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Travel Daily

First with the news

Tuesday 16th October 2018



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Travel Daily on location in Vienna, Austria

Today's issue of *TD* is coming to you from the Austria Destination Summit in Vienna, courtesy of the Austrian National Tourist Office.

TWENTY Australian travel agents, selected to take part in the Austria Destination Summit, spent yesterday attending a Destination Day at Vienna's Schonbrunn Palace.

Joined by 40 American agents, they were welcomed by Austrian Tourist Office Region Manager, USA and Australia, Michael Gigl before heading into a full day of destination presentations and product workshops with 30 Austrian tourism representatives.

Held every four years, the summit also includes the chance for agents to experience regional destinations.

Caravan park OTA fightback

AUSTRALIA'S caravan and camping sector is being offered a new alternative to offshore OTA distribution, with the launch of a new locally developed integrated online booking channel.

Former Tourism Australia marketing chief Nick Baker is now CEO of GoSeeAustralia and Outdoria (*TD* 26 Jul 2017), which have partnered with technology firm RMS to offer the new web platform claimed to be up to 34% cheaper than booking fees levied by global online travel agents.

GoSeeAustralia will also operate as a lead generation and booking

channel, and a partnership with the Commonwealth Bank will see reduced merchant and terminal transaction fees.

"The partnership was developed to help businesses within the Australian caravan and camping industry be more profitable and compete more effectively online," Baker said.

"Many businesses today are finding margins and profitability strangled by the ever-increasing commissions and fees being charged by overseas OTAs."

The new solution includes a fully customisable website to allow parks to grow their own direct digital offering, with the sector currently booming among both domestic and international inbound tourists to Australia.

Baker said the pact was the first stage of a strategic vision to build an ecosystem of Australian technology travel companies.

See goseeaustralia.com.au.

Win a Tasman trip!

AIR New Zealand is offering prizes of 50 return flights for two to New Zealand as part of an incentive encouraging agents to complete the Air NZ "Flying to New Zealand" online training module.

Consultants can also win lounge passes, and access discounts from accommodation and tourism operators by becoming part of Tourism NZ's Explore New Zealand program.

See the **cover page** for details.

IASC approvals

VIRGIN Australia has been granted a 99-year approval to operate unlimited flights to Fiji from points in Australia other than Sydney, Melbourne, Brisbane and Perth.

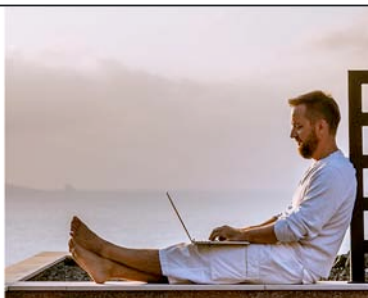
The International Air Services Commission has also finalised capacity rulings to Indonesia for Qantas, Jetstar and Emirates, and for VA to the Cook Islands.

Today's issue of *TD*

Travel Daily today has nine pages of news and photos, including a front cover wrap for **Air New Zealand**, a photo page for **Silversea Cruises** plus full pages from:

- TMS Talent/inPlace
- Travel IQ

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Travel Daily

Tuesday 16th October 2018

Hertz joins SkyTeam

HERTZ has become the first non-air affiliate of SkyTeam, allowing frequent flyers of the group's 20 member airlines to enjoy car rental benefits and accrue miles (except Alitalia and Aerolineas Argentinas).



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Virtuoso to step up Asia

VIRTUOSO is preparing to boost its presence in Asia, driving an expansion from its Australian regional headquarters as it taps a growing demand for luxury in neighbouring countries.

In Australia for a series of strategy meetings with local teams and industry partners, Virtuoso CEO Matthew Upchurch said the push into Asia was a key part of the company's growth plans for the Australian division.

He said recruitment would begin soon for additional staff in Asia, coming after the relocation to Singapore of Evan Pierce who was named Regional Director earlier this year (**TD** 03 Apr).

Overseen by Australian-based MD for Asia-Pacific Michael Londregan, the Asian expansion aimed to increase the group's existing membership of agencies in Singapore, Hong Kong and China, while also moving into

Rail Plus incentive

RAIL Plus is offering an Australian travel agent with a knack for writing, photography and social media a chance to join a 10-day Grand Train Tour of Italy to document their experiences.

Agents also have the chance to win one of 50 pizzas if they answer two quiz questions correctly, & can join a Trenitalia webinar at 8.30am on 31 Oct for more knowledge on Italian rail. **CLICK HERE** for more details.



new markets.

"In all the years we've been running and expanding - we're now in 50 countries - I've never set any kind of a figure, as far as a target number of agencies," Upchurch said.

"We just want to be relative - we want to grow, we want to have significant market share to the relevance of the market in the affluent sector.

"So we feel that a penetration of about 10-15% in the affluent market space gives you the basis to be a significant player in the market," he said.

Virtuoso next year celebrates 20 years in the Australian market, an anniversary it will mark by hosting its worldwide symposium in Melbourne.

While the group's sales grew 12% to reach US\$23.7 billion last year, Australian growth has been stronger than the worldwide average at 19%.

Virtuoso now has 17,500 member agents worldwide, including 1,500 in Australia. See more on **page four**.

Air guide departing

THE annual *Travel Daily/ travelBulletin* Australian Airline Guide for 2019 is set for departure soon, but there's still time to be involved.

Any airlines that have not confirmed a listing should contact advertising@travelbulletin.com.au.

Vanuatu 20% com

VANUATU'S new Rockwater Resort is offering travel agents 20% commission when making bookings direct.

The resort has opened on the north coast of Tanna Island - email res@rockwaterresort.com.

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VIEW DETAILS

Air Canada Melb

AIR Canada has confirmed changes to its non-stop route between Vancouver and Melbourne, effective 03 Jun 2019.

The service is set to be offered year-round, departing Vancouver four times per week on board a 787-9 Dreamliner.

Travel money study

FLIGHT Centre's Travel Money Oz has released a new report on the spending patterns of young Australian travellers, who despite hunting for bargains on flights and accommodation are happy to open their wallets once they arrive in their destination.

The survey found 18-34 year olds spent an average of \$2,910 on the ground, or about 70% of their total holiday investment.

Younger travellers were also more likely to take a travel card, but 82% of all travellers continue to use cash as their main mode of payment while abroad.

Austria harnesses growth

AUSTRALIAN travel agents are in a great position to capitalise on Austria's popularity, with almost 9% growth in visitor numbers from Australia in 2017.

Hosting 20 Australian and 40 American travel agents at the Austria Destination Summit in Vienna this week, Austrian National Tourist Office (ANTO) Director Australia, Astrid Mulholland-Licht, said Australians spent 390,000 visitor nights in Austria last year, with numbers growing steadily for the past four consecutive years.

Vienna, Salzburg and Innsbruck continue to be the most popular destinations, but Mulholland-Licht said there was great potential for growth in regional areas such as Burgenland and Styria, the Lake District around Salzburg, the Tirol, and Vorarlberg, which the visiting agents would experience as part of the summit.

"We have had some really good growth in places like Arlberg for skiing, and winter has shown stronger growth than summer, with a 60% increase in visitation from Australia," she said.

The two main reasons for winter growth were interest in skiing and in the pre-Christmas festive atmosphere, which she said Australians found attractive.

"This time of year has become a real highlight for Australian visitors, not just for the Christmas markets throughout Austria, but for the whole ambience. Dec is now the month with the highest visitation from Australia, with 14% of visitors, followed by Jan."

Mulholland-Licht said official visitor numbers did not include those Australians who came to Austria on cruises, which added a "conservative guess-timate" of around 500,000 visitor nights, with most cruise passengers spending three nights in Austria.



Window Seat

MOTORISTS travelling down the A-95 highway between Maine and New York will soon be able to say they shared a road with a vintage airplane, with a Lockheed Constellation to hit the road ahead of its new life as a re-purposed cocktail lounge at JFK airport.

The retired aircraft, **pictured**, is scheduled to depart today, and will spend several days cruising down the highway at a top speed of 15mph.

The US\$265m project will see the plane converted to a 1960s-themed cocktail lounge just metres from the terminal.



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New venture for Rawley

FORMER Intrepid Travel and G Adventures senior executive Pete Rawley has today announced the launch of the "Evolution Travel Collective (ETC)," which he has established after spotting a gap in the industry for an "innovative sales and marketing representation company".



Rawley, who left Intrepid as GM of Sales for Asia Pacific in Mar this year, said he believed it was time for the representation sector to evolve, with ETC a hybrid model that is new to the Australian and New Zealand travel industry. "We are not a traditional GSA business, nor are we a representation company that only offers day-to-day sales calls,"

Rawley said. "The ETC model is built on providing the highest quality representation for wholesalers and tour operators looking for a cost effective solution within

the region...it will also increase sales conversion with all enquiry directed back to the partner's own specialised reservations team," he added.

Rawley said in the coming weeks further additions to his team would be unveiled, along with ETC's first wholesaler/tour operator partnerships, including "several well known global and Australian businesses".

See evolutiontc.com.au.



WHEN Virtuoso's regional MD Michael Londregan pondered how he would welcome a man often labelled "Mr Luxury", he knew he would need to find something special.

Virtuoso's CEO Matthew Upchurch has experienced some of the finest hotels, resorts and restaurants in the world, so for his current Australian visit Londregan decided there was little point attempting to impress him with five-star glitz.

Instead, he gathered Virtuoso staff, members and industry partners for a distinctly Australian evening of barefoot bowling at The Greens in North Sydney. "Luxury today refers to the

experience more than opulence, so we're going barefoot at the bowlo," said Londregan, **pictured** right with Upchurch and The Greens' signature vintage tram.

US wholesale chief

HELLOWORLD Travel has appointed Stephen Marshall as President of its US wholesale division Qantas Vacations, replacing Mark Punshon who has left after 10 years with the brand.

Marshall was most recently Director of Sales and Marketing for North America at Diethelm Travel Group and has held other roles with Tourism New Zealand and the AOT Group.



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Air NZ makes air taxi push

AIR New Zealand has signed an agreement to bring the first autonomous electric air taxi service to New Zealand.

The long-term deal with technology company Zephyr Airworks will see the carrier collaborate on further developing Zephyr's Cora electric taxi.

"Zephyr Airworks is leading the way in re-defining personal mobility...both companies see the potential for our airspace to free people from the constraints of traffic and its associated social, economic and environmental impacts," said Air New Zealand Chief Executive Officer Christopher Luxon.

"One day, everyday people across the globe will be able to use Cora to bring flight into their

lives," he added.

Zephyr Airworks has been working on bringing the Cora taxi to market for eight years and Air New Zealand has not yet earmarked a launch date.

MEANWHILE, Air New Zealand has revealed it will eliminate a further 14 single-use plastic products from its supply chain over the next 12 months.

The move will reduce the airline's waste by more than 24 million items annually, with single-use plastic products such as water cups, cafe cups, lids, plates and plastic bags to be phased out over the next 12 months by substitute paper and wooden alternatives.

Cunard ship design

CUNARD has appointed designer Adam D Tihany as Creative Director of its new ship set to debut in 2022.

He confirmed the ship's dining options will include Queens and Princess Grill restaurants.

Khiri boosts Laos

KHIRI Travel has introduced five new local "Signature Experiences" to its Laos collection.

The new trips can be undertaken as full or half-day adventures and are available in the cities of Vientiane, Vang Vieng and Luang Prabang - more **HERE**.

Ritzy ship floated

LUXURY hotel brand Ritz-Carlton's entry into the cruise market is a step closer after its yet-to-be named maiden vessel was launched into the water in Spain this week.

The milestone event was marked by a special maritime launching ceremony in Vigo, with the 298-passenger ship scheduled to officially enter service in 2020.

The vessel will offer 149 suites with private balconies and is one of three on order for The Ritz-Carlton Yacht Collection.

Vienna gives agents the reins



AN EXCLUSIVE tour of the spectacular Spanish Riding School was among the bespoke experiences for 20 Australian travel agents attending the Austria Destination Summit in Vienna this week.

After a performance at the Imperial Palace by the Lipizzan horses - Europe's oldest domesticated breed of horses - the agents were treated to a tour of the stables followed by dinner with some of the dressage riders.

Special guest at the dinner was Spanish Riding School Director Elisabeth Gurtler, **pictured** right with some of the riders, along with (from left): Austrian National Tourist Office Director Australia Astrid Mulholland-Licht and ANTO Chief Executive Officer Petra

Stolba, along with Australian travel agents Lisa Rose of Zeppelin Travel on the Gold Coast & Maha Moore of Out and About Travel, Elizabeth Bay, Sydney.

The evening also included winemakers from Austria's five premium estates who outlined the possibilities for three- to four-day wine tours.

Dream Cruise MoU

DREAM Cruises has reaffirmed its commitment to the Indonesian market by signing a new Memorandum of Understanding (MoU) with the country's terminal operator Persero.

The agreement will research ways to improve port infrastructure in Indonesia.



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www.backroadstouring.applytojob.com



Swiss Academy 2018

SWITZERLAND Tourism has launched its 2018 Switzerland Travel Academy for agents, an e-learning program providing information on Swiss accommodation, events & news.

Agents who complete all modules "with flying colours" before 31 Dec will be eligible to win one of three prizes including a Victorinox watch or suitcase.

To register for the Switzerland Travel Academy, [CLICK HERE](#).

Viking trade focus

VIKING Cruises has flagged plans to strengthen its relationship with the trade in 2019 using the feedback from an agent survey it conducted in Sep.

The survey gathered responses from 1,100 agents on how effectively the cruise line presents events, products and marketing.

Viking will use the data to develop new strategies to better meet the needs of the trade.

Scenic Aussie brox

SCENIC Luxury Cruises and Tours has released its new Aussie brochure, called The Endless Wonders of Australia 2019.

The latest collection includes 12 itineraries ranging from seven to 23 days across Western Australia, the Northern Territory, Tasmania, South Australia & Norfolk Island.

A range of earlybird deals are available for trips that are booked before 28 Feb, such as a \$600 saving per couple on the Top End and Kimberley Snapshot Cruise.

DriveAway BDM

DRIVEAWAY has announced the appointment of Mike Hall to the role of Business Development Manager for NSW north.

"Mike always stood out as someone in the office who always goes over and above to support our travel partners," said DriveAway NSM Nathan Baber.

Blake Wiggins will continue to look after NSW south.

TRAVEL Associates members were recently treated to an adventure in Chile courtesy of luxury wholesaler andBeyond.

Hosted by andBeyond Australia and New Zealand Sales Representative Norman Harper, the journey kicked off with a two-night stay at the Ritz Carlton in Santiago, allowing time for a thorough city tour checking out some of the local bars along the way such as The Flea Pit.

The group then left the urban life behind for an exploration of the wilderness of Patagonia.

While there, they were able to undertake an exhilarating hike to the Grey Glacier and jump aboard

a cruise on the Grey Lake.

Next on the agenda was a trip to the town of Pucon located in central Chile's Lake District beside Lake Villarrica.

Highlights from Pucon included horse riding during a heavy snow fall and a cooking demonstration by a Relais & Chateaux chef.

The whistle-stop tour ended with a visit to the Atacama Desert in the country's north, where the group enjoyed a three-night stay at the Tierra.

The group, **pictured** on a horse ride in Pucon included: Liza Noakes, Alan Reis, Karen Majsay, Melinda Spain, Craig Stepnel, Norman Harper, & Kelly West.

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Snowscene rewards agents



QUEENSLAND'S first Club Med in-store boutique, Snowscene, rewarded its agents for a record first year with a celebratory trip to Club Med Bali.

"We experienced the day in the life of Club Med and held a conference at the resort," said Snowscene General Manager,

Emily Warbrick.

Pictured at the resort are Snowscene's Siobhan Kay, Emily Warbrick and Michelle Fells.

NoMad opens LV

NOMAD Las Vegas has officially opened its doors to the public.

The property features 293 rooms and is situated on the top four floors of Park MGM.

Moscow bag drop

MOSCOW Domodedovo Airport and S7 Airlines have introduced SITA's Scan&Fly self-bag drop technology to provide passengers with a faster process to check-in their bags.

By the end of the year, 24 check-in counters at Domodedovo will be equipped with the self-bag drop technology, allowing other airlines to use the service.

Relais addition

RELAIS & Chateaux has welcomed *MV Origin*, its first luxury expedition yacht in the Galapagos Islands.

The 20-passenger vessel is one of four sustainable ships offered by Ecoventura and provides guests a chance to embark on two seven-night itineraries through the islands.

MV Origin features 10 staterooms, a fitness centre, open bar and social areas.

AFTA UPDATE

from Jayson Westbury



THIS coming weekend will be a threshold weekend for Australian politics as a by-election in

the NSW seat of Wentworth (the seat of former Prime Minister Malcolm Turnbull) will take place with a field of some 16 candidates.

For the people of Wentworth, a very big decision will need to be made, as whoever wins the seat, if not the Liberal candidate, may have control of the country in the palm of their hand.

The reason for this is that the Morrison Government has only a one seat majority and if the seat of Wentworth falls, then the person who wins will have to decide if they will support Prime Minister Morrison to continue or whatever possibilities may follow.

The seat of Wentworth has been held by the Liberal Party since the very first division of federal seats in 1900 and is one of the only remaining original seats from that division all those years ago when Australia federated.

So history could be made on the weekend if the Liberals don't win.

AFTA will be in Canberra this week speaking with the Government and Opposition about a range of subjects that may impact upon the travel and tourism industry and while the Morrison Government has

delivered a new Minister for Trade, Tourism & Investment, Simon Birmingham, we continue to work with both sides of the house also engaging with the Shadow Minister for Tourism Anthony Albanese MP.

So some interesting and interactive times ahead with Canberra and as I always say, there is just never really a dull moment in Australian politics.

On matters closer to home, I am really pleased that we will be showcasing the new four-week ATAS national television campaign reaching 1.97 million Australians later next week.

The campaign features a brand new commercial which was developed off the back of consumer research conducted in Apr this year.

The commercial talks to the benefits of using a travel agent and reminding consumers that they can rely on agents to advise, book and manage their travel.

This will be shown in a sneak peek in Canberra this week with the full release being made next week. The commercial will be shown across the Seven and Ten networks. To take a look at the TVC, [CLICK HERE](#).

AFTA has introduced a new tagline with this commercial which is: *Travel Agents, Experience you can trust.*

As a loyal *Travel Daily* reader, I hope you enjoy it.

Evergreen 2019 out

EVERGREEN Cruises & Tours has released its 2019/2020 South America, Galapagos and Amazon Cruising brochure.

The program includes 23 itineraries, including the new 18-day Splendours of South America which ventures from Santiago to Cuzco and is priced from \$7,595 per person.

Evergreen Dir Sales, Marketing & Product Angus Crichton said the program was one of the strongest on the market.

"Not only have we elevated the levels of quality across the product range, we have managed to do that while bringing the cost down – making the 2019 Evergreen itineraries the best value to South America currently available," he said.

To request a copy, [CLICK HERE](#).

SC foodie festival

THE Sunshine Coast will host "The Curated Plate" from 08 to 11 Aug 2019, a new food festival aimed at showcasing the region's food experiences.

The four-day food, wine and produce event will bring together the local produce and chefs from Australia and abroad.

"The Sunshine Coast is well-known for its beaches, rainforests and mountain ranges – but it also boasts high-quality produce and unique paddock to plate dining experiences," said Queensland Tourism Industry Development Minister Kate Jones.

"The Culinary Plate is expected to generate more than 10,000 visitor nights," she said.

The line-up includes Tokyo's Zaiyu Hasegawa of two Michelin star restaurant, Den.

MONEY

WELCOME to Money, *TD's* Tue feature on what the Australian dollar is doing.

AU\$1 = US0.709

DESPITE the weak state of the USD, the AUD has held up relatively well in the face of last week's global equity market sell-down.

The AUDGBP is also seeing further gains and is expected to surge, if the UK and the European Union sign off on Brexit this week.

Following the devastation in Indonesia, their local currency has plunged to a 20-year low.

Wholesale rates this morning.

US	\$0.709
UK	£0.541
NZ	\$1.084
Euro	€0.614
Japan	¥79.66
Thailand	฿23.13
China	¥4.840
South Africa	10.232
Canada	\$0.973
Crude oil	US\$71.34

Silversea Cruises' new chapter



THE Silversea Sales and Marketing Team: Craig Owens, Julian Perri, Julie Golding, Jess England, Tim Pierce, Christine Gardiner, Megan Peterie and Leanne Fonagy.

LAST week, Silversea Cruises kicked off its annual roadshow events to thank Silversea Venetian Society clients and Top Achiever trade partners around Australia and New Zealand.

The events were hosted together with Managing Director ANZ Adam Armstrong, Marketing Director ANZ, Leanne Fonagy, Sales Director ANZ Craig Owens and members of the Silversea team from sales, marketing and reservations.

During lunch and dinner, guests were treated to champagne, canapes and a delicious three course meal, followed by Armstrong's presentation on the new chapter of Silversea.

The discussion highlighted a number of Silversea's future developments from new

ships in both the Classic and Expedition fleet, along with the "Musification" of the entire fleet, the new itineraries for 2020 and 2021, as well as new product enhancements including more champagne, more canapes and more caviar on board.

Last week's events were held at the Hotel Centennial in Sydney, Project 49 in Melbourne, and Alchemy in Brisbane with events in Auckland and Perth this week.



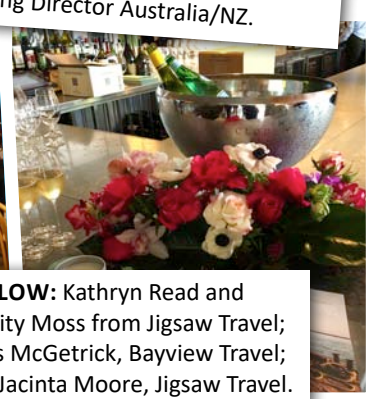
ANASTASIA Kontanidis, Business Development Manager Vic/Tas; Craig Owens, Sales Director Australia/NZ; Leanne Fonagy, Marketing Director Australia/NZ; and Adam Armstrong, Managing Director Australia/NZ.



LEIGHTON Schembri, Goldman Travel; Roland Howlett, Frontier Travel; Craig Owens, Sales Director Australia/NZ; Martin Cummins, Flight Centre NSW; and Julie Golding, Silversea NSW South and Canberra BDM.



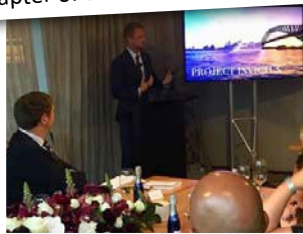
ABOVE and below: Adam Armstrong, the host of the events, presenting the new chapter of Silversea.



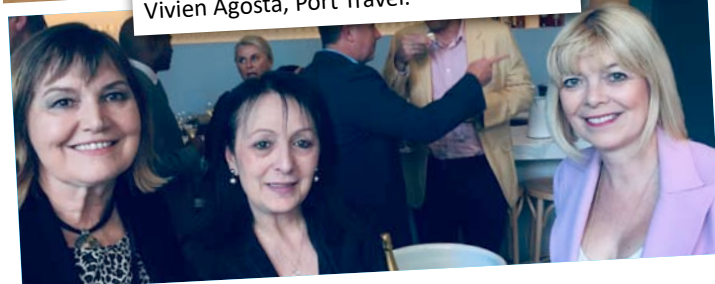
BELOW: Kathryn Read and Felicity Moss from Jigsaw Travel; Chris McGetrick, Bayview Travel; and Jacinta Moore, Jigsaw Travel.



BELOW: Anne Rogers, Wings Away; Kathy Pavlidis, Travel Associates Kew; and Vivien Agosta, Port Travel.



JULIE Poumes, Toorak Travel; Jane Tanti and Kaylene Shuttlewood, Travel Counsellors.



P&O's Beach Club Adventure



P&O Cruises has revealed it will open a private beach club on board its new *Pacific Adventure*, offering exclusive access for guests staying in the ship's suites and mini suites.

The Byron Beach Club will feature a private outdoor pool, whirlpool spas and seating on the ship's top deck where guests can enjoy "relaxation and pampering in stylish surroundings".

Guests will also have access to their own private dining concierge service, including priority reservation across all on board dining outlets.

Pacific Adventure is scheduled to join the P&O fleet in Oct 2020, with itineraries available to book from 01 Nov - for more info, [CLICK HERE](#).

A render of the new Byron Beach club is **pictured**.

TRAVEL DAILY

A-League tipping is coming

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From historical monuments to food trucks and barista-made coffee, Cathay Pacific is excited to welcome Washington D.C. to their network! To celebrate, they're giving away 2x Economy Class tickets from Australia to Washington, D.C.

Answer the most daily questions correctly and come up with the most creative answer to the final question. Send your entries to cathay@traveldaily.com.au



Q11. Name another city in the USA that Cathay Pacific flies to from Hong Kong?



Alaska Air shakeup

EMPLOYEES of Alaska Air have been left "in limbo" after the airline reportedly released an internal webcast last week outlining its intent to restructure.

Employees were told it could take up to three weeks before details would be released, according to the *Seattle Times*.

Airbnb accessibility

AUSTRALIAN and New Zealand hosts on the Airbnb network are being encouraged to highlight accessible features of their homes as part of a new awareness campaign designed to "make travel more accessible anywhere".

Introduced as part of Airbnb's "healthy travel ethos", the company has now introduced 27 accessibility filters designed to make it easier for travellers to find homes that fit their needs.

Geelong Bollards

GEELONG tourist attraction, the Geelong Bollards, will be "brought to life" after receiving a grant as part of the Government's \$2m Regional Events and Innovation Fund.

The "Say Hello to the Geelong Bollards" project allows visitors to use their smartphones to view animated content of the carved pier pylons, while learning about the local characters and historic events that form part of the region's history.

Parrtjima record

ALICE Springs' Indigenous light festival, Parrtjima, experienced a record 35% increase in attendance this year, with more than 20,000 people enjoying the "immersive outdoor gallery of light and sound".

The 2019 event will be held 05 to 14 Apr.

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- **Bob East**, Chairman Tourism Australia/ Chair Experience Co (EXP)
- **Brett Mitchell**, Regional Director APAC, Intrepid Group
- **Darrin Grafton**, Co-Founder, Serko (SKO)
- **David Hammon**, CEO & Director Hammons Holdings, (Scenic World/Sydney Harbour Bridge Tourism Experience)
- **Dax Eddy**, Executive Director, Jamberoo Action Park
- **Jamie Pherous**, Managing Director, Corporate Travel Management (CTD)
- **Jeff Lewis**, VP Technology & Strategic Initiatives, TripAdvisor
- **Josh Oakes**, Director, The Sunshine Tribe
- **Les Szekely**, Managing Director, Grand Prix Capital, early investor in SiteMinder and Rezdy
- **Nigel Benton**, Publisher, Australian Leisure Media
- **Quirin Schwaighofer**, Co-Founder & COO, MadeComfy
- **Rachel Wiseman**, Chief Investment Officer, The NRMA
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