantinou said the company planned to replicate its successful Australian roll-out to points across the UK.

"For decades, we have honed the brand and the franchise business model to appeal to Australasian business travellers," Constantinou said.

"Today marks the beginning of an expansion of the business across international markets outside Australasia," he said.

The Liverpool property was approved by local authorities last week and work on the building is expected to begin in Dec.

Another two sites have been identified for additional Quest properties and plans for their development are currently "in advanced negotiations".

"There are very few Australian hospitality companies that have successfully established their brand overseas.

"We spent many years in the UK before undertaking this development, to ensure we understood the market & could confidently & aggressively roll-out the brand," Constantinou said.

Today's issue of TD

Travel Daily today has eight pages of news and photos, plus a cover page from Excite Holidays and full pages from:

- Melia Hotels
- AA Appointments jobs
- Garuda
- Tourism Indonesia prod pg

Santa Monica spot

EXCITE Holidays is offering Australian travel agents a chance to win a spot on a famil to the beachside district of Santa Monica in Los Angeles.

See our cover page for details.



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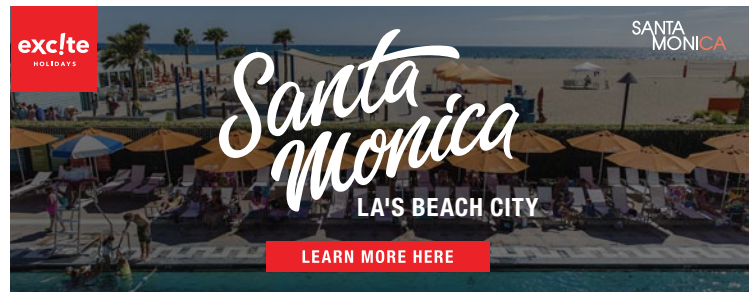
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SELL TO SAIL AND FLY



Toowoomba airport

BRISBANE West Wellcamp Airport in Toowoomba will now be known as Toowoomba Wellcamp Airport.

Airport gm Sara Hales said the name change coincided with the launch of a 'From Toowoomba to the World' campaign, which will roll out in the market in weeks.

Jetstar names low-fare hot spots

JETSTAR has revealed for the first time which Australian cities are buying the most bargain fares, with Launceston leading the way.

The Tassie city took out the top spot with residents buying 56,000 seats for under \$100.

Gold Coast and Cairns residents came second and third on the list.



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Backing for Uluru ban

TRAVEL Industry figures and governments have backed a decision by traditional owners to ban visitors from climbing Uluru in two years' time.

The board of management of the Uluru-Kata Tjuta National Park has voted to formalise its long-standing opposition to climbers, announcing a ban to take place from 26 Oct, 2019.

A spokesperson for Indigenous Affairs Minister Nigel Scullion said the Australian Government respected the decision.

"I know that many in the tourism industry will welcome this as a sign of our maturity as a world-renowned destination that respects country and culture," the spokesperson said.

The sentiment was echoed by the NT Department of Tourism and Culture assistant deputy ceo

Andrew Hopper, who said the tourism industry respected the decision of traditional owners.

"Uluru is an Aussie icon and will continue to attract visitors to the heart of outback Australia for the natural wonders and our rich Aboriginal culture," Hopper said.

World Expeditions' responsible travel manager Donna Lawrence said she welcomed the decision and the fact it was unanimous.

"Ceasing climbing of Uluru aligns with our core responsible travel value of consulting with local communities about what's best for the host community and educating travellers accordingly," Lawrence said.

Ecotourism Australia ceo Rod Hillman backed the decision and said the vast majority of visitors already chose not to climb.

"We look forward to the tourism industry and visitors supporting this decision and nothing will show support better than visiting," Hillman said.

Tianjin inaugural

MELBOURNE Airport will now serve 10 Chinese destinations after adding a non-stop service to Chongqing on Tianjin Airlines.

The airline's inaugural service took off at 1340 yesterday carrying travellers on an Airbus A330-200 aircraft.

Tianjin Airlines will operate its only Aussie flight thrice weekly.

TIME for Brisbane

AFTER a successful foray into the Qld capital in Aug, the Travel Industry Mentor Experience (TIME) returns to Brisbane next week for another event.

The gathering will be held at Emirates House in the CBD on Wed 08 Nov, with guests arriving at 1730 for a 1800 start.

The evening will provide members of the travel sector a chance to network and learn about the TIME program.

CLICK HERE to RSVP by 03 Nov.

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Qantas agent offer

QANTAS is offering agents the chance to win a partner bundle worth \$5,000 when agents book a QF flight for a Qantas Business Rewards customer by 30 Nov.

The pack includes a Dell laptop, Samsung Galaxy S8, weekend car hire and a \$1,000 fuel voucher.

Domestic flights receive one entry, while int'l get two chances. **CLICK HERE** to register.

Fiji comp - last days

FIJI Tourism is offering a chance to follow in the footsteps of *Bachelorette* Sophie Monk with a five-night trip staying at the Fiji Marriott Resort Momi Bay.

Agents have until Sun to enter - just create a romantic Fijian itinerary for a chance to win.

See **page eight** for details.

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Travel Daily on location Singapore

Today's issue of TD is coming to you courtesy of Singapore Airlines, which will today unveil its groundbreaking new cabin products in Singapore.

SEVERAL hundred media from across the globe have gathered today at Singapore's Suntec Convention Centre for the unveiling of the carrier's new cabin products.

First, Business, Premium Economy and Economy seating and in-flight offerings will be unveiled, with the fitout to first appear on a new Airbus A380 which will operate between Sydney and Singapore starting from next month.

Leaked photos of a mock-up of the new first class Suites, which have been posted on social media in the last day or so, appear to indicate an "apartment in the sky" with a separate bed and armchair.

All will be revealed later today - keep your eye on **Travel Daily** for all the inside information.

Women in Tourism

THE Women in Tourism Leadership Lunch is heading to Victoria, with the first event to be held at the Stamford Plaza Melbourne on Thu 23 Nov.

The topic for the lunch is Pivotal Leadership Moments.

Guest panellists include Corina Black, Australian Grand Prix Corp and Anne Jamieson, Melbourne Convention & Exhibition Centre.

Tickets for the midday event cost \$75pp - **CLICK HERE** to book.

Best Western new brand

BEST Western Hotels & Resorts has revealed plans to add an 11th brand to its ensemble, announcing the BW Signature Collection by Best Western.

The group has flagged a rapid expansion for the brand, aiming for at least 100 hotels in its pipeline by 2020.

The first two hotels to join the BW Signature Collection are the Killington Mountain Lodge in Vermont and Brooklyn Way Hotel in Brooklyn, New York.

The additions will form a third "soft brand" for Best Western and will be positioned at the "upper mid-scale" segment.

"No one is offering a soft brand

in the upper mid-scale segment right now, so by diversifying our offerings in the space, it is clearly an opportunity for us to capture market share and achieve scale," said Best Western president and ceo David Kong.

"At the same time, we are happy to provide a home, and serve as a resource, to high quality independent hoteliers who have great potential to succeed."

The new collection joins other soft brands Surestay Collection, for the upper economy/mid-scale, and BW Premier Collection for the upscale & upper upscale.

Qatar 20th promo

QATAR Airways has launched new Economy and Business class deals to celebrate two decades in the aviation business.

The airline's specials are available until 10 Nov & 20 winners will walk away with Privilege Club Gold status.

QR has also launched a 20-day campaign on social media.

Changi T4 open

SINGAPORE Changi Airport's Terminal 4 (T4) opened this week after it welcomed passengers travelling on Cathay Pacific and Korean Air.

Passengers arriving on the first flight were greeted with orchids and goodie bags as they stepped into the terminal.

SIN exec vp airport management Tan Lye Teck said the new terminal would increase the airport's capacity by 16 million.

Tourists hit in NYC

TOURISTS are among those killed in yesterday's terrorist attack in New York City, authorities have confirmed.

"It is profoundly disheartening to learn of the five Argentineans and the Belgian who were among those who lost their lives, and other visitors who were injured or affected who were simply here to experience and enjoy this incredible city," Fred Dixon, president and ceo, NYC & Company said in a statement.

BA strikes to end

BRITISH Airways has finally put its ongoing industrial dispute with staff to bed by reaching a pay deal with cabin crew.

BA's mixed fleet employees are expected to receive pay increases of at least £1,404-2,908 by Mar 2018 in line with the resolution outlined in the deal.

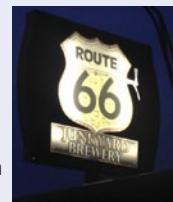
The announcement ends 85 days of industrial action.



Window Seat

ROUTE 66, the famed highway which once ran from Chicago to California in the USA, is now the subject of a trademark case, with a lawsuit curiously brought by a European company.

The Route 66 Junkyard Brewery in the town of Grants, New Mexico (with its sign pictured below), is fighting the case filed by Cyprus-based Lodestar Anstalt, a company incorporated in Leichtenstein.



Court documents state that Lodestar owns the US trademark for Route 66 beers, as well as for the highway's shield-shaped logo when applied to a beer bottle.

Route 66 Junkyard Brewery owner Henry Lackey's court response says Lodestar should not be allowed to use the iconic name as a trademark "because it contributed nothing to

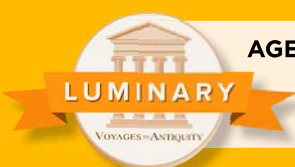
what makes 'Route 66' great to all Americans".

Despite being headquartered in Europe, Lodestar does make beer sold in America (left), with its Route 66 brand brewed in Wisconsin and also available in Spain, France, Slovenia, the UK, Croatia and Switzerland.



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Q'town shows its best views



DESTINATION Queenstown's inaugural Queenstown Week event saw attending trade delegates venture into the great outdoors on the third day of their Queenstown famil.

The group experienced life on the waters of Lake Wakatipu with Southern Discoveries, got a taste of luxury with some breakfast at Touch of Spice villa,

before travelling to Glenorchy to experience the Dart River Wilderness Safari with the help of Alpine Adventures.

Queenstown Week commenced 30 Oct and will wrap-up this Sat on 04 Nov.

Pictured is part of the delegation taking in one of the many highlights during their Queenstown Week famil.

Download Greece 2018 Early Bird brochure



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Cathay HKG sale

CATHAY Pacific has launched a promotion offering Aussies cheap fares to Hong Kong from all major Australian airports.

Fares will be available from \$694 per person return for Economy class tickets.

The sale ending 08 Nov will offer the cheap prices on trips taken between 1-30 Nov, 07 Jan-28 Feb 2018 and 01 May-30 Jun 2018.

Peppers for sale

THE Peppers Kings Square Hotel is up for sale with a price tag of approximately \$40m, according to *The West Australian*.

The 120-room hotel on the corner of Wellington Street and Shafto Lane is hitting the market only a year after it was opened.

Perth's tallest prefabricated modular hotel, the location is "well-positioned to capture its share of visitors to Perth," said Ian Mickle, director of investment services at Colliers International.

Scenic Xmas brox

SCENIC has released The Magical Wonders of Christmas 2018/2019 brochure, featuring a range of cruises in destinations across Europe, Asia, North America and Antarctica.

NT social workshop

FORMER global head of content and social at Tourism Australia, Jesse Desjardins, will hold a workshop in Darwin to demonstrate how social media can maximise sales for agents.

The session will be held 09 Nov from 5pm-8pm at Oaks Elan Darwin, 31 Woods Street.

French terror laws

THE French Government yesterday implemented greater counter-terrorism powers.

DFAT is advising Australians travelling to France to exercise a high degree of caution due to the high threat of a terrorist attack.



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Thursday 2nd November 2017

P&O to refresh ships

P&O Cruises has announced details of a multi-million dollar refit for *Arcadia* and *Oceana*.

Cabins, suites, public areas, bars, main dining restaurants and the fine dining restaurants on *Arcadia* & *Oceana* will be updated.

She will undergo a refit in Hamburg before it departs on its 99-night world cruise on 09 Jan.

Oceana will be in drydock this month in Hamburg, before returning to service in Dec.

Macao love of food

MACAO'S dedication to food and the important role it plays in developing tourism and the economy has seen it be included in the latest list of Creative Cities by UNESCO.

This recognises the city's 400-year-old culinary culture.

Other cities to receive the nod include Alba, Italy; Buenaventura, Colombia and San Antonio, USA.

Caribbean impact

CARIBBEAN Tourism Organisation (CTO) has revised down its growth forecasts to 1-2%, lower than the 2.5-3.5% predicted before the region was hit by Hurricane Irma and Hurricane Maria.

During the first half of 2017, the region performed at record pace, welcoming 16.6m int'l tourist arrivals at a healthy growth rate of 5.2% when compared to 2016.

The Caribbean Development Bank said for every 1% drop in arrivals the industry suffered US\$137 million in lost revenue.

CTO said 75% of the region was unaffected by the storms.

Catalonia update

FOLLOWING recent political developments, elections will be held in Catalonia on 21 Dec.

DFAT is advising visitors to be prepared for demonstrations and large gatherings in major Catalan cities, particularly Barcelona.

Famil team rules the Nile



THE Bunnik Tours Egypt Mega Famil is currently underway with 45 travel consultants enjoying 10 days in Egypt.

The famil is being hosted by all three Bunnik's – Marion, Sacha and Dennis.

Throughout the course of the trip, participants will take in Cairo, the Great Pyramids of Giza and many temples of Aswan, Luxor, Edfu and Kom Ombo.

Winners will also enjoy Sound & Light shows at some of the oldest structures in existence, as well as cruise the Nile in comfort and style between Aswan and Luxor.

All attendees on the famil are wearing t-shirts featuring the Bunnik Tours logo in hieroglyphics

to get them in the Egyptian spirit.

Pictured is the group of 45 consultants in front of the Temple of Abu Simbel in Upper Egypt.

UK probes websites

THE UK's Association of Independent Tour Operators (AITO) has welcomed an investigation into trading practices of online hotel booking sites by the country's Competition Markets Authority (CMA).

Derek Moore, chairman of AITO said the body urged the CMA to ensure large brands took stock of what they were doing, re-thought their "modus operandi" and improved transparency.

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SPENCER Travel has welcomed another staff member to its Diamond Club, an honour for staff who have served the business for 10 years.

Team member Belinda Ward this week became the latest addition to the club and was given a sparkling one carat diamond to mark the occasion.

"The travel industry can be transient, so I wanted to put something in place that acknowledged the value of their loyalty," said group founder Penny Spencer.

"I love diamonds, so the Diamond Club was born.

"I am thrilled that Belinda is the eighth wonderful member of that exclusive club."

Ward said she had loved the past 10 years spent working at Spencer Travel.

"I work with such a dedicated and loyal team, plus we always have much more fun in the office than we probably should," she said after receiving her diamond.

"I'm thrilled to join Penny's Diamond Club."

Pictured are Diamond Club members Tina Killeen, Penny Spencer, Angela Pattaro, Louise Brown, Belinda Ward, Lisa Allan, and Lynn Eaton.

Thursday 2nd November 2017

Silver Cloud revamp

SILVER Cloud has departed Malta for South America after a multi-million dollar refurbishment that has transformed it into an ice-class vessel.

The ship now has a strengthened hull and will join Silversea's expedition fleet when it begins its inaugural voyage from Buenos Aires on 15 Nov.

Silver Cloud will have a capacity of 254 passengers, or just 200 in polar regions.

It will also have a staff to guest ratio of one-to-one.

New Nth Qld site

TOURISM Tropical North Queensland (TTNQ) has unveiled a new consumer website as part of a year-round digital program aimed at maximising engagement with potential visitors.

TTNQ ceo Pip Close said it provided a trustworthy channel to deliver information and inspire holiday ideas - [CLICK HERE](#).

Marriott for Java

MARRIOTT International has opened its first Marriott-branded hotel in Indonesia, located in the Javanese city of Yogyakarta.

The 347-room Yogyakarta Marriott Hotel is close to the city's Keraton Royal Palace and about an hour from the World Heritage-listed Borobudur Temple.

"Indonesia is one of our fastest-growing source markets for both domestic and international travel and it is only fitting that the Yogyakarta Marriott Hotel is in such a historic and culturally significant destination," said Marriott brand & marketing vp Asia-Pacific Mike Fulkerson.

Travel agent arrest

A **US** travel agent has been arrested for allegedly taking payments for cruises that were never booked.

South Carolina TV station *WIS* says Kisha Chaplin has been arrested three times in a week.

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Rome	from AUD	1,105	5,455

* Offer valid until 10 November 2017, unless sold out prior. Fares quoted above are for departures from Perth. Fares quoted above are the lowest adult return prices per person including taxes, fees, and airport charges. 'Companion offers' refers to a minimum of three (3) and maximum of eight (8) people travelling together on the same booking in Economy Class, and a minimum of two (2) and maximum of eight (8) people travelling together on the same booking in Business Class. Discount applies to the base fare only, and not to taxes and surcharges. All fares are for travel between 1 November 2017 and 31 October 2018. Blackout periods of 15 December 2017 - 10 January 2018 (Economy/Business Class), 6 April - 20 April 2018 (Economy Class only), and 7 June - 10 September 2018 (Economy/Business Class) apply. Other sale fares are available from Melbourne, Sydney, Adelaide, and Canberra. Fares may vary due to currency fluctuations. Seasonal surcharges, weekend surcharges, and blackout periods may apply. For all other terms and conditions please review at time of booking. Canberra flights start 13 February 2018, subject to government approval.

Thanksgiving surge

AMERICA is facing a surge in travel around the Thanksgiving holiday period this month, with air travellers forecast to increase 3% on past years.

The 2.38m pax per day expected to take to the skies represent a 69,000 increase from the 2016 Thanksgiving travel period.

Airlines are adding 86,000 more seats in the marketplace each day to meet the demand.

The busiest day is projected to be Sun 26 Nov, with 2.88m pax.

Ctrip acquisition

CHINESE online travel agent Ctrip has acquired Trip.com, the Silicon Valley-based travel planning and local discovery app and site.

The acquisition will allow global travel search site Skyscanner, also owned by Ctrip, to leverage select Trip.com capabilities under its own platform.

The technology, community and content behind Trip.com will allow Skyscanner to serve the needs of the traveller at every step of the process.

Trip.com's team will continue to operate from their current office.

Hyatt St Kitts debut

THE first Park Hyatt hotel in the Caribbean, Park Hyatt St Kitts Christophe Harbour has opened its doors in Banana Bay.

Park Hyatt St Kitts Christophe Harbour has 126 rooms, three signature restaurants, indoor and outdoor event spaces, two pools, and other distinct amenities.

Eclipse shore tours

SCENIC has revealed further details of the shore excursions that will be available to guests during *Scenic Eclipse's* inaugural season of cruises.

Offerings include an opportunity to spend Christmas Day 2018 exploring South Georgia Island on Scenic's 21 Day Falkland Islands, South Georgia and Antarctica cruise, departing Buenos Aires on 17 Dec 2018.

Delhi runway closure

ONE of the three runways at Delhi's Indira Gandhi International Airport will be closed for surface repair work on 07-09 Nov.

DFAT is advising travellers consult the airport's **WEBSITE** for the latest information.

Thai smiles for kids in Perth



THAI Airways got into the swing of Children's Week last week at Perth Airport's International Terminal 1 by setting up a joyous experience for their little flyers.

Between 23-29 Oct, each child flying from Perth on Thai Airways received a cute little teddy bear as a memento.

On Wed 25 Oct, on Children's Day itself, TG's mascots were in the check-in area of Perth Airport's Terminal 1, greeting all pax before their flight to Bangkok.

Perth Airport also supported Thai Airways in its endeavour.

Pictured is the TG mascots with a happy flyer.

Docklands SkyBus

SKYBUS has launched the Southbank Docklands Airport Express to Melbourne Airport.

Commencing operations on 05 Nov, it will run every 30 mins on weekdays & hourly on weekends.

Tickets are \$19 or \$18 online.

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Thursday 2nd November 2017

DriveAway bonus

DRIVEAWAY has revealed it will be offering 15 free days on most of its Renault vehicles in addition to 50% off delivery and return fees for cars collected outside of France as part of a major leasing promotion in 2018.

Bookings must be made by 22 Dec to secure the offer.

Geneva & Barcelona collections were up by 23% in 2016/17.

Nikko STYLE launch

NIKKO STYLE, a new upscale select service hotel brand, has been introduced to Japan via a joint-venture with Hotel Okura and Trinity Investments.

The new brand will operate under the Nikko Hotels International umbrella and cater to both business and leisure travellers looking for quality at an affordable price point.

Japan's hotel sector is "arguably the most underserved," in the developed world, claims Sean Hehir, president & ceo of Trinity.

UA used plane plan

UNITED Airlines has elected to purchase close to 40 used Airbus SE jets in a bid to expand its short-haul fleet while keeping costs down to a minimum, *Bloomberg* reports.

The likely acquisitions will take the form of A319 and A320 single-aisle aircraft.

The airline has been under pressure from shareholders recently, with the latest buying spree an indication of its financial turnaround plan.

SITA for Istanbul

TURKEY'S biggest airport project, Istanbul New Airport, has partnered with SITA to deliver technology at the site.

Tasked with implementing advanced airport, baggage & passenger solutions, SITA's solutions will need to support 75 departures per hour, 3,500 flight operations per day and 1,000 bags per flight.

The first phase of the build will be finalised in 2018, with aims to support 90m pax annually.



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.

Berjaya Hotels & Resorts has appointed **Alphansa Kumarie** to the role of General Manager of MICE, Business Development & Marketing. Kumarie has held previous positions with The Sunway Group, Meritus Hotels & Resorts and UOA Hospitality Group.

Aboriginal cultural park **Tjapukai** has welcomed two new appointments in **Damien Ralphs** and **Peter Clarkstone**. Ralphs will tackle the Sales Executive role while Clarkstone will take on the Chef/Beverage Manager job. Tjapukai is one of the largest indigenous employers in tourism.

A new General Manager is at **Next Hotel Brisbane** following news of **Justin McConnell's** promotion to the role. Formerly the Hotel Manager, McConnell was elevated to the GM position as recognition of nine months of outstanding performance.

Further new appointments have been announced by **Hamilton Island** in Queensland's Whitsunday Island group. New Group Reservations Coordinators, **Kerrie Lynch** and **Brett Jelfs** have joined Groups Reservations Team.

Queenstown Airport has welcomed Olivia Pierre as its General Manager, Commercial and Customer Experience. She will be charged with looking after all business activities related to aeronautical revenue including landing charges and route development.

Qld hosts Germans

MORE than 20 German travel agents have been invited on a Queensland fam to strengthen the bond between the Australian and German travel trade.

Tourism and Events Queensland along with key partners organised the trip which saw visiting agents tour Cairns and the Great Barrier Reef last week, with Brisbane and the SE QLD also on the tour map.

German tourism to Oz grew strongly in 2016/17, including a 9.2% growth in expenditure.

Toberua anniversary

TOBERUA Island Resort Fiji has turned 50 and to mark the occasion is inviting 12 agent couples to join its official celebrations in Nov 2018.

Two winners will be drawn each month for six months starting Jan & ending Jun, with winners enjoying one week of complimentary accommodation in an Oceanfront Bure for two.

Jetstar to Okinawa

JETSTAR Asia has announced it will reopen direct flights from 17 Nov from Singapore to Okinawa.

The flights have been reintroduced on the back of demand from travellers across Singapore, Australia, NZ & Japan.

Japan's southern subtropical islands attract more than 8.77 million domestic and international travellers each year.

Sailors show off WA

WESTERN Australia is in the spotlight with Indian tourists after an all-female Indian naval crew stopped off in Fremantle during their round-the-world jaunt.

The crew are attempting to be the first all-female ship to circumnavigate the globe and WA will be the only Australian port of call for the trip.

Indian tourism is growing rapidly in WA, with 27,300 Indians visiting in 2016/17, up 43% on the previous year and injecting \$86m into the state's economy.

Win a romantic Fijian break

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



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



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Travel Daily

www.traveldaily.com.au

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.

EDITORIAL

Editor in Chief and Publisher — Bruce Piper

Managing Editor — Jon Murrie

Editor — Guy Dundas

Contributors — Jasmine O'Donoghue, Matt Bell, Adam Bishop, Jenny Piper, Christian Schweitzer

info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper

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

LOOKING FOR AN INNOVATIVE LEADER

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

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**AREA SALES MANAGER
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Work closely within the sales team providing strategic support to multiple hotels. Manage all market segments, implementing sales strategies, sourcing new opportunities, developing key stakeholder relationships, managing business leads & representing the brand at industry events. Senior sales experience within hotels a must along with strong communication, presentation & negotiation skills. Strong salary package + benefits on offer.

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**ACCOUNT MANAGER
BRISBANE – PKG DOE**

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

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Gili Lawa, Komodo



Gili Meno, Lombok



Top Underwater Destinations for 2018

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Trade and travellers are invited to put these destinations on the radar for 2018.

WEST BALI NATIONAL PARK,

BALI: Enjoy 360° panoramas of islands and calm, clean water for snorkelling near this

protected conservation habitat. Find the natural hot springs at Mimpí Resort, roof top water views from The Menjangan or pool side panoramas from Oktagon Restaurant or the bar at Menjangan Dynasty.

GILI MENO, LOMBOK: A short ferry from Bali and snorkelers can meet giant turtles in the balmy waters of Secret Garden, Gili Meno – one of the three islands off North West Lombok mainland.

KOMODO NATIONAL PARK, FLORES: Cruise, snorkel, swim or dive the refreshing waters of Komodo National Park. Snorkel off Pink Beach or cruise the bays with a phinisi schooner, a hand crafted, wooden fishing boat. Anchor at Komodo or Rinca Islands and see Komodo Dragons in their natural habitat. Stay in Labuan Bajo, Flores, on one

of the islands or onboard a phinisi for a once in a lifetime experience.

RAJA AMPAT, WEST PAPUA: Fast becoming known as the aquatic galaxy of the East, Raja Ampat is a diver and snorkeler's paradise. See manta rays and walls of coloured fish. With two resorts, many homestays, dive live aboard boats and yachts there is accommodation to suit every budget.

Wonderful Indonesia, it's just next door.

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