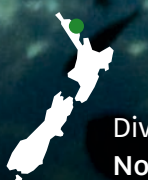


# DIVE INTO YOUR DREAM SELF-FAMIL

The Explore New Zealand Discount Programme gives approved travel sellers access to discounted flights, accommodation and experiences. Apply today and start curating your dream self-famil.



Dive! Tutakaka  
Northland

APPLY NOW

**100% PURE  
NEW ZEALAND**  
[traveltrade.newzealand.com](http://traveltrade.newzealand.com)



### Today's issue of TD

*Travel Daily* today features five pages of the latest travel industry news, plus a cover wrap from **Tourism New Zealand** and full pages from:

- Norwegian Cruise Line
- Sell Your Way to the USA

### US trip up for grabs

**TRAVEL** agents have the chance to win one of five spots on a family to the United States when they register for the Sell Your Way to the USA promotion.

See **page seven** for more details.

### Asiana doubles MEL

**SOUTH** Korea's Asiana Airlines will double services between Melbourne and Seoul from 02 Jul through to 02 Sep.

Seasonal twice weekly flights will end on 01 Mar but will resume four times a week following a strong load factor of 96% for the service.

## Poor conditions hit Air NZ

**AIR** New Zealand's forward bookings are expected to be adversely impacted this year by pricing pressure created by increased competition from US carriers, the airline revealed in a statement to the ASX this morning (**TD** breaking news).

However, it appears competitors like American Airlines and Delta Air Lines on key routes to the US is not the only headwind facing the business, with Air NZ also calling out engine maintenance needs, inflation, and softness in domestic demand as factors impacting its revenues.

Earnings before tax for the 2024 financial year is now expected to fall in the range of NZ\$200 million and NZ\$240 million, a range consistent with a guidance delivered in Dec last year.

"In light of these conditions, the airline considers that the performance of the second half of the 2024 financial year will

be markedly lower than the first half," Air New Zealand said.

The latest guidance assumes an average jet fuel price of US\$105 a barrel during the second half of the financial year, and also incorporates NZ\$20 million of assumed COVID credit breakeven over the same period.

The carrier's Board noted a strong liquidity position and is committed to its Capital Management Framework. **AB**

### Qantas speculation

**THE** rumour mill is abuzz with who might join the Qantas board as the carrier looks to reshape its image following a turbulent customer relations period under former CEO Alan Joyce.

Among the candidates raised by investors to replace Jacqueline Hey and Maxine Brenner include former treasurer Peter Costello and bank exec Ross McEwan.

### Dive into a NZ family

**THE** Explore New Zealand Discount Programme offers travel agents access to a range of benefits, including cheaper flights, accommodation and experiences - see the **cover page** for more details.

### Uluru resort sale?

**THE** Indigenous Land and Sea Corporation (ILSC) has enlisted the help of law firm Gilbert + Tobin and Greenhill to assess a possible sale of Voyages Indigenous Tourism Australia's Ayers Rock Resort at Uluru.

The property was bought by the ILSC in 2011 for \$300 million from GPT Group, seeing Voyages take charge of operations.

In a statement, Voyages CEO, Matt Cameron-Smith, said the pipeline of bookings for the resort in 2024 is growing and the business is excited to build on "strong momentum" as tourism continues to rebound in the NT.



## Cradle Mountain has never looked so good...

With floor-to-ceiling windows, you're not just in nature; you're part of it.



**BOOK NOW** with your preferred wholesaler.

\*Terms & conditions apply.

Operated by the  **G'DAYGROUP**



## TAIWAN TOUR SPECIALIST

Taipei • Taroko Gorge • Taitung • Kaohsiung • Alishan • Chiayi • Lukang

# 7 Days Around Taiwan Tour

From **\$1529** /pp (land only)

Small-group private guided tours

More tours available online . Trade welcome

**“ Explore Taiwan Like Locals ”**



MY TAIWAN ESCAPE 02 9199 8755

agent@mytaiwanescape.com.au www.mytaiwanescape.com.au

[CLICK HERE TO FIND OUT MORE](#)

## Int'l pax traffic doubles

**PASSENGER** traffic passing through Australian airports onto or from international flights more than doubled in the year ending Nov 2023 compared to 12 months earlier.

According to the latest BITRE statistics on international traffic released late last week, total passenger numbers for the year ending Nov 2023 was 34.861 million, up from 16.733 million one year earlier.

The rapid rise in travellers is further illustrated by the fact that another year back saw a result of just 1.23 million for the year ending Nov - a figure which was heavily pandemic affected.

The latest data showed 61 airlines operated services to and from Australia over the month, with pax traffic for the month sitting at a healthy 3.112 million.

The result closes further on pre-pandemic levels but has still not hit the 3.426 million recorded in



Nov 2019.

Broken down by airline, Qantas held the lion's share of traffic with 17.1% of the market, followed by low-cost arm Jetstar with 10.8%.

Singapore Airlines was next with 9.4%, followed by Air New Zealand (7.7%) and Emirates (5.7%).

Low-cost carriers accounted for 19.1% of all international traffic, led by Scoot with a 3.2% share.

Singapore appeared in three of the top five city pairs, with flights from Melbourne, Sydney and Perth to the Lion City making up 12.5% of the total traffic pie.

Australia's top four airports, Sydney, Melbourne, Brisbane and Perth, together handled 93.8% of all international traffic. *ML*

## Titan opens up '25 EXCLUSIVE

**TITAN** Travel's tours to North America, Asia, South America and Africa for 2025 are now available to book, with the operator's European program for 2025 to follow at the end of Mar.

Among the new tours in the 2025 season are a wide range of newly introduced itineraries in countries such as Austria, Italy, Greece, Spain, Cambodia, Nepal, Georgia and New Zealand.

Highlights include Titan's 'Best of New Zealand' adventure, which explores both the North and South islands focusing on the Southern Alps, fiords, glaciers, natural hot springs and award-winning wine regions.

The trip also takes travellers through the gems of cities like Christchurch, Dunedin, Wellington and Queenstown, as well as the more laid-back subtropical Bay of Islands.

Titan is represented in Australia by Ascend Travel Group.

## China slow to return

**DESPITE** the Lunar New Year typically being a peak period for Chinese visitation, new data from the Australian Tourism Export Council (ATEC) shows that the market is recovering more slowly than expected.

"The group travel market which was strong previously, remains soft overall and our inbound tour operators at the front line of forward bookings are reporting turnover is less than 50% of 2019 revenue," ATEC Managing Director, Peter Shelley, said.

The ATEC chief also highlighted a shift in the way Chinese visitors are travelling Down Under is seeing robust forward growth in the solo segment, while group travel is becoming less popular.

ATEC is urging the Federal Government to modernise the Approved Destination Status (ADS) scheme in a way that will ensure the delivery of a better customer experience for Chinese tourist groups in Australia.

# STAY LONGER IN EUROPE & SAVE!

### Antalya to Venice Grand Voyage

16 ports of call visiting 5 countries, including Turkey, Greece, Italy & Croatia.

Starting from **AU\$13,310 pp**

**GRAND VOYAGE PRICE:**  
From **AU\$11,996 pp**  
in a Deluxe Stateroom, Deck 3\*



17 May to 15 June 2025 | Aboard *L'Austral* | 15 nights

### Lisbon to Antalya Grand Voyage

28 ports of call visiting 7 countries, including Portugal, Morocco, Italy & Greece.

Starting from **AU\$27,050 pp**

**GRAND VOYAGE PRICE:**  
From **AU\$23,822 pp**  
in a Deluxe Stateroom, Deck 3\*



18 April to 17 May 2025 | Aboard *L'Austral* | 29 nights

### Helsinki to Lisbon Grand Voyage

24 Ports of call visiting 12 countries, including Finland, Netherlands, UK, France, Spain & Portugal.

Starting from **AU\$27,672 pp**

**GRAND VOYAGE PRICE:**  
From **AU\$25,105 pp**  
in a Deluxe Stateroom, Deck 3\*



13 August to 8 Sept 2025 | Aboard *Le Laprouse* | 26 nights

Discover PONANT's Grand Voyages, our extended sailings that offer the best of Europe.

DISCOVER

1300 737 178 | au.ponant.com | reservations.aus@ponant.com

\*Terms and conditions: Antalya to Venice Grand Voyage combines cruise AU170625 and AU170625. Lisbon to Antalya Grand Voyage combines cruise AU180425, AU260425 and AU180425. Helsinki to Lisbon Grand Voyage combines cruise ER200825, ER200825 and ER300825. Offer price is based on 164. Includes inclusion of any applicable Ponant Bonus discount rate at time of publication, and is subject to change. Second cruise attracts back-to-back 20% discount; third cruise attracts back-to-back 30% discount. All pricing and availability are in Australian Dollars (AUD), and price is correct as of 24 January 2024 but may fluctuate due to changes in surcharges, taxes or currency. A strictly limited number of offers are available on selected itineraries and departure dates in selected suites/staterooms, cabins and categories. Offers are subject to availability and not available unless specified. Available on new bookings only and with Compagnie Du Ponant Pty Ltd (Ponant) and incorporates all the terms and conditions from au.ponant.com.au unless specified in these conditions; Ponant recommends that you read and understand our travel agent if you require any clarification. Visit au.ponant.com.au for full terms and conditions. Photograph: © Studio PONANT - Nicolas M...



## 20 years was a piece of cake



### EXCLUSIVE

**TRAVELLERS** Choice marked a major milestone last week, with much-loved Managing Director, Christian Hunter, chalking up 20 years with the business.

Despite joining the company as a fresh faced degree-armed accountant back in 2004, Hunter already had nearly a decade in the travel industry as a consultant in the United Kingdom.

Eight years later, Hunter had climbed the ranks to lead the organisation and in the years

since, has spurred the company to four NTIA awards for Most Outstanding Retail Group.

While Hunter said it has been “fun and incredibly gratifying” to have played a role in some major achievements for Travellers Choice, he added “it’s even more exciting and rewarding to look at what lies ahead for our group as we continue to set the benchmark for serving Australia’s independent travel agents”.

As a company that loves celebrating milestones and achievements, the Travellers Choice corporate office in Perth marked the moment with a cake.

Hunter is **pictured** above with his slice of the profits. *ML*

## BKB expands team

**BKB** Holidays has named Nicole Chapman as the new Product & Partnerships Manager for its domestic and cruise products.

Chapman will draw on more than 20 years of industry experience, including stints as National Account Manager with Viva & Qantas Holidays, to help lead the expansion of BKB’s cruise offerings from the Kimberley coast to Asia.

Darren Szwarcburg has also joined the BKB team as its new Product & Partnership Manager, tasking him with growing the brand’s Thailand and Vietnam product range.

Based in Melbourne, Szwarcburg spearheaded Travel Indochina for more than two decades in Vietnam, Cambodia, and Laos as Regional General Manager.

## Mantra Croc refurb

**MANTRA** Club Croc in Airlie Beach has unveiled an \$8 million refurbishment of its 160 guest rooms designed to enhance its ocean views and coastal vibe.

Notable features include pendant lighting, freestanding minibar, open wardrobes and artworks featuring images taken by locally-based photographers.

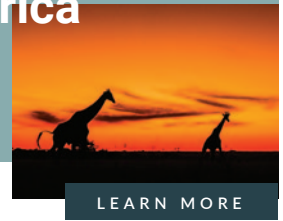
Guests can also enjoy a new poolside cocktail service and high-speed wi-fi upgrade.

A second phase of the refurb, featuring a new-look poolside restaurant and reception area, will be introduced later this year.

## Journey to South Africa

10 days Cape Town to Johannesburg from only \$5,199\*

**mwTours**



LEARN MORE

## Southee signs on at CT

### EXCLUSIVE

**SUSTAINED** market growth for CT Connections has led the company to hire corporate travel specialist Craig Southee (**pictured**) as its first Regional General Manager.

The highly experienced Southee brings more than 20 years in the corporate travel sector to his new role, which sees him take charge of CT Connections’ brand visibility in Qld and Western Australia.

In his new role, Southee has been tasked with representing and growing the CT Connections brand across the two markets and providing a more tailored service offering to corporate clients.

Prior to joining CT Connections, Southee spent a decade with Corporate Travel Management, largely as the company’s General Manager for Queensland.

“I am really excited to be joining CT Connections and to be part of the company’s growth trajectory, and I want to say thank you to the company for giving me this opportunity,” Southee said.

“I really look forward to learning from the CT Connections business and customer requirements and sharing some of the experiences I have gained over my 25 years in corporate travel.”

CT Connections Group founder, Gary Reichenberg, said Southee’s appointment is aimed at



supporting the company’s growth as a challenger brand in the corporate travel market.

“The RGM role is also designed to provide enhanced support for autonomous, flexible and faster decision-making on behalf of our valued employees and clients,” Reichenberg added. *ML*

## It’s Oceania’s world

**OCEANIA** Cruises has gone to press with the inaugural issue of its new *Your World* magazine, which aims to inspire travellers to explore new destinations.

Developed in partnership with media company SANDOW, the publication offers in-depth travel content, recommendations, first-hand travel accounts, and segments that dive into the Oceania Cruises experience.

The debut edition is themed ‘Great Vacation’, focusing on trips planned with family and friends, with the latter half of the issue focused on the cruise line’s sailings from Jul-Dec 2024 - see the magazine **HERE**.



## HA approves buyout

**HAWAIIAN** Holdings, the parent group for Hawaiian Airlines, has voted in favour to allow a purchase by Alaska Airlines (**TD** 04 Dec 2023) to go ahead.

A substantial majority of the holders of Hawaiian’s stock approved the takeover, however the transaction remains subject to receipt of required regulatory approvals, along with other customary closing conditions.

The acquisition is expected to be formally completed within the next 12 to 18 months.



## Spain's green recruit

**THE** Spain Tourism Board has appointed Marta Fernandez Martin (**pictured**) as its new Tourism Counsellor for South-East Asia, Australia and New Zealand.

In Martin's new post, she will focus on promoting Spain's economic, social and environmental sustainability tourism credentials.

She will also be charged with spruiking the country's rich history, culture and natural landscapes to Aussie travellers.



## Accor in Cambodia

**NOVOTEL** has made its brand debut in Cambodia in the form of the Novotel Sihanoukville Holiday Resort on Independence Beach.

The 215-room resort offers guests views over the Gulf of Thailand, four restaurants and a range of family activities including a beachside infinity pool and The Lost City Kids Club.

Eight room categories are available ranging from lead-in 32m<sup>2</sup> Standard Rooms up to 96m<sup>2</sup> Suites, the latter including bathtubs and wrap balconies.

## Sliding into Utah in style



**SENIOR** trade managers from Sno'n'Ski Holidays, Blue Powder Tours and Luxury Escapes recently enjoyed the best that the Park City Mountain and Deer Valley ski resorts have to offer in the US state of Utah.

After enjoying a luxurious

opening night at St. Regis Deer Valley, the group embarked on a range of site tours of the area the next day, including the Bavarian-inspired alpine residences of Goldener Hirsch.

The resort's newest ski-in/ski-out lodging Empire Residences was also on the visitation list, as was Utah's longest-running five-star spa, Stein Eriksen Lodge.

Next up was a dinner at the Top of Main Brew Pub, a trip to Woodward Park City to experience tubing down the longest runs in the state, as well as a myriad of networking opportunities with a range of tour partners in the region. **AB**

**Pictured** enjoying the slopes at Deer Valley Resort are: John Bagley, The St. Regis Deer Valley; Caroline Potts, GTI Tourism; Marilyn Stinson, Deer Valley; Sophie Phillip, Skimax; Lisa Southwood, Blue Powder Travel; Rob Maccready, travel&co; Caroline Paull-Leighton, Ski Travel Specialists; and Sachi Sado, Park City Chamber & Visitors Bureau.

## Sofitel Sydney redefines

**SOFITEL** Sydney Wentworth has partnered with House Made Hospitality to introduce a new luxury dining precinct, which will open in line with the property's upcoming \$60 million refurbishment (**TD** 12 Dec 2023).

The precinct will include four new venues, such as a ground-floor restaurant and an adjacent 90-person capacity bar.

Guests will also be able to dine at a French-Vietnamese restaurant on the fifth floor, which will feature an elegant 1920s-inspired design.

The transformation of Sofitel Sydney Wentworth is slated for completion by Q3 2024.



## Window Seat

**WHETHER** you love it or hate it, anybody who has ever used YouTube, and definitely anybody who has young kids, would be all-too-familiar with the Baby Shark Dance.

At more than 13 billion views, it's the most popular clip to ever grace the platform.

So on that logic alone, why would it not work as a Broadway-style stage show?

That's the ideology behind the debut earlier this month of *Baby Shark's Big Broadway Tour*, which is now gracing the stage in Sioux City, Iowa.

The show premise follows Baby Shark and his friends as they try to stop Bentley Barracuda from destroying the Party Puddle Theatre.

To save the day, Baby Shark needs the audience to prove they can 'doo-doo-doo-doo-doo it' and fill an applause meter to scare away the dastardly fishy antagonist.

Show creators say kids of all ages will love the elaborate sets, a compelling story, all the beloved characters and thankfully, all-new music.



# #TRAVELINSPO

Check out which destinations are trending **HERE**

Travel & Cruise  
Weekly





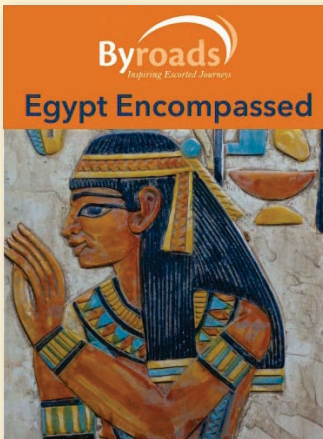
## BROCHURES

Send your special deals to: [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au)



**A&K - India, Sri Lanka, Nepal & Bhutan**  
Abercrombie & Kent is showcasing a refreshed collection of luxurious 'Tailor-Made' Journeys to India, Sri Lanka, Nepal, Bhutan and the Maldives in its latest e-brochure. The 42-page digital publication features 15 updated itineraries, such as the 11-day 'India: Fabled Hill Stations & the Golden Temple', as well as the new eight-day 'Sri Lanka: Body & Soul' trip. Readers will learn about the many incredible experiences on offer, such as floating over India's Bandhavgarh National Park in a hot air balloon, taking a train journey through the mist-

covered highlands of Sri Lanka, hiking to the Tiger's Nest Monastery in Bhutan, soaring around Mount Everest in a helicopter while in Nepal, and experiencing incredible ocean views at only the most exclusive properties in the Maldives. Travellers can use the sample itineraries that are laid out in the e-brochure, or be inspired to build their own journey tailored to their specific interests.



**Byroads - Egypt Encompassed**  
Travellers will find all the inspiration they need for their Egypt holiday in Byroad's new brochure. Featuring 13 pages and available to view online, the guide details two incredible itineraries, including the 13-day 'Egypt Encompassed' adventure. With departure dates in Nov 2024 and 2025, highlights include a cruise along the Nile River, a guided tour of the Giza Pyramids and the Sphinx, and the chance to explore Egypt's history at the world-famous Egyptian Museum in downtown Cairo. Alternatively, travellers can step back

in time with Byroads' 20-day 'Jordan & Egypt' offering, which sets off in Jordan's capital Amman and includes a guided tour of the ancient Greco-Roman ruins of Jerash, a swim in the healing water of the Dead Sea, a visit to the Aqaba Fortress, and much more. Both itineraries include accommodation, meals, transport, entrance fees, and more.

## TIME welcomes new intake



**THE** Travel Industry Mentor Experience (TIME) welcomed a fresh group of mentees last week at the first graduation and networking evening for 2024.

Hosted by Radisson Blu at its Sydney hotel, the event also celebrated the graduates from the previous program.

Virtuoso's Senior VP of Global Operations, Michael Londregan, who was guest speaker for the evening, took to the mic to share his story of how mentors helped him in his career.

"It was a great evening and without doubt one of the best we have had and a great way to start our 15th year of TIME," the mentoring program's founder Penny Spencer shared. *JM*

The latest group of mentors

and mentees are **pictured:** Emma Donovan, Amadeus; Ivona Siniarska, Take Off Go; TIME Mentor and Graduate Ruth Lilian, L&R Contract Business Services; Aleksandra Markovska, NRMA Parks & Resorts; Liz Eastaugh, Amadeus; and David Hughes Uniglobe.

## Rockies place brand

**DESTINATION** British Columbia has launched a new series of place brands designed to entice travellers to western Canada to venture beyond Vancouver and to see more of the province.

Each place brand will come with a range of itineraries travellers can either follow or adapt, aimed at showcasing popular spots and hidden gems.

The first, titled 'Rainforest to Rockies', begins from Vancouver and includes options available by car, rail, bicycle and boat including the Trans-Canada Highway and Mount Robson.

The new branding series comes partly in response to soaring overnight visitor numbers from Australia and New Zealand, with both markets projecting growth of 29% this year.

## COMAC int'l debut

**CHINA'S** big challenger to the duopoly of Airbus and Boeing made its first trip outside Chinese territory over the weekend, with the narrow-body COMAC 919 staging a special fly-by at the Singapore Airshow.

China will make an expansion push this year for the take-up of the model internationally.

# NCL OFFERS THE BEST VALUE AT SEA

*Which means MORE for you and MORE for your guests*



## **MORE VALUE**

NCL's Free at Sea offers the best value at sea. With more included in our fare your clients get exceptional value and you get more commission.



## **MORE EARNINGS**

At NCL we focus on Europe, Hawaii, Alaska & beyond. So our guests spend more, stay longer and add on flights and land. Which means more earnings for you.



## **MORE REWARDS**

With NCL you sell more and get more. Earn points with our exclusive rewards program, Partners First Rewards and redeem against a host of great brands.

**EARN MORE TODAY, TOMORROW & BEYOND.**

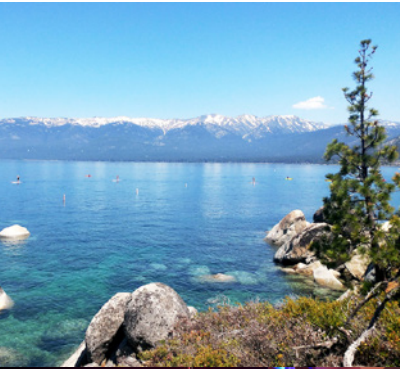


**NCL NORWEGIAN  
CRUISE LINE®**

©2024 NCL Corporation Ltd. NCL Australia Pty. Ltd. ABN 80 607 578 781. Ships' Registry: Bahamas and USA. 01/2024

**TO BOOK CALL 1300 255 200 (AU) OR 0800 969 283 (NZ)**





**SELL YOUR WAY TO THE USA**

Flying with American Airlines



**CLICK HERE TO REGISTER!**  
Don't miss this chance to elevate your USA travel expertise and embark on an unforgettable journey!



Unleash your selling potential with an exclusive opportunity to “Sell Your Way to the USA” with American Airlines, for a chance to win a spot on one of five exclusive Familis.

