



SUPER SALE

Our Black Friday sales event
Strictly limited time offer

**SAVE UP TO AU\$600 PER PERSON
+ \$1,000 ONBOARD CREDIT PER SUITE
+ ONE-CATEGORY SUITE UPGRADE**

Available on select sailings booked between
Saturday, 17 November 2018 and Tuesday, 26 November 2018

Ready, set, sail. There's no time to wait on planning your next Silversea cruise. Our worldwide voyages now come at unbeatable value with our limited-time Silversea Super Sale. Save up to AU\$600 per guest, plus receive a one-category suite upgrade and enjoy US\$1,000 onboard credit per suite to use toward indulging spa treatments and thrilling shore excursions. This is about discovering the authentic beauty of the world and experiencing a taste of all-inclusive luxury for less.

TO BOOK, CONTACT SILVERSEA RESERVATIONS ON +61 2 9255 0600

TERMS & CONDITIONS: Silversea Super Sale offer valid on new, individual bookings made between 17 and 26 November 2018. Guests benefit from an extra saving per person; either AU\$300 or AU\$600 per person where advised, valid on all categories, on a select list of eligible sailings from Nov 2018 to Apr 2019. Full booking payment is due no later than 26 November, 2018. Suite upgrade subject to availability. Cancel and re-books do not qualify. Offer is not applicable to group bookings. Single supplements will apply and vary by voyage. Other restrictions may apply. Visit our website for more information.

Russia Off The Beaten Track

22 DAYS BY RAIL FROM THE BLACK SEA TO THE BALTIC SEA
SOCHI | KRASNODAR | VOLGOGRAD | EKATERINBURG |
KAZAN | ST PETERSBURG
DEPARTS 1 MAY 2019



traveldirectors.com.au

travel
directors

WORLDWIDE
ESCORTED
TOURS

AFRICA | ASIA | CENTRAL ASIA
EUROPE | LATIN AMERICA
MIDDLE EAST | RAIL JOURNEYS

1300 856 661

MORE INFO

TRAFALGAR

Simply the Best

THE REAL
EUROPE &
BRITAIN

CLIENTS
SAVE 10%*

EARLY PAYMENT
DISCOUNT >



*T&C's apply

#AGENTS FIRST

Express Travel Group soars

EXCLUSIVE

EXPRESS Travel Group has boosted its overall membership by over 6% in the last 12 months, with CEO Tom Manwaring this morning detailing the company's strong performance as he opened the 2018 Independent Travel Group Forum in Shanghai, China.

Manwaring said the combined Independent, italktravel and Select membership now totals 756 outlets, up almost 60 on the same time last year.

The growth has driven improvements in air revenue, which is up 11%, while passenger numbers have risen 5% reflecting improved yields.

The group is also seeing significant diversification in its sales, with accommodation TTV up 47%, cruising rising 31% and

touring climbing 27%.

Manwaring also highlighted the importance of technology in the business, with the recent unveiling of the online Express Pay merchant platform (**TD 05 Nov**) which incorporates the AFTA Chargeback Scheme.

italktravel members were also yesterday given a sneak peek of a new locally developed itinerary building platform which will roll out across the network in 2019.

More from the Independent Travel Group conference on Mon.

Collette Sales Mgr

BRAD Ellis has taken up the role of National Sales Manager for Collette in Australia.

Ellis joins Collette after five years at Thrifty Car Rental where he was National BDM - Corporate.

Silversea on sale

SILVERSEA Cruises has launched a "Black Friday" Super Sale, with savings of up to \$600 per person, upgrades and \$1,000 onboard credit per suite.

See the **cover page** for details.

Today's issue of TD

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

- CAPA
- Travel Trade Recruitment

SANTA
MONICA



WIN A FAMIL
TRIP TO
SANTA MONICA
WITH A GROUP
BOOKING*

Now until
31 December 2018

FIND OUT HOW

virgin australia

DELTA

*Terms and conditions apply

Travel insurance
that's worth it

FIND OUT MORE >

Available in
travel agencies

nib



Reservations 02 9260 4300
flyasiana.com

LEARN MORE

ASIANA AIRLINES AIRPORT
FACILITIES HAVE NOW BEEN
UPGRADED AT ICN (T1)

INCHEON CHECK-IN
COUNTER IS NOW
RELOCATED FROM
K,L,M → A,B,C



ASIANA AIRLINES
A STAR ALLIANCE MEMBER

Indian Ocean

MALDIVES — MAURITIUS — SEYCHELLES — SRI LANKA — MADAGASCAR

For the best in luxury resorts and private journeys contact the Indian Ocean experts at Wildlife Safari

Order brochures **TIFS:** NSW, QLD, ACT, VIC, TAS **TEMPLAR:** SA, NT, WA

1 800 998 558 or info@wildlifesafari.com.au



CAPA Summit rego

REGISTRATIONS to attend the 2018 CAPA-ACTE Global Summit & Corporate Lodging Forum are closing soon.

The event, which is set to take place in Sydney on 03-04 Dec, will reflect on the theme of "Embracing Change" and feature a selection of keynotes, presentations, panels, debates and masterclasses.

For more information and to register, see **page nine**.

Regal Princess to Sydney

PRINCESS Cruises has today announced plans to expand its capacity in Sydney by 40% in 2021, compared with the current 2018/19 season, with the deployment of its royal-class ship, *Regal Princess*.

The 3,560-passenger vessel will join sister ship *Majestic Princess* in Sydney for Princess Cruises' biggest ever local season, where she will homeport from Dec 2020 until Apr 2021.

Princess Cruises Senior Vice President Asia Pacific, Stuart Allison made the announcement onboard *Majestic Princess* at the 2018 Carnival Australia Partnership Summit this morning.

"Further to the incredible response to *Majestic Princess*' maiden season in Australia, I'm delighted to now share that *Regal Princess* will also call Sydney home in the Summer of 2020," Allison said.

"Not only will this be the first time in history that Princess Cruises has deployed two Royal-Class ships from the same homeport outside the Caribbean, but it will be the biggest

deployment we've ever had in Sydney," he added.

Regal Princess will offer Australian travellers a range of features similar to those on board *Majestic*, including 13 dining venues, atrium, an over-the-ocean glass walkway, poolside cabanas, Princess Live! television studio, dedicated pastry shop plus a Chef's Table Lumiere private dining experience.

It will also offer 1,780 staterooms, with balconies included on every outside room.

Regal Princess will make her inaugural journey to Sydney from Rome in late 2020, crossing four continents on the way.

A detailed itinerary will be announced in late Mar 2019, with bookings for her maiden voyage on sale from 20 Nov.

Princess Cruises currently ranks Australia as its biggest market outside of the United States, with five of its 18 ships cruising local waters throughout 2019.


Majestic Princess began homeporting from Sydney in Sep (TD 17 Sep) - for more from the conference, see **page four**.

Are you a winner?

TRAVEL Daily has revealed the two lucky winners of its recent Scenic and Evergreen Tours monthly competition.

Nicky Bevan from Prestige Travel has snapped up the prize of a Scenic Jewels of Europe river cruise for two, while Bonnie Davis from Helloworld Travel Mackay scored an eight-day Majestic Mekong cruise including Economy flights from Evergreen Tours.


Congratulations!



UNFORGETTABLE

SMALL SHIP EXPEDITION CRUISING

ICELAND • KIMBERLEY
ANTARCTICA • BALTICS
• NORWAY • JAPAN



FLY DEALS
AND SAVINGS
AVAILABLE!*

LEARN
MORE

*T&Cs apply. APT7474

Business Development Manager - NSW

Premium Travel Service Provider, Travel the World, powering Tauck Australia, Windstar Australia and Aqua Australia is growing and has an opportunity for a Business Development Manager - NSW to join our expanding team in Sydney on a full time basis. This role requires the successful candidate to;

- Execute our annual Sales plan and strategy with a goal of achieving sales targets.
- Develop, nurture and grow sales and relationships with key travel agent partners.
- Be achievement driven, self-starter with a positive attitude and strong work ethic.
- Be a proactive member of our sales and marketing team.
- Excellent communication and organisation skills.

Send your resume with cover letter to careers@traveltheworld.com.au
Applications close 30 Nov '18



TraveltheWorld



Time to Explore

EUROPE & FRANCE RIVER CRUISING

FREE
UPGRADES*

SAVE up to
\$4,300
per couple*



ENDING 30 NOVEMBER
CLICK FOR INFO >

BECOME A LAKE GENEVA REGION SPECIALIST AND WIN!





Switzerland.



Read why Monaco is the perfect place for a Mediterranean jaunt in the November issue of *travelBulletin*.

CLICK to read
travelBulletin

Travel Daily on location in Shanghai, China

Today's issue of *TD* is coming to you courtesy of Express Travel Group, which is hosting its Independent Travel Group forum in Shanghai this week.

SHANGHAI is a fitting location for the 2018 Independent Travel Group Forum, with the fast-growing city reflecting the expansion of the ETG agency network which now comprises more than 700 members.

Yesterday the conference kicked off for italktravel and cruise franchise members with the unveiling of several key initiatives (see p1), while the wider Independent Travel Group family joins in today.

The event provides members the opportunity to network, renew friendships, learn, engage and explore Shanghai.

Sheraton's big overhaul

SHERATON is in the midst of a global brand overhaul, with a new vision aiming to bring stronger community elements into the guest experience and draw locals in to "work, play or relax".

Marriott International VP Marketing Asia Pacific Mike Fulkerson told *TD* yesterday the company saw "an opportunity to take another look at the brand".

"In some markets the brand was doing really well and in other markets, where it had been for a long time, maybe it had gotten a little tired and the company really had a look at it and said there's an opportunity for us to reinvigorate the brand," he said.

"We felt like it needed to be reinvigorated to be a bit modernised so that it's more relevant to the travellers today.

"Traditionally, we're viewed as a place to have high teas or go to the seafood buffet but we also want people to see our

different public spaces as places to work and places to gather with friends," Fulkerson explained.

As the brand overhaul works its way through a "long hotel development cycle", Sheraton is showcasing the new vision through a "Heart for the City" activation, which is currently running through to 21 Nov at the newly renovated Sheraton Grand Sydney Hyde Park.

The activation aims to attract locals and highlight the people, places and cultures of seven "crown jewels" in the Sheraton portfolio, with Fulkerson emphasising it was a way to "promote and get people familiar with the new Sheraton that we're rolling out around the world".

Sydney's Sheraton on the Park was renamed a "Grand" class property in Oct following a US\$50m renovation (*TD* 15 Oct).

The "Grand" class is bestowed on properties which have superior qualities across location, design, service and F&B.

As the first Grand property in Sydney, the hotel is the third Grand in Australia and follows the addition of the Sheraton Gold Coast to the Grand portfolio (*TD* 09 Dec 2015) and Port Douglas (*TD* 10 May 2017).

Fulkerson also said Marriott Int'l is planning to combine its loyalty offerings into one new program in Q1 next year, creating "one of the most powerful [loyalty programs], if not the most powerful in the travel industry".



Window Seat

WHAT'S a birthday without a gigantic chocolate cake?

The *Travel Daily* team were invited to share in the fun and festivities of Etihad's 15th birthday earlier this week when this tasty treat (**pictured**) arrived just in time for afternoon tea.

The airline commenced its first "symbolic" flight on board an Airbus A330-200 on 05 Nov 2003 to the historic city of Al Ain, with the first commercial flights taking off on 12 Nov.

Happy birthday Etihad!



Travel Differently!

The strategy, technology and innovation event for travel industry leaders

4-6 December 2018
Novotel Sydney Central | Sydney | Australia

Livn Direct debut

LIVN CEO Mark Rizzuto has introduced his latest innovation, Livn Direct at the annual Phocuswright LA Conference.

Livn Direct gives travel companies access to over 700,000 products from more than 15,000 suppliers.

"Livn has been able to bring structure and definition into the market by making all relevant information available to the travel trade through one unified API," said Rizzuto - view his talk **HERE**.

PRINCESS ACADEMY

CLICK HERE TO
LAUNCH
ACADEMY



**AIM HIGH
TO REACH
THE SKY!**

AND UNCOVER THE SECRETS
OF SKY PRINCESS®

MAJOR PRIZE:

7-night Mediterranean cruise, in a Balcony for 2 on Sky Princess® and AUD \$5,000 EZair credit

MINOR PRIZE:

Win one of 15 AUD \$200 Visa Gift Cards

BECOME A COMMODORE BY 23 DECEMBER 2018, 11.59PM AEDST, FOR THE CHANCE TO WIN!

Conditions apply see www.onesourcecruises.com. Open to AU/NZ res. 18+ employed as travel agent for WLCL registered agency at time of entry/publication & registered with Princess Academy with a rank lower than 'Commodore'. Max 1 entry p/person. Cruise 27/10/19-3/11/19. NSW LTPS/18/27872, ACT TP18/01756, SA T18/1605.

Travel Daily on location aboard *Majestic Princess*

Today's issue of TD is coming to you from on board *Majestic Princess*, courtesy of the World's Leading Cruise Lines.

INDUSTRY guests attending the World's Leading Cruise Lines Next Wave Summit aboard *Majestic Princess* had a chance to explore NZ's Bay of Islands yesterday, a spectacular setting to kick off proceedings.

Princess Cruises has forged a partnership with the region's Maori community, allowing guests to visit the historic Waitangi Marae.

Today the ship is sailing to Sydney to partake in the Next Wave Summit, where leaders from each of the World's Leading Cruise Lines brands will present their latest news.

GBR Europe push

THE Great Barrier Reef (GBR) will be the centre of attention in a new campaign targeting European travellers.

Delivered by Tourism & Events Queensland in partnership with Tourism Tropical North Queensland and other regional tourism organisations, the campaign will showcase the destination as "Australia's number one experience".

The campaign will also include driving itineraries along the Reef's coastline - view details [HERE](#).

China Sth SkyTeam

CHINA Southern Airlines has decided it will not renew its contract with global airline alliance SkyTeam on 01 Jan 2019.

China Southern's decision is due to "strategic development, the changing trends of the global aviation industry and the evolution of alliances".

Cruising tackles constraints

CARNIVAL chief Sture Myrmell has called for a united voice as the industry attempts to tackle capacity constraints in Australia's cruise sector - and dismissed reports that Sydney's Garden Island might be back on the table as a future berthing option.

At the World's Leading Cruise Lines (WLCL) New Wave Summit aboard *Majestic Princess* today, the President of Carnival Australia & New Zealand and P&O Cruises Australia said renewed speculation that a new berth could be negotiated in Sydney Harbour was untrue.

"The new Prime Minister is not interested (in Garden Island) and Scott Morrison has made that clear," Myrmell said.

"We don't think we should rely on any particular options - we are not wedded to any one solution," he said.

Instead, Myrmell said the WLCL and the wider industry were continuing to engage with the NSW Government on developing its Port Botany plan.

"We are now at a point where growth will be limited if we don't find a solution," he said.

"We all have a role to play in advocacy - this has to be a shared responsibility.

"One voice is much stronger if we all come together with a shared message."

In his keynote address at the summit, Myrmell highlighted several issues facing the wider cruise industry, including the need to confront environmental concerns.

He said the industry was on track to achieve new International Maritime Organisation standards on emissions due to be implemented by 2020.

The measures will be achieved through new LNG ships, the use of low sulphur fuel and introduction of advanced exhaust cleaning systems.

"Carnival Corporation has already implemented these on 70% of its ships," Myrmell said.

"The cruise industry is well advanced in meeting or exceeding the new emissions standards," he said.

BNE cricket match

BRISBANE Airport Corporation is bringing the game of cricket to Brisbane Airport's (BNE) International Terminal on 22 Nov.

The match coincides with the start of the Indian cricket team's tour of Australia.

15
years
young

Sell Etihad to win

It's our 15th birthday and we're really proud of where we've got to. Like any 15-year-old, we're even more excited about where we're heading towards to.

To thank you for your ongoing support, we are giving you the chance to win one of the 15 flight prizes. Sell Etihad between 7 to 28 November 2018 to be eligible for the lucky draw.

ENTER NOW

Terms and Conditions apply.

الإتihad
ETIHAD
AIRWAYS

Choose Well.

Friday 16th November 2018

Heavenly Hamilton Island



VIRTUOSO recently treated nine of its top-selling agents to a luxurious getaway to Hamilton Island, where they experienced all the trimmings the destination

had to offer.

After checking into the adults-only property, qualia, the agents then enjoyed a long lunch at the Hamilton Island Golf Club, a seaplane adventure to Whitehaven Beach and a twilight sail on luxury vessel *Palm Beach*.

Pictured with their pilot Dayne at Whitehaven Beach are Lilly Siegel, Toorak Travel; Salli Alderson, Smartflyer; Anna Davies, Virtuoso; Deborah Zimmermann, FBI Travel; Jackie Low, Main Beach Travel; Sonia Jones, Savenio; Katie Hawkins, Peninsula Travel; Emily Elkington, Hamilton Island; Sarah Joyce, Travel Associates; and Carissa Johnson, Spencer Travel.

Win a Barilla cooking class



This week is Italian Cuisine week and thanks to the Italian National Tourist Board, *Travel Daily* readers can join Barilla in Sydney for an authentic hands-on Italian cooking experience. Casa Barilla will take you on a culinary journey through Italy's gastronomic regions. Each hands-on class is intimate, with only 16 people, and interactive: you learn, you cook and you eat! The class includes a cocktail and antipasto on arrival, all food and wine with your meal, plus a generous goodie bag to take home. Prize is for two people and valued at \$200.

To enter, send a photo of what represents Italy to you to italia@traveldaily.com.au. The most creative entry will win.



Prince brand to UK

JAPANESE hotel and leisure company StayWell Holdings and Prince Hotels have announced the acquisition of The Arch Hotel London.

Located in Great Cumberland Place close to Marble Arch and Marylebone, the hotel will undergo a major refurbishment, rebrand and repositioning in 2019, before reopening under the The Prince Akatoki brand.

Vietnam A321neo

VIETNAM Airlines has welcomed the first Airbus A321neo into its fleet, taking delivery of the aircraft in Hamburg yesterday.

The plane is the first of 20 A321neo aircraft that have been ordered by the airline, which is a "great enabler for Vietnam Airlines' continuous expansion in the Asian market," according to Christian Scherer, Airbus Chief Commercial Officer.

NT's Bachelorette

NETWORK Ten's *Bachelorette* series finale aired across the country last night, highlighting the Northern Territory as a tourist destination and offering a series of promotions to viewers looking to visit the region.

The marketing push follows the NT Government's \$103 million "Turbocharging Tourism" stimulus package, with Minister for Tourism and Culture, Lauren Moss saying the TV show partnership offered Aussies an "extra incentive" to visit the NT.

TECHNOLOGY UPDATE

Today's Technology Update is brought to you by Excite Holidays

True innovation comes from outside the boardroom



This week Uber launched a new product feature; when your driver is approached, a button appears which

will turn the screen of your phone into a bright colour, and notify the driver to look out for that colour. All you need to do is simply hold your phone out. This is simple, but offers up a big thought about innovation: not all innovation and product development comes from a boardroom; often the best innovation just improves an existing user behaviour. In the case of Uber, they recognised that people were already using their phone to hail their driver, and they just made it slightly better.

Your customers are your best innovators, using your technology in ways that weren't conceived in a boardroom. It pays to embrace this. We've experienced this with our hotel filter, originally built to allow agents to quickly filter by a hotel chain by typing the name into a field. What we didn't anticipate was that this same filter would also be valuable for finding other property types, like all-inclusive, bed and breakfasts, and even castles and ryokans. Our communication around this feature changed completely, as we saw that it was far more powerful than we had originally planned.

Whether it's the colour of a phone screen, or a simple search term, it pays to listen to your customers, because they are your true innovation department.

Nicholas Stavropoulos,
Executive Director, Excite Holidays



Media Sales Executive

Macquarie Park, Sydney



Do you have the skills to lead customers along the path to purchase and can confidently close a sale?

- Influential sales role across digital, print and bespoke projects
- Full-time with competitive base salary and on target earnings

The Business Publishing Group has several leading news publications spanning travel, cruise, business events and pharmaceutical sectors and requires a team player to join our growing sales and marketing division.

This role requires you to develop and implement sales strategies, win new business, service existing clients and deliver upon sales targets.

If you have a minimum three years experience in media sales and are a motivated go getter who can demonstrate prior success, apply today.

Email your confidential CV with Cover Letter to jobs@traveldaily.com.au before 16/11/18

Travel Daily CRUISE WEEKLY travelBulletin Travel & Cruise Weekly Pharmacy Daily business events news

Avis 2018 Scholarship winner gala

NOW in its 22nd year, Avis Budget Group hosted the Avis Scholarship Awards evening last Tue at the Park Hyatt Sydney, where Jo Patton from TravelManagers in NSW's Ulladulla was announced as the 2018 winner.

"We'd like to offer another huge congratulations to Jo, and a very big thank you to all those across the Pacific that applied, as well as thank our major sponsor Qantas for their support," said Avis Budget Group Managing Director Tom Mooney.

"There were many brilliant entries and we've been thrilled to read through so many applications illustrating some fantastic contributions to the industry," he said.

"We look forward to continuing to develop our unique program, and to further encourage and develop excellence and innovation in driving outstanding customer journeys."

The Scholarship is valued at over \$40,000, and will provide Patton with international travel to Singapore to attend the 2019 WIT Conference, professional guidance and access to education and training opportunities with organisations such as the Cruise Lines International Association Australasia.

Patton started with TravelManagers just under two years ago and impressed the judges with her combination of travel and craft to create "Crafty Adventures", a service specialising in cruises and tours with a crafty focus.



ROBYN Sinfield, the 1997 inaugural Scholarship winner from Home Travel Company, with Barry Mayo, House of Travel.



TOM Mooney, Managing Director of Avis Budget Group Pacific with the four Scholarship finalists; Cei Creighton, Mobile Travel Agents; Carolyn Cruickshank, Flight Centre Corporate; Krystle Tse, Traveledge; and Jo Patton, TravelManagers; also with Ian Jones, Commercial Director of Avis Budget Pacific.



CAROLYN Cruickshank, Flight Centre Corporate and Ashley Halsall, National Sales Manager Australia, Avis Budget Group.



CAROLYN Cruickshank, Flight Centre Corporate; Ashley Halsall, National Sales Manager Australia, Avis Budget Group; and Ian Jones, Commercial Director of Avis Budget Pacific.



IAN Jones, Commercial Director of Avis Budget Pacific and Trish Shepherd, Ensemble Travel.



JO PATTON, 2018 scholarship winner; and Svet Momirovska, Manager Travel Sales - Pacific at Avis Budget Group Australia.



ROBYN Sinfield, Scholarship winner 1997; Jo Patton, 2018 Scholarship winner; Barbara Baron, 2016 Scholarship winner; and Nakita Byrne, 2017 Scholarship winner.

CORPORATE UPDATE

MaxQ's million \$ club grows



MAXIM'S Travel Group of Companies' consolidation business MaxQ has a new addition to its Million Dollar Club.

Vien Dong Tourist Services has joined the club, which was launched this year to recognise and reward outstanding achievement from MaxQ's clients.

MaxQ Consolidation General Manager Hai Duong said "consolidation has become far more nuanced than simply the

issuing of a ticket.

"Agents need service and guidance in what nowadays is a flooded market of fares and offers," Duong added.

"Our job is to guide our clients in what we feel would be most advantageous to them not us."

Pictured are: Chris Goddard, Managing Director Maxim Group; Kim Huynh, Vien Dong Tourist Service and Hai Duong, MaxQ Consolidation.

CWT launches AI tool

GLOBAL travel management company Carlson Wagonlit Travel has launched a new artificial intelligence-powered travel reporting and visualisation tool that "works like a personalised search engine that knows everything about the client's travel program".

Called CWT AnswerIQ, the new tool provides visibility over three years' worth of data, and is updated multiple times every day to ensure access to the most recent information.

By offering drill-down capabilities on top of CWT's data lake, the AI-assisted technology helps to adapt and improve the client's search capabilities as well as simplifying their data access, increasing personalisation over time.

"CWT AnswerIQ makes

corporate travel reporting as easy as shopping for your next pair of shoes on the internet," said Eric Tyree, Chief Data Scientist, Carlson Wagonlit Travel.

"You type your request in the search box, AnswerIQ goes through all your data, and gives you the answers – visualised for ease of understanding."

Agents using the system will be able to run searches, with results displayed visually that tell the story in a way that's easy to understand.

Users can also design, create and share dashboards with colleagues, improving program effectiveness and aiming to save time and money.

The CWT AnswerIQ program is currently available from CWT on a 60-day free trial, to find out more visit carsonwagonlit.com.

CORPORATE CHATTER

with Sharon Stanley

Are you a good global citizen?

AS WELL as ensuring, as their TMC, that you can deliver the best service and technology without disruption, more and more companies want to know about your commitment to corporate and social responsibilities and how you'd align, or not, to their own stated values and commitments.

It's not good enough to put some nice words in a proposal - you need to walk the talk.

As an organisation, are you aware of the Sustainable Development Goals? Are you contributing where you can in a positive and meaningful way to these goals?

Sustainable development is much broader than just the environment - it encompasses the diverse needs of different people and communities, creating equal opportunities and social unity to ensure a strong and healthy society.

It's doing things differently and ensuring quality of life for all.

What policies do you have in place? How are they actioned,

enforced, measured, refined and promoted? For example, do you have documented environmental policies and initiatives, diversity and inclusion policies and programs, health and safety protocols, social responsibility programs and sustainable procurement practices in place?

What are you actively doing in the community? What are

the specific challenges or opportunities in the industry that you can be addressing?

Do you have a Reconciliation Action Plan (RAP) in place?

The RAP program provides a framework for organisations to support

the national reconciliation movement. Organisations that have a RAP in place are looking to work with other businesses with the same commitment.

All organisations have a level of responsibility for the social, environmental and economic consequences of their actions - and as a bonus, it might even help you win more business.

“All organisations have a level of responsibility for the social, environmental and economic consequences of their actions...”



Sharon Stanley works with businesses to help them build stronger client relationships, deliver greater value, develop teams and grow their businesses.

Contact her at sharon@sharonstanleyconsulting.com.

AMEX drops points

AMERICAN Express has made a series of changes to earning rates across its portfolio of credit cards, which will affect the way cardholders accrue their frequent flyer points.

The changes, which are scheduled to take place from 15 Apr 2019, include a reduction of 0.25 Qantas points per \$1 spent and 0.25 Velocity points per \$1 on Virgin, among others.

AMEX says it will notify all affected cardholders of the updated changes starting from 19 Nov 2018.

Win tea at Sofitel

TRAVEL buyers are invited to help shape the agenda at next month's CAPA-ACTE Global Summit & Corporate Lodging Summit by submitting 20 words or less about the "key burning issues" that the industry is facing.

The most thought-provoking response will win a high tea for two people at the Sofitel Sydney Wentworth, valued at up to \$166.

To submit a response to the event's organisers, **CLICK HERE**.

For more information on the summit, see **page nine** of today's edition of *Travel Daily*.

Friday 16th November 2018

Yangon Airport

YANGON Aerodrome Company Limited (YACL) is increasing the capacity of Yangon Int'l Airport (YIA) in Myanmar to open new int'l routes, despite 2018 being the lowest growth in air passenger traffic in five years.

"We are confident that, in partnership with all the relevant stakeholders in the tourism industry, the community and the Myanmar Government, 2019 tourist air passenger traffic will surpass that of 2018," said YACL CEO Ho Chee Tong.

Windstar lengthen

WINDSTAR Cruises has launched a \$250 million Star Plus initiative, which will see the company undergo major investment and expansion.

The initiative is set to expand accommodation across the line's three all-suite vessels increasing capacity from 212 passengers to 312 guests per ship.

The work will be done to *Star Breeze*, *Star Legend*, & *Star Pride*.

Other additions include new dining locations; shop and retail space; and a larger fitness centre.

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

Emirates is giving Australian travellers the chance to save when travelling in pairs or groups of up to nine. Until 26 Nov, Economy class fares start from \$1,059 to Dubai from Perth/Adelaide. For more info call 1300 303 777.

Adventure Canada together with **Cruise Traveller** are offering a 15% saving for couples and no single supplement for solo travellers on a 12-night expedition cruise, departing 13 Jul 2019. Bookings need to be made before 19 Jan, [CLICK HERE](#).

Car rental company, **globalCARS** has released a range of 2019 early bird deals which include savings of up to \$1,114 for Peugeot's European self-drive holiday leases of 21 days or more. Visit www.globalcars.com.au.

European Waterways is offering 10% off cabins and charters on select nature and wildlife cruises across Europe in Apr and May 2019. The deal applies to bookings made before 07 Jan. Visit europeanwaterways.com.

Travellers can save up to 25% off last minute departures with **Intrepid Travel**. Itineraries include the 14-day Best of Cambodia trip departing 13 Dec. To book, [CLICK HERE](#).

G Adventures is offering a six-night Burgundy River Cruise Adventure departing Apr to Oct 2019 with savings of \$400pp; and the 10-night Cruise the Norwegian Fjords from 20 May with savings of up to \$500pp. Book before 30 Nov to save. Call 1300 180 969.



Enter for your chance to win a 12 day safari to Botswana – including flights!

Fly on South African Airways, Best Airline to Africa and travel with Australia's Best Speciality Wholesaler, Bench Africa, on the Highlights of Botswana Mobile Safari.

To win, all you need to do is have the most creative photo showing your 'Africa' face – the over the top, super excited or emotional expressions that many people make on seeing the incredible experiences that Africa offers. It can be from a trip you took to Africa or even from here (using your imagination)!



Send your entries to
bench@traveldaily.com.au

Carnival steel cut

CARNIVAL Cruise Lines has marked the start of construction of its "newest and largest" ship (pictured) at a steel-cutting ceremony held at the Meyer Turku shipyard in Turku, Finland.

The new livery was revealed for the 180,000-tonne vessel, which is set to be delivered in 2020.

At the ceremony, the company also revealed a new red, white and blue hull design which pays homage to maritime tradition.



Hilton first Illinois

TAPESTRY Collection by Hilton has opened The Rose Hotel Chicago O'Hare, Tapestry Collection by Hilton, the brand's first property in Illinois.

The Rose Hotel features 165 guestrooms, meeting and event spaces, a fitness centre and dining and drink options, including R Bar and The Market.

Scoot terminal

SCOOT will be moving its operations from Terminal 2 to Terminal 1 of Singapore Changi Airport in late 2019.

The shift to T1 will facilitate Scoot's growth plans and bring an "enhanced customer experience".

Turkey DFAT advice

THE Department of Foreign Affairs has urged travellers to exercise a high degree of caution in Ankara and Istanbul, and in Turkey overall, because of "the high threat of terrorist attack".

Travellers are advised to pay attention to personal security and monitor media for the latest information about safety.

Viking Egypt dates

VIKING has released new departure dates for its 12-day Pharaohs & Pyramids Egypt river cruise-tour itinerary.

Departing between Aug 2020 and Dec 2020 onboard *MS Antares*, prices start from \$7,595 per person - see more [HERE](#).

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 – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, 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)

Travel Daily operates by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.



Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

FINAL WEEKS

3-4 December



The CAPA-ACTE Global Summit & Corporate Lodging Forum will be returning on 3-4 December. With more insightful content and exciting new formats including innovative learning labs and tech studios, it will reinvigorate your conference experience. Be part of the be the largest gathering of corporate travel executives in the southern hemisphere. **See you there!**

REGISTER NOW

3-4 December, Sydney

sydney18.capaevents.com

INFORM. CONNECT. INSPIRE.





Working in partnership with the Australian Travel Industry

Sales Manager

Sydney, \$70-\$100k, Ref: 1989AJ1

A rare opportunity has become available to become the new Sales Manager for this large market leader within the Travel Industry. You will be experienced with on the road sales and have experience leading a team of BDM's to hit and exceed sales targets. You will be a natural leader and have extensive experience within sales. Existing contacts within Travel in NSW preferable. An exciting company that is a well sought after employer and offer an exciting product. Contact me for more information!

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

Travel Product Coordinator

Sydney, Up to 55k + Super, Ref: 9079JB1

Our client is seeking a Product Coordinator for their office based in Sydney CBD! You will be loading rates and product information into the system, working closely with the Product Manager on any product related queries and liaising with suppliers and industry partners as required. The ideal candidate will possess at least one year experience in a product load role. Experience in an inbound product role is desirable. The successful candidate will receive a generous base salary plus super.

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

Product Manager | Tourism & Travel Industry

Melbourne, \$65-70k + Super, Ref: 3736HC1

Calling all travel product professionals to join this successful wholesale focused travel company. As a Product Manager you will negotiate contract rates, offer dynamic pricing, understand margins and commercial rates and have excellent relationship building skills. My client is looking for an experienced Product Manager in the travel or tourism industry looking for a new challenge. If you have a goal in mind, they are the type of business that will support you to get there!

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

Cruise Travel Consultant (Land & Air)

Brisbane, Up to \$50k base + comms, Ref: 2514SZ3

My client is a fast paced award-winning online agency currently seeking a talented travel or cruise consultant selling cruise & worldwide land / air packages. You must be hungry to want to earn top dollars by doing what you love and be rewarded with famils & top commission. This role would suit someone that wants a supportive team environment, work / life balance, a relaxed & fun atmosphere, breakout area, own lockers & shower facility with full kitchenette & magnificent views at your desk.

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

Online Travel Consultant

Sydney, \$40-57k + Bonus, Ref: 1854SJ1

I'm looking for a travel industry professional who wants to step away from face to face sales & work for a leading online travel provider. You will be booking packages & tailor making international holidays as well as assisting with online bookings while always delivering excellent customer service. A fun & vibrant team in luxurious CBD offices & a real chance for career progression. A great base salary is on offer with lucrative commissions & the chance to work for an industry leader.

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

Business Development Executive

Melbourne, Base + Bonuses, Ref: 3613JP1

This role requires a real sales person who is looking to step up from a consulting role and move into a business development position. You will be reaching out to clients building strong lasting relationships with them to help this hugely successful travel business continue the growth they've been experiencing lately. You will be rewarded with a great base salary plus bonuses which will continue to grow the longer you stay. This role requires someone with passion and drive to succeed.

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

Travel Consultant | Ski Specialist

Brisbane, Competitive Salary, Ref: 1338CGA1

Are you an experienced travel consultant with a passion for all things Ski? If so, this could be a great opportunity to specialise in what you love with likeminded people! This independent travel agency are looking for a new team member to join their growing team. Using your passion and experience of worldwide ski resorts, this role will allow you to specialise in a booming niche market. You will be required to have a minimum of three years' experience using both mid office systems and a GDS.

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

Sales Team Leader |Travel Specialist – Japan

Brisbane, \$45-55k + Bonuses, Ref: 2021AW5

If you have lived, worked, visited or SOLD Japan – this role is for you! This is a Sales Leadership position, where you will be responsible for designing and selling Japan holiday packages. And ensuring that your team efficiently works towards their KPI's! Ensuring all of our customers have the best possible holiday experience, this is your chance to join a young and dynamic international travel company and lead their team to success! Travel Managers | Team Leaders - APPLY NOW!

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch