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## Win a trip to Ireland

**AGENTS** can win one of two famil spots to Ireland in 2023 or one of four \$100 gift cards when they complete the new Ireland Mini Series hosted by David McMahon from Tourism Ireland.

All four videos and their corresponding quizzes must be completed by 30 Sep to be in the running to win.

**CLICK HERE** to watch the first instalment, labelled 'Dublin - Surprising by Nature'.

## Webjet geared for growth

**WEBJET** is well placed to capture the continued shift to NDC sales channels, with its Air-Hub technology, capable of aggregating air content, now "well advanced", according to a recent strategy update.

The company added it was already directly connected to several budget carriers using APIs, citing excitement from airlines to further personalise sales and increase ancillary revenue as a primary driver of growth.

Other insights to be gleaned from the report include Gen Z and Millennial (under 34s) travellers being the fastest-growing demographic when compared to pre-pandemic volumes, while the over 45 years age group have maintained their position as the highest average booking value.

Webjet also revealed it will be developing more marketing campaigns to reach youth markets, as well as placing a focus on TV, billboards, email marketing and social media channels.

The company has flagged the ambition of making one in 10 Aussie travellers a Webjet customer, noting an "accelerating" shift in Australia and NZ of customers turning to online for travel plans, while its offer to 'Mix and Match' airlines has proven extremely valuable in a volatile market rife with delayed and cancelled flights.

Meanwhile 10% of international flight searches have been for multi-stop trips, with its newly acquired Trip Ninja tech fulfilling the consumer need in most cases, with Webjet claiming travel agents don't have the time or tech to evaluate so many options.

The reduction in travel agent commissions is also impacting the ability of price-led OTAs to discount product, Webjet noted.

## Marriott to PNG

**MARRIOTT** International has signed an agreement with Steamships Trading Company Ltd to introduce its first hotel in Papua New Guinea in mid-2023, the Marriott Executive Apartments Port Moresby.

Located within the Harbourside South precinct and overlooking the Coral Sea and Fairfax Harbour, the property will feature 88 modern residential one- and two-bedroom apartments with separate living, sleeping and working areas, plus three spa treatment rooms, a kids rec zone, pool, and fitness centre.

The agreement marks the second local 2022 signing for the brand, following the announcement of Marriott Executive Apartments in Melbourne (**TD** 22 Mar 2022).

## MW bonus comm

**MW TOURS** is offering an additional 5% commission on all tours booked from its brand spanking new e-brochure before 10 Oct.

The special incentive features a range of destinations including packages to Vietnam, Cambodia, Laos, the Philippines, Myanmar and China.

For more details see the MW Tours profile on the **last page** of today's **Travel Daily**.

**VIKING**  
25<sup>TH</sup> ANNIVERSARY SALE

SAVE UP TO  
\$8,000  
PER COUPLE

On Viking's award-winning ocean itineraries in 2023 and 2024

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## Rocky Entire deals

**ENTIRE** Travel Group is offering savings of up to \$1,080 per couple on selected 2023 Rocky Mountaineer departures booked by the end of Sep, including most Canadian and US routes, packages and rail-only fares - see **page seven** for details.

## Today's issue of TD

**Travel Daily** today features six pages of news, a product update from **MW Tours** and a full page from **Entire Travel**.

**VIKING**  
25<sup>TH</sup> ANNIVERSARY SALE

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## Cruise Month starts

CLIA travel agent members will begin receiving promotional offers in their inboxes this week as Cruise Month kicks off in Australia and New Zealand.

The #LoveCruise initiative heralds a series of cruise promotions and marketing campaigns throughout Sep under four weekly themes, starting with Ocean Cruising this week.

River Cruising follows from 11 Sep, and then the focus will turn to Expedition Cruising a week later and then Cruise Month will culminate with a week highlighting Luxury Cruising.

Agents can launch their own #LoveCruise marketing campaigns using the Cruise Month Toolkit via the CLIA Members Hub, with CLIA MD Joel Katz noting the huge opportunity with public sentiment around cruising now at levels even higher than prior to the pandemic.

For more details, see today's edition of *Cruise Weekly*.

## Jacqui Walshe on TNZ Board

**SYDNEY-BASED** Walshe Group CEO Jacqui Walshe has been appointed to the Board of Tourism New Zealand (TNZ).

Walshe, who is a dual Australian and NZ citizen, is one of three new TNZ directors, joining former Rotorua Mayor Steve Chadwick and senior FMCG executive Amanda Butler.

Walshe said it was "a privilege to be able to contribute to the tourism sector of Aotearoa New Zealand, supporting the world-

class marketing effort of Tourism New Zealand and their role in this extraordinary industry".

Walshe has over 20 years experience in the travel and tourism, financial services and not-for-profit sectors, leading the Walshe Group since 2000 and continuing its long-standing dedicated airline and destination representation services, alongside the Southern Travelnet inbound tour operator business for Japanese visitors to Australia & NZ.

The Tourism NZ board now comprises seven directors chaired by Jamie Tuuta, a business leader who chairs Te Ohu Kaimoana, the body set up to oversee Maori fisheries assets across NZ, conservation project Taranaki Mouna and Maori Television.

The freshly constituted board sees the departure of Webjet's Roger Sharp and John Thorburn from Intercity Group after their terms expired.

## G'day Group grows

**REGIONAL** accommodation provider G'day Group has announced the appointment of Ben Simons to the newly created role of Chief Strategy Officer.

The company now boasts a national network of more than 300 holiday parks after undertaking over \$240 million in acquisition and development activity over the last 12 months.

CEO Grant Wilckens said this financial year G'day Group plans to invest a further \$175 million across its network, necessitating additional resources to provide strategic oversight.

Simons joins the company from his most recent role as Chief Strategy Officer at Tabcorp, with his career also including positions with Telstra and consultancy firm Bain and Company.

G'day Group has also appointed Lutheran Super Stella Thredgold as a non-executive director, the firm's first South Australia-based board member.

## Euro for Croatia

**CROATIA** will adopt the Euro as its official currency on 01 Jan 2023, replacing the Croatian kuna (HRK) as the country's means of financial exchange.

The switch will see one Euro equal to a statutory fixed conversion rate of 7.53450 HRK for the duration of a transitional period which commences today and continues to 31 Dec 2023.

### Senior Account Manager

South East Queensland based  
Hybrid Role



### Account Executive

Cairns or Townsville based  
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**INDEPENDENT HOLIDAY PACKAGE EXPERTS**



## IHG Stay for Good

IHG Hotels & Resorts has announced a Sep partnership with OzHarvest during which it will donate \$1 from every stay, restaurant and bar bill to help feed people in need across Australia.

The campaign continues a long-standing association between the organisations, and will also see guests offered a specially created OzHarvest burger which will also see a further \$1 donated from each order.

The plant-based tasty treat has been created by InterContinental Sydney Double Bay Executive Chef Denny Lohanda.

## DFAT confirms Japan

THE Department of Foreign Affairs and Trade (DFAT) has confirmed Japan will accept solo tourists from 07 Sep when arrangements are organised through a travel agency.

The travel agency booking must include both arrival and departure flights, as well as accommodation for each night of the duration of a traveller's stay in Japan, while a visa is still a requirement for entry.

The travel agency will also be responsible for organising the sponsorship for visa applications.

Japan's visa-waiver program remains suspended.

## Lang wins Outback Spirit famil



**SAMANTHA** Lang from Travel Associates Gungahlin has been announced the lucky winner of Journey Beyond's travel agent incentive, scoring a famil trip for two valued at over \$9,500.

During the six-day trip, Lang and her companion will see the Field of Light display at Uluru and enjoy a guided base tour of the majestic sandstone monolith, visit Kings Canyon for a guided scenic walk, dine under the stars at the 'Sounds of Silence' dining experience, and stay at the 5-star Sails in the Desert Hotel.

Lang couldn't have been more excited about the news of her big win, which inspired a lot of squeals and jumping when she received the phone call from Journey Beyond BDM for NSW/ACT, Gareth Coakley.

The second prize, a \$1,000 Visa gift card for the top-selling agency in Australia over the campaign period, was awarded to Geelong Travel in Victoria.

**Pictured:** An ecstatic Lang with an Outback Spirit Explorer Pack over her shoulder gifted to her by Coakley.

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**CAPA**  
AUSTRALIA PACIFIC  
Aviation Summit 2022

13/14-Sep-2022  
Adelaide, Australia

Speakers include:

 Jayne Hrdlicka CEO Virgin Australia Group	 Tim Jordan Founder & CEO Bonza	 André Viljoen MD & CEO Fiji Airways	 Chris Hine Executive Director Regional Express
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## Become a Northern Territory expert

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Tuesday 6 September 11.00am (AEST) | 10.30am (ACST)  
Wednesday 7 September 1.00pm (AEST) | 12.30pm (ACST)

[Register now](#)

\*For registration and eligibility, visit [trade.northernterritory.com](http://trade.northernterritory.com)



## \$2m for NZ tourism workforce

**GO WITH** Tourism, an initiative tasked with growing NZ's tourism and hospitality workforce, has been awarded NZ\$2 million from the country's International Visitor and Conservation Levy.

The funding, announced by NZ Tourism Minister Stuart Nash, will help build on efforts to address the industry's dire skill shortage over the next 12 months.

Specifically, the money will be used to connect jobseekers with employers, promote study/career opportunities to youth, and "challenge industry perceptions".

"Like any industry, success depends on those working within it...this means investing in our people and deepening the talent pool," Nash stated.

Go with Tourism was developed by Tataka Auckland Unlimited's legacy organisation Auckland Tourism, Events & Economic Development in 2019, and since then it has helped place almost

Kiwi 1,900 jobseekers into work - some of whom were ironically tourism workers forced into roles in other sectors during a temporary pandemic pivot.

The organisation's Programme Director, Heidi Gillingham, said talent attraction over the next year was "what we have been gearing up for since we launched".

"We have built a good reputation, partnered with thousands of businesses and established ourselves in classrooms around New Zealand.

"Now with this funding the industry can be assured that a dedicated and well-prepared team will lead the way in tackling workforce challenges and are doing our utmost to fill tourism and hospitality roles in both the short and long term," she said.

The money will assist Go with Tourism to continue free services to help employers, students and jobseekers nationwide.

## Israel bans 4 engines

**BOEING** 747s and Airbus A380s will be among the aircraft types banned from travelling to Israel under new reforms actioned by the Israel Airports Authority.

The prohibition on all four-engine planes is motivated by a desire to address environmental and noise concerns, and although there are few of the jets servicing the market at the moment, it may limit plans by El Al to fly direct flights between Melbourne and Tel Aviv (**TD** 22 Jul), as well as any future move by Emirates to deploy an A380 on its Dubai to Israel route, which has so far enjoyed strong demand.

Four-engined planes will be banned from Mar 2023.

## Fiji testing dropped

**FIJI** has removed its post-arrival COVID testing rules from today.

No test result or proof of test bookings will be required to board flights to Fiji.



## Window Seat

**FLYING** definitely runs in the family for two Hawaiian Airlines aviators who last week made history by becoming the first mother-daughter pilot duo to operate flights together.

Captain Kamelia Zarka and her daughter, First Officer Maria Zarka, shared the flight deck of a HA Boeing 717 aircraft on Thu as they operated a series of inter-island flights.

Kamelia has been at Hawaiian since 1992, initially joining as a flight attendant before becoming a pilot in 1999, while daughter Maria followed in her footsteps and was working at Republic Airlines in New Jersey for two years before being hired by HA in Apr last year.

The mother-daughter flights saw the pair welcome guests and take selfies.

## Position Vacant

### Business Partnership Manager VIC

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**Applications close Friday, 16<sup>th</sup> September**



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## Heading out for Hatton



**THE** somewhat inconvenient condition of Non Hodgkins Lymphoma has left former AFTA CEO Mike Hatton OAM pretty much housebound on the NSW Central Coast these days, meaning he hasn't been able to make it to gatherings with some of his former colleagues.

Last month they instead "moved the mountain to Mohammed", heading to Umina for a collegial Old Mates (Farts) Lunch reunion which was enjoyed by all.

**Pictured** are Tom Goldman, Mike Thompson, Garth Aston, Mike Hatton, Simon Bernardi Digby Warren & Andrew Ross.

### Tweet appoints

**TWEET** World Travel Group has appointed Stefan Rakic as Regional Business Development Manager, with extensive experience in European river cruising and international sales in the travel industry.

### ACA reef education

**THE** Great Barrier Reef Marine Park Authority has been announced as the keynote presenter for the 2022 Australian Cruise Association (ACA) Annual Conference program's closing event this week.

The Conference Breakfast will be held at Peppers Blue on Blue Resort, Magnetic Island in Townsville on Fri 09 Sep.

Fred Nucifora, the Director of Reef Education and Engagement at the Reef Authority, will discuss the health of the Reef, along with the authority's important relationship with the cruise industry and how this can produce positive results.

Jill Abel, the Chief Executive Officer of the Association, said the breakfast events "are a wonderful finale to our conferences and help to inspire, motivate and educate our delegates".



### Melb Marriot refurb

**THE** Melbourne Marriott Hotel on the corner of Exhibition and Lonsdale Streets has unveiled a new M Bar and M Club lounge as part of a lobby refurbishment.

The M Club is one of the group's first in Australia, "designed to reward and indulge Marriott Bonvoy's highly valued members and executive floor guests".

The sanctuary is open daily from 6am-10pm serving breakfast, nibbles, canapes and beverages.

### China canal opens

**A NEW** section of the world's longest man-made canal has formally opened in northern China, opening a new cruising gateway to the city of Cangzhou, about 180km from Beijing.

The 13.7km Cangzhou section of the 1,794km Beijing-Hangzhou Grand Canal opened to navigation on 01 Sep, with the project including 12 piers, six walking bridges and the planting of over 67,000 trees.

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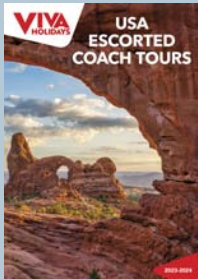
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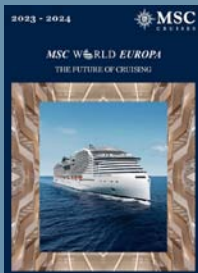


## BROCHURES

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



**eViva Holidays - US Escorted Coach Tours**  
Helloworld's Viva Holidays has partnered with American Tours International to create this product range of 19 escorted coach tours in the USA. The program features all four corners of America, including the famous Highway 1, the parks of Utah, the carved mountainsides of Mount Rushmore and the spectacular Niagara Falls. This is the first printed brochure for Viva's new range which will roll out in the coming months, and features departures through 2023 and into 2024.



**MSC Cruises - World Europa 2023/24**  
This new digital and hard copy brochure from MSC Cruises showcases the line's newest World Class vessel for travel partners and their clients alike. The program highlights onboard features, dining, bars, lounges, entertainment, activities for kids and teens as well as the Aurea spa and wide range of accommodation available, along with deck plans and itineraries for the ship which will commence her inaugural season in the United Arab Emirates this coming Dec.



**Uniworld - Cruises 2023/24 World Brochure**  
Uniworld Boutique River Cruises has released its programs through until 2024, with this new brochure now available for download or order. As well as cruises in Europe, South America, Egypt and Southeast Asia, the new itineraries feature curated pre- and post-cruise/tour extensions, along with exclusive new evening experiences and new immersive shore excursions as part of the Masterpiece Collection portfolio.



**APT - Europe 2023**  
APT's latest brochure features the brand's newest river cruising, classic journeys, small group tours, Croatia luxury yacht cruising, small ship expedition cruising and private jet air tours. Showcased among the glossy pages of the brochure is the 15-day Magnificent Europe tour, which takes guests from Amsterdam to Budapest and visits 17 places in six countries, including Nymphenburg Castle in Germany and Liechtenstein's City Palace in Vienna.

**TOURISM** Solomons has sent its first team to visit Australia in over two years, led by Acting CEO, Head of Corporate Service, Dagnal Dereveke and Head of Sales & Marketing, Fiona Teama.

The team visited Sydney and Brisbane to meet with key travel partners and communicate loud and clear that Solomon Islands is back to business and once again open for tourism.

While in Sydney, the team including Solomon Airlines' National Sales Manager, Raquel Oliveira, hosted 20 key travel and specialist media to lunch at the Café del Mar in Darling Harbour.

Teama informed attendees about the upgrades to the country's two international air gateways in Honiara and Munda, as well as several new resorts in the Western Province.

The Australian market

represented more than 40% of the destinations international visitation pre-COVID, Dereveke highlighted.

"We are confident, working hand-in-hand with our industry partners, we can get back on the road to where we were in relative time," he said, adding that the resumption of Solomon Airlines' four weekly flights between Honiara and Brisbane from Oct would help aid this.

**Pictured:** Fiona Teama, Tourism Solomons Head of Sales & Marketing; Richard Skewes, Tourism Solomons Australia/NZ Industry Marketing Representative; Raquel Oliveira, Solomon Airlines' National Sales Manager; Dagnal Dereveke, Tourism Solomons Acting CEO; and Mike Parker-Brown, Tourism Solomons PR Consultant.

## Korea socials hacked

**THE** official YouTube channel of the Korean Tourism Organization (KTO) and the National Museum of Modern and Contemporary Art have been targeted by cyber criminals in a recent attack.

According to the KTO, it is already the third time this month its account has been hacked, following similar breaches on both 01 and 02 Sep.

The accounts have since been restored and are back online.

## QF handlers strike

**AROUND** 350 Dnata ground handlers contracted to Qantas and other airlines across Australia will go on strike for 24 hours on Mon 12 Sep, causing more potential delays across the sector.

The industrial action follows calls by the Transport Workers Union for Dnata to lift pay and conditions, including minimum guaranteed work hours.

A Qantas spokesperson said the carrier has contingency plans in place to mitigate disruptions.





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Our 2023 e-brochure includes new tours in the Philippines, Cambodia, and Laos, as well as additional beach stay Excursion options to Northern Luzon and Dumaguete Island. Our Express Tours showcase the highlights of each country, perfect for first time travellers or those wanting to have a glimpse of the most popular sights. We have also included improved accommodation options in all Southeast Asia destinations for the comfort of your clients.

Why book with MW Tours? A family owned Australian company, we are small enough to be personal, yet big enough to provide the best value for our unique and niche product. Our bespoke range of products to Northeast and Southeast Asia, Southern and Eastern Africa, and

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