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### Malaysia roadshow

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# Monday 29th May 2023

# Trade Travel purchased

NATIONAL Seniors Travel, a dedicated service of National Seniors Australia, has announced a majority acquisition of Aussie senior group touring specialist Trade Travel, with the aim of enhancing services within the mature age travel market.

The move marks a significant milestone for the seniors travel segment, with the two businesses set to combine their expertise and resources.

Trade Travel's product portfolio will be integrated with National Seniors Travel's existing offerings to provide an expanded range of travel options and experiences for senior travellers.

Under the new acquisition deal, clients of both organisations will be able to enjoy a wider selection of destinations, accommodation, and activities tailored specifically to their interests and preferences.

National Seniors Travel Managing Director, David Sumich, said the company is "thrilled" to join forces with Trade Travel. "By bringing together our respective strengths and capabilities, we are dedicated to delivering unparalleled travel experiences for our valued clients in the seniors travel market," Sumich enthused.

"This acquisition will open doors to new opportunities and allow us to serve our clients even better," he added.

Co-founders of Trade Travel, Grant and Kay McGlashan, also described the acquisition as "a great opportunity for us to continue to grow and develop our business, while maintaining the high standards of service that we are known for".

#### Today's issue of TD

*Travel Daily* today features five pages of the latest news, plus full pages from:

Norwegian Cruise LineCollette



## NCL double offer

AGENTS can double their money on all of Norwegian Cruise Lines' (NCL) Asia sailings, with guests able to choose from four ships sailing Asia from 2023-2025, including a 10-day journey on *Norwegian Jewel*.

For more, see the **back page**.



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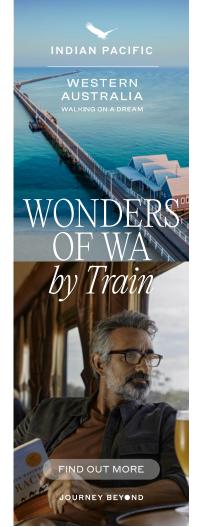
Monday 29th May 2023

#### Kelsian US buy tick

**KELSIAN** Limited, the ASXlisted parent of Sealink Travel, is proceeding with the acquisition of US-based coach operator All Aboard America! Holdings, after receiving regulatory approval for the deal from the US Surface Transportation Board.

In Mar, Kelsian announced it had entered into a binding agreement for the US\$325 million 100% takeover of All Aboard America!, a "leading provider of passenger motorcoach services to corporate, government, education, LNG and tourism sector customers in the USA".

The company is funding the deal from existing debt facilities as well as a \$281 million equity raise, with completion of the purchase now expected to occur early next month.



#### TEG buys sport orgs

LIVE entertainment, ticketing and tech company, TEG, has expanded its dedicated Sport division with the acquisition of two international sports businesses, Left Field Live and Rugby Live.

Left Field Live, which has worked with TEG since 2014 to deliver global events, will be absorbed into TEG Sport, while Rugby Live will rebrand as TEG Rugby Live and will keep its existing management team within TEG Sport.

"TEG's continued growth in sport will be accelerated by bringing our long-term partners formally into the broader TEG Group," TEG Group CEO Geoff Jones said.

"Sport is an exciting industry opportunity we see as a business and this announcement demonstrates our commitment to executing on that vision."

### LE cruise platform

**LUXURY** Escapes has launched a dedicated cruise platform offering up to 60% off retail prices on local and international cruises to its members across the globe.

The Luxury Escapes' Cruise platform features exclusive cruise offers on thousands of itineraries from premium international cruise lines, including Royal Caribbean, Holland America Line Norwegian Cruise Lines, Celebrity Cruises and Azamara, with more to come.

The luxury travel provider said the platform was launched in response to the cruise industry's ongoing resurgence, with the demand and perception of cruise holidays now greater than it was in the pre-pandemic era.

"Lots of our members love to go on tours where everything is done for you, so we've made it even easier for our members to find them," Luxury Escapes cofounder and CEO Adam Schwab explained - see today's **Cruise Weekly** for more details.

# Hallyu Cultural South Korea

12 days including **Busan One Asia Festival** from only \$4,195\*



# Cruise choice is obvious

THE recent decision by the NSW Government to abandon plans to build a new cruise terminal at Yarra Bay in Sydney's south has been met with a mixed reception from key stakeholders, with Executive Director Business Sydney, Paul Nicolaou, stating the move places Garden Island (pictured) firmly back on the agenda.

"Cruising is a vital contributor to the city's tourism economy and the solution to provide for future growth has come full circle to the shared use of Garden Island with the Navy," Nicolaou argued.

"We know from the cruise industry that a berth is needed east of the Sydney Harbour Bridge and Garden Island remains the obvious way forward.

"We also know that international cruise visitors come to Australia for the Sydney Harbour experience, not to pull into what is essentially an industrial port," he added.

Garden Island has been brought up as a possible solution to Sydney's cruise capacity challenges on multiple occasions, most recently in 2018, when it was knocked back by then-Prime Minister Malcolm Turnbull's government, who at the time said the plan to displace Australian



Navy ships with cruise vessels would not happen for national security reasons.

Meanwhile, the Cruise Lines International Association (CLIA) said that a decision to knock back the Yarra Bay cruise terminal site proposal without providing an alternative "jeopardises" the local cruise sector.

"We recognise there is a lack of community support for a third cruise facility at Yarra Bay and respect the decision of the NSW Government to discontinue exploring that possibility, however the industry is disappointed this announcement has been made without indicating an alternative solution," CLIA said.

"Establishing additional cruise ship facilities in or around Sydney is essential to the future prosperity of the sector... CLIA looks forward to further discussion with the government to identify additional berthing...as a matter of urgency."



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# Window Seat

Monday 29th May 2023

# Nepal demand to climb

**NEPAL** Airlines has been

AUSSIES will be able to travel to America in under four hours by the year 2030, according to Destinus, a Switzerland-based startup company which has successfully completed the first test flight of its hypersonic passenger jet prototype.

Powered by hydrogen-fuelled air-breathing turbojet engines, not only is the aircraft able to travel at five times the speed of sound, the company also claims it would be net zero carbon, emitting only heat and vapour, without compromising on versatility, cost or noise - zoom, zoom, ZOOM!



travelBulletin

allocated slots at Sydney Airport by the independent slot manager Airport Coordination Australia in preparation for operating flights between Kathmandu and Sydney from 21 Jun this year.

In a big win for operators conducting local tours to attractions like Mount Everest, the airline is seeking final clearances to fly twice weekly on the route, which will include a stopover in Singapore.

Nepal's national flag carrier has

#### QF phases out B717

**QANTAS** will farewell the first of its Boeing 717 jets in mid-Jun, as the carrier begins to gradually replace all of QantasLink's 20 Boeing 717s with 29 fuel efficient Airbus A220 aircraft.

The phase-out is part of the "Project Winton" fleet renewal program (TD 16 Dec 2021).

Al in travel:

threat or superpower?

also reportedly requested bids for an Airbus A330 line maintenance agreement in Sydney and in-flight catering services in Sydney and Singapore, but still needs to be granted landing permits from the Federal Government before any flights can be launched.

It is estimated the flight will take around 13 hours and 25 minutes to reach Sydney via Singapore, a distance of close to 10,000km.

### **Rex links ADL/SYD**

**REX** is set to launch daily flights between Adelaide and Sydney from 29 Jun, marking the regional airline's eighth city route.

The new service is made possible by the imminent arrival of two aircraft to Rex's Boeing 737-800NG fleet (TD 14 Feb).

Rex Deputy Chairman John Sharp said the new route brings the airline one step closer to its goal of servicing every capital city in Australia, with more routes to be announced shortly.

"We're already seeing very strong performance from Adelaide Airport, and we absolutely welcome further commitment from Rex to add extra - and importantly new flights from ADL to SYD, one of the key aviation partners for South Australia," SA Minister for Tourism Zoe Bettison said.

The flights are on sale now, with special launch fares starting from \$99 and Business fares from \$399 each way.

# WA directs China

THE Western Australian Government has signed a Memorandum of Understanding with Sichuan Airlines as part of ongoing plans to forge closer travel and tourism ties between Perth and China.

The latest deal will aim to develop opportunities for new direct flights between the WA capital and China, as well as better promote Perth to Chinese travellers as a premium destination.

"Securing direct flights between Perth and China will only increase our economic and cultural ties with Asia and will encourage further investment into the state," Western Australian Premier Mark McGowan said.

No dates for any direct Sichuan Airlines have been set.

### Free EK luxury night

FLY Emirates to Dubai and enjoy a free night's stay in a luxury fouror five-star hotel, under a new deal from the carrier.

Travellers planning a getaway in Dubai until 11 Jun can snag the extra night, which is also available to those who are stopping over.

Fliers travelling on a return ticket in First or Business class will be able to enjoy a complimentary stay at 25hours Hotel Dubai One Central, while those travelling in Premium Economy or Economy class can score themselves a complimentary stay at Novotel World Trade Centre Dubai. For more details, see HERE.



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Monday 29th May 2023

# VA pilots baggage tracking

VIRGIN Australia has become the first Australian airline to trial new bag tracking technology for travellers flying on domestic routes, with a spokesperson for the carrier confirming a pilot kicks off this week between Sydney and Brisbane.

Passengers on the route in both directions who download the Virgin Australia app are now able to receive a push notification to advise if the carrier has successfully received their luggage post check-in, as well as if bags have successfully arrived at the final destination.

VA said that by mid-2023, it plans to implement the new bag

# **Room-Res tailors**

ROOM-RES.COM has announced the launch of Tailored Tours, a new "game-changing" booking service designed to make it easier for agents to book multiday tours for their clients.

The platform features a variety of worldwide tours that "go beyond standard hotel and package bookings", including selfdrive tours in Italy, private tours in Sri Lanka, trekking in Peru, and island-hopping in Thailand.

Offering flexibility to agents, the tours are instantly confirmed and the departure is guaranteed, with the ability to hold bookings for up to seven days and then secure a tour with 10% deposit.

For further information about Tailored-Tours, **CLICK HERE**.

tracking capabilities on all flights flying between Sydney, Brisbane, Melbourne, Adelaide, Perth and the Gold Coast, with regional airports to follow.

The airline also confirmed it will further expand the tracking capabilities to include new features later in the year.

The move follows several overseas airlines trialling better baggage tracking tech, including Air NZ earlier this month (*TD* 11 May), in a bid to alleviate traveller concerns about lost luggage, which reached alarmingly high levels during the pandemic.

The pilot is also a timely one for Virgin, with a recent SITA study noting that the global baggage mishandling rate surged to 7.6 bags per thousand passengers in 2022 (*TD* 19 May).

### NRT passenger hike

JAPAN'S Narita International Airport will increase its ticket taxes from Sep, citing rising costs in both energy and labour.

Narita will hike each transit passenger's facility charge by 31.7%, from JPY¥1,040 (A\$11.30) to JPY¥1,370 (A\$14.89).

For passengers departing Japan, the levy will rise from JPY¥2,130 (A\$23.16) currently to JPY¥2,460 (A\$26.76), a 15.5% increase.

"We anticipate that it will be impossible for [NRT] to handle these cost escalations alone... therefore, we have no choice but to amend the charges," it said.

# Connect with your clients and ramp up your social media content

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# Falling back in 🤎 with South Africa



**ONE** of the African continent's largest trade shows, Travel Indaba 2023, concluded on 11 May, bringing travel professionals and buyers from around the world, including Aussies, to showcase the region's tourism appeal.

Hosted by South African Tourism, the event took place over four days in the South African city of Durban and surpassed attendance expectations, with visitor numbers back to pre-pandemic levels, attracting over 21 influential buyers from Australia and New Zealand.

Over 750 meetings occurred between ANZ representatives and critical property and tour operator exhibitors during the recent gathering, while many attendees also had the opportunity to embark on a tour across South Africa's KwaZulu-Natal province for an expedition, visiting UNESCO World Heritage Site at the iSimangaliso Wetland Park, as well as a safari experience at Biyela Lodge

Last year, Aussie travel to the

country only equated to around 50% of the pre-pandemic levels, while Kiwis were also showing an upward trajectory of interest, with the first quarter of this year surpassing pre-pandemic Q1 in 2020 by 7.69%.

**Travel & Cruise** 

Weekly

Aussies **pictured** enjoying a hippo cruise in St Lucia, including: Jill Grant, A Walker's World; Cuan McLaren, African Ubuntu Safaris; Matt McMillan, Eclipse Travel; Navy Wang, MW Tours; Ryan Kendall, Untamed Safaris; and Melyne Hovasapian, South African Tourism.

### **COMAC** arrives

**CHINA** marked a major aviation milestone over the weekend, with the country's competitor to Airbus and Boeing, Comac, seeing its C919 undertake commercial flights for the first time.

China Eastern Airlines was the carrier operating the first passenger service, taking off from Shanghai Hongqiao International Airport and touching down at Beijing Capital Airport.



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Monday 29th May 2023

# **BROCHURES**

WELCOME to Brochures of the Week, *Travel Daily*'s Monday feature. brochures@traveldaily.com.au.



**Ormina Tours - Tuscany Travel Guide** 

Ormina Tours has announced the launch of its free Tuscany Sales Guide for agents to better understand Tuscany. The guide showcases the destination's best experiences and accommodations with the latest range of villas available, and also helps to navigate the region. The seven-day Food & Wine In Depth tour is the most popular itinerary among wine and food lovers, priced from \$4,590pp, while for families and firsttimers, the six-day Tuscan Village Stay is the best option to enjoy some

classic Italian activities and visit various must-see sites from \$2,490pp.



AAT Kings - Australia 2023-2024 Guided Holidays AAT Kings has been leading a range of Guided Holidays throughout Australia for over a century, and the new travel guide unveils even more hidden gems and must-visit locations on offer throughout the 2023-2024 travel season. The brochure highlights scenic landscapes and intimate nature experiences, with AAT Kings pledging to take your clients to locations they won't find anywhere else. The tours are curated to suit all kinds of travellers,

such as the First Choice Guided Holidays for keen explorers to exclusive

# Wendy's China tour

WENDY Wu Tours' (WWT) new 23-day Dreams of Nature tour showcases China's natural beauty. taking travellers to some of the country's UNESCO World Heritage Sites and national parks.

Passengers will be able to gaze over Zhangjiajie, home to the Zhangjiajie National Forest Park the inspiration for Avatar.

They will also cruise through the tranquil Li and Yangtze rivers, and walk the serpentine rice terraces of Longji.

Call 1300 727 998 to book or CLICK HERE to find out more.

### **Enjoy a Tiny Escape** to Vic's Grampians

VICTORIA'S Grampians region has welcomed a new Tiny Away tiny house escape, its second site.

Tiny Away Escape @ Grampians Edge is a collective of 10 tiny houses at the foot of the national park in Victoria.

The location is set among scenic bushland, making it a perfect choice for those looking to immerse themselves in nature.

The pet-friendly site also features communal areas for guests, including a recreation room and fire pit.

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# South Australia, in style



**TOURISM** Australia recently hosted 34 Aussie Specialist agents from across the country on a luxury trip to South Australia, where they were able to experience premium accommodation and dine at leading restaurants.

Escorted by Caroline Rutherford, Aussie Specialist Program Trainer from Tourism Australia and Matt from South Australian Tourism Commission, the group enjoyed stays at EOS in Adelaide, Sequoia in the Adelaide Hills and the Louise in the Barossa Valley.

The agents also sampled local cuisine at Hardy Verandah Restaurant at Mount Lofty House and Appellation by Louise. Pictured at iconic SA vineyard,

# Bali tourist taskforce

**BALI** Tourism Office has created a new special taskforce to ensure tourists adhere to local laws and cultural principles, with officers deployed to "keep an eye" on all tourism-related activities in Bali.

The taskforce is part of a series of proposed policy changes to clamp down on tourist behaviour.

Yalumba, are: Daiana Magalhaes, TravelManagers WA; Peter Carmichael, TravelManagers NSW; Caroline Rutherford, Tourism Australia; Izaak du Plooy, Casino Travel Shoppe; Rosina Xue, Ros Elite Experience Vic; Robyn Sinfield, Home Travel Company Tas; Tina Maas, Helloworld Buderim; Elyse Palmer, TravelManagers NSW; and escort Matt from South Australia Tourism Commission.

Travel & Cruise

Weekly

### **QR** card link feature

**QATAR** Airways Privilege Club members can now link their credit cards to their membership accounts to spend & collect Avios while stopping over in Qatar.

The Card Linked Offers allows loyalty members to link cards registered in Apple Pay, Google Pay or Samsung Pay with Visa credit cards issued in over 70 countries, as well as Mastercards issued in Australia.

QR's partners include Kulud Pharmacy, F45, and Evergreen Organics, and follows a similar move made by rival Emirates in Dubai (TD 26 May).

# Travel Daily

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#### EDITORIAL

Editor in Chief and Publisher - Bruce Piper Associate Publisher - Anna Piper Senior Associate Editor - Adam Bishop Associate Editor – Myles Stedman Contributors - Janie Medbury, Anna Piper, Jenny Piper, Matthew Wai info@traveldaily.com.au

ADVERTISING AND MARKETING Sean Harrigan & Nicki Harford 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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