

## Today's issue of TD

*Travel Daily* today has six pages of news including our PUZZLE page.

## Sell your way to WA

TRAVEL advisors across Australia are being invited to sell their way to Wander out Yonder and join a familiarisation trip to Western Australia.

The incentive has been launched by Broome, Kimberley & Beyond (BK&B) and Tourism Western Australia, and will see advisors travel to Perth, Broome, Cable Beach and Horizontal Falls, as well as visiting a pearl farm and enjoying a sunset camel ride.

BK&B General Manager Kathy Veech noted demand is increasing, encouraging advisors to book while they can.

Valid for bookings made until 28 Feb for travel between 15 Dec 2020 and 31 Dec 2021, further details of the incentive can be found [HERE](#).

## Virtuoso ups local focus

LUXURY travel network Virtuoso has announced the expansion of its existing member partnership with Flight Centre's Travel Associates in Australia and New Zealand, a move that will see all of the Travel Associates branches become member locations in the local region (**TD** breaking news).

"We are delighted to expand our partnership with Travel Associates and we look forward to supporting their growth and success within our global network," said Virtuoso Chairman and CEO Matthew Upchurch.

"Their strong commitment to deliver customer service from trusted travel advisors aligns with our Virtuoso brand and a stronger partnership will be valuable as we all work towards recovery," he added.

Flight Centre's General Manager, Travel Associates & Premium Brands, Danielle Galloway, said

the move would see Travel Associates able to offer travellers even more in the luxury space in Australia and New Zealand.

"We are excited about the opportunity to increase our Virtuoso membership in Australia and New Zealand as we continue to develop and enhance the service and experience for the luxury traveller," she said.

"The...relationship allows us to deliver additional client services, bespoke experiences and exclusive amenities."

Membership for the additional Travel Associates branches will begin on 01 Jan, 2021.

## Ponant boosts Oz

PONANT has increased its number of Kimberley expedition voyages in 2021 to 19, adding three new Western Australia itineraries.

Call 1300 737 178 for details.

## Silversea selling hot

WITH a view to remaining "strongly connected and relevant" to trade partners, Silversea Cruises' recent sales restructure has conveniently been timed with record booking numbers for the cruise line, Vice President & Managing Director APAC Adam Radwanski told **TD**.

The local Silversea SVP believes the restructure will see service levels increase, thanks to the introduction of dedicated on-road and inside sales teams, with Silversea's 2022/23 season (**TD** 02 Dec) having almost sold out.

"It's a more agile structure, so we'll be able to pick up the phone, we'll be able to communicate via digital media, via video conferences, all the things we're now used to, while a more serious and bigger business development discussion can take place face-to-face with our salesmen on the ground," he said.

More information in today's **Cruise Weekly**.

# Wonder RETURNS

Book the great outdoors with us in 2022, where once again we'll have three award-winning ships dedicated to bringing your clients all of Alaska's wild wonders—Celebrity Eclipse®, Celebrity Solstice®, and Celebrity Millennium®.

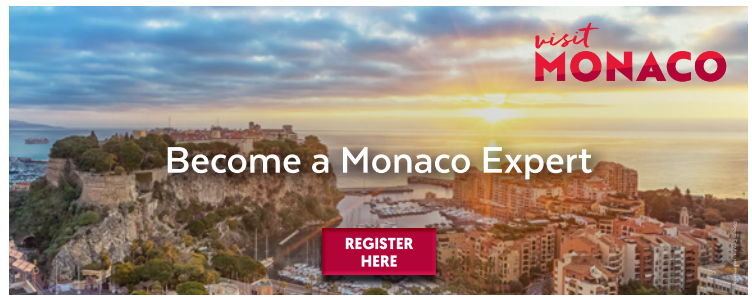
BEST CRUISE LINE IN ALASKA  
2019

BEST CRUISE LINE IN ALASKA  
2018

BEST CRUISE LINE U.S. & CANADA  
2018

**Celebrity X Cruises®**  
SAIL BEYOND®

Learn more at [TheCelebrityCommitment.com.au](http://TheCelebrityCommitment.com.au) or call 1-800-754-500  
©2019 Celebrity Cruises. Ships' registry Malta and Ecuador.



## Skal Xmas party!

THE Skal Club of Melbourne will be celebrating #TogetherAgain on Thu 17 Dec with Christmas at the Langham Hotel.

The price to attend is \$155 for members and \$160 for guests - RSVP to attend [HERE](#).

**EMERALD WATERWAYS**

**2022 Mekong River Cruising**

**SUPER EARLYBIRD OFFERS**

### Limited Balcony Suite Offer\*

SAVE up to **\$3,100** per couple\*

+ Complimentary Deposit Protection Plan

### Cruise with Confidence

Flexible booking policy defer up to 60 days\*

Ask about **NEW** Risk-Free Platinum Protection Plan\*

\*Conditions apply, see flyer for full details

[DOWNLOAD FLYER](#)

## TA gifts new campaign

**TOURISM** Australia has released details of the latest phase of its Holiday Here This Year campaign, encouraging Aussies to “give the gift of travel” this holiday season.

The latest Holiday Gifting marketing push is designed to incentivise travellers to give back to operators and communities across the country who have been adversely affected by the global pandemic and bushfires by booking a domestic holiday or tourism experience.

Tourism Australia Managing Director Phillipa Harrison said that recent border re-openings meant that this instalment of the campaign would feature every Australian state and territory for the first time since the global

pandemic struck.

“This is such a special time of the year to connect with our family and friends and after the year we’ve had - with lockdowns, working from home and physical distancing - we know there’s a lot of Australians out there just itching to get out and spend quality time with those most close to them,” Harrison said.

“What better way to capture the rising optimism we’re seeing at the moment, as travel restrictions ease and borders re-open again, than by gifting a holiday or a holiday experience, and what better gift shop than Australia itself,” she added.

The Holiday Gifting campaign will be rolled out across radio, outdoor advertising and digital platforms, with assets also being made available to industry to use in their own marketing initiatives.

## TTIH reminders

**TIME** is running out to register for an upcoming chat at The Travel Industry Hub (TTIH) between AFTA CEO Darren Rudd and **TD** Publisher Bruce Piper on Mon 07 Dec at 11am (AEDT), where the AFTA chief will discuss the latest travel agent government assistance package in more detail - register [HERE](#).

Agents can also watch a webinar with Collette CEO Dan Sullivan to learn more about how the ructions of Trumpian politics has affected the US travel market.

The session takes place on Wed 09 Dec at 11am (AEDT) see [HERE](#).

## Batten is passed

**TRAVEL** Beyond Group has appointed former cievnts General Manager Australia Fiona Batten to be its Chief Operating Officer, effective this month.

She brings with her more than 20 years of experience in the travel sector to the new role.

“Fiona brings a wide range of expertise including strategic, general and financial management, coupled with strong commercial acumen,” said CEO Tim Lane.



**PERHAPS** with a view to aiding the extra-terrestrial life still on earth after the Roswell UFO incident, commercial space company Momentus has announced its first rideshare mission to the moon.

Ardoride will pave the way to regular rideshares to orbits beyond low Earth orbit, once it delivers a payload to low lunar orbit on behalf of Canadensys Aerospace Corporation.

With the payload hoping to be delivered between 2023 and 2024, Ardoride is hoping to unlock high-altitude orbits, like medium Earth orbits, geosynchronous orbit, highly elliptical orbits, or even lunar orbits for small- and medium-sized satellites and cargo.

Fully reusable, Ardoride will be refuelled after its initial mission and continue to conduct multiple, subsequent missions in space, with annual and semi-annual shuttle services hoped to begin in 2023.



**Discover Okinawa**

Japan's Sub-Tropical Islands

Become an expert on Japan's stunning sub-tropical islands including the unique Ryukyu culture and spectacular natural environment.

[REGISTER HERE](#)

Be. Okinawa

**CALEDONIAN XMAS**

DIGITAL ADVENT CALENDAR

[PLAY, DISCOVER & WIN!](#)





## Qantas home insurance

**QANTAS** has announced it is now offering its Frequent Flyers the opportunity to earn additional Qantas Points when they sign up for the airline's new home insurance product.

Commencing yesterday, the new scheme allows members to earn up to 40,000 Qantas Points when they sign up for a Qantas Home Insurance policy by 28 Feb 2021, and a further one point per \$1 spent on their premium.

In a nod to help the country more diligently guard against the threat of bushfires, policy-holders can also earn extra points each year by using the Qantas Wellbeing App and tracking household safety tasks like checking smoke detectors.

Qantas Loyalty CEO Olivia Wirth said the decision to expand its existing insurance range, which includes car insurance launched last year (**TD** 30 Oct 2019), as

well as health and travel cover, would give its members more ways to earn points for everyday expenses.

"Australians recognise the benefit of earning points on every day expenses, but also the peace of mind that comes with purchasing a product from a brand they can trust," she said.

"In the same way that we've rewarded our health insurance customers for exercising and car insurance customers for checking their tyres, home insurance customers will be able to earn points by doing some basic household safety tasks," Wirth added.

Qantas Home Insurance will include home, contents, renters' and landlord insurance, and is being underwritten by Auto & General.

For further information on the new product, **CLICK HERE**.

## IHG hand picked

**INTERCONTINENTAL** Hotels & Resorts (IHG) has unveiled Handpicked Holidays by IHG, a new platform that offers a selection of all-inclusive packages around Australia created exclusively for its IHG Rewards Club loyalty members.

The all-inclusive deal includes two-to-three nights' accommodation, daily restaurant and bar experiences, and extras such as room upgrades and luxury catamaran transfers.

The promo is valid for stays until 30 Jun - more details **HERE**.

## Japan webinars

**JAPAN'S** Fukuoka and Oita prefectures have partnered to present two new travel advisor training webinars.

Both sessions will be held this Tue, & showcase the experiences unique to both prefectures.

Registration for both sessions is available **HERE**.

## Globus plastics

**GLOBUS** Family of Brands has joined Global Tourism Plastics Initiative, alongside 45 other tourism partners fighting plastic pollution.

Global Tourism Plastics Initiative encourages the adoption of a set of concrete and actionable commitments by 2025.

Globus also renewed its partnership with waterways plastics non-profit The Ocean Cleanup.

## Medallion fleet-wide

**PRINCESS** Cruises' MedallionClass initiative will go fleetwide next year.

When the line gains approval to return to service in 2021, Princess will implement Ocean Medallion across its entire fleet, which will enable touchless embarkation and disembarkation, keyless stateroom entry, payments, on-demand f&b and more.

WE'RE FREE TO  
WANDER  
OUT  
YONDER



Sell your way to Wander Out Yonder in Western Australia

• PERTH • BROOME • CABLE BEACH • HORIZONTAL FALLS • PEARL FARM • SUNSET CAMEL RIDE



# Travel Daily

## CORPORATE UPDATE

### Seeing steady gains: Serko

**ONLINE** travel booking and expense management company Serko has reported a steady uptick in corporate transactions in Australia as mobility across the country continues to ease.

“We have seen a gradual improvement in transaction booking volumes following the easing of domestic travel restrictions in Australia over the last couple of weeks,” said Serko CEO Darrin Grafton.

“Transaction volumes increased to 44% of prior year volumes for the month of Nov, up from 35%

of prior year volumes for the month of Oct,” he added.

Encouragingly, Serko also noted that business travel transactions had risen to 50% of pre-COVID numbers in the last week.

The corporate travel landscape looks even brighter across the Tasman, with New Zealand recording a boost to 85% of prior booking volumes in Nov.

In a recent release to the ASX, Serko also noted that new customers in a select number of international markets were now being directed to its business platform powered by Zeno through Booking.com.

“The rate of new organic sign-ups remains uncertain and will be dependent on local travel restrictions and trends in each relevant market,” Grafton said.

“While future trading patterns remain unknown, it is reassuring to see Australian travel bookings start to recover with the current easing of domestic travel restrictions in the market.”

### Qantas sees uptick

**CHANGES** in the broader domestic market have seen a number of large corporate customers move to Qantas this year, a trend that has accelerated in the past few months, according to the carrier’s CEO Alan Joyce.

“There’s been a rush of bookings as each border restriction lifted, showing that there’s plenty of latent travel demand across both leisure and business sectors,” Joyce said.

Australia’s flag carrier also hinted the increased volume of corporate clients jumping across to the airline was being helped along by a recent initiative to lure top-tier members from rival airlines which pledges to fast-track passengers’ status and offer a range of complimentary benefits (*TD* 26 Nov).

### US safety tours

**AMERICAN** carriers such as Delta Air Lines (DL) are reportedly inviting corporate travel managers to tour their health and safety protocols in a bid to reassure the sector and improve the pipeline of bookings.

According to reports from CNBC, DL has given 450 tours to more than 800 corporate clients to show them first-hand all of the health protocols in place.

### EY gets digital

**BUSINESS** travellers flying with Etihad Airways will soon be able to brush up their knowledge before their meetings by taking advantage of the carrier’s new digital newspapers and magazines.

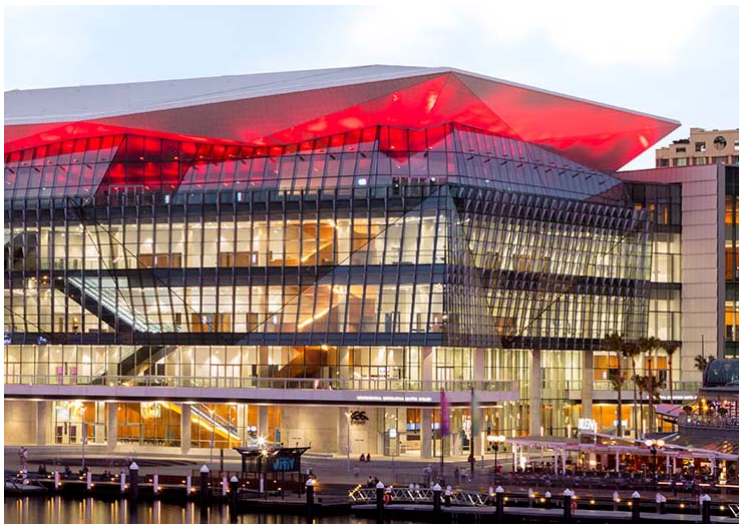
The new partnership with PressReader will be available to passengers across its fleet worldwide, offering more than 7,000 newspapers and magazines from 120 countries.

Access will open to guests 30 hours before flight time and is part of the airline’s commitment to mitigating the spread of COVID-19 and increasing the convenience for its guests.

“This partnership gives our guests choice...to download as many digital publications as they would like, before or during their flight,” said Executive Director Guest Experience Terry Daly.



### ICC Sydney hails NSW call



**THE** International Convention Centre Sydney (ICC Sydney) has welcomed this week’s update from the NSW Government to ease COVID-19 restrictions from 07 Dec for corporate events, with maximum capacity limits relaxed to a new one person per two square metres rule.

ICC Sydney CEO Geoff Donaghy said the high profile venue for corporate events supported the state-wide easing of COVID-19 restrictions, paving the way for

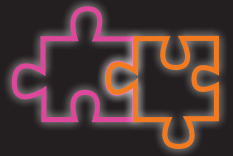
businesses to start organising business meetings again.

“The changes will move us much closer to freeing up the national market and bolster our ability to promote Sydney as a safe business events destination with confidence,” he said.

“We are awaiting the finer details of the public health order and will be documenting it with our clients to support their event execution,” Donaghy added.

**Pictured:** ICC Sydney.

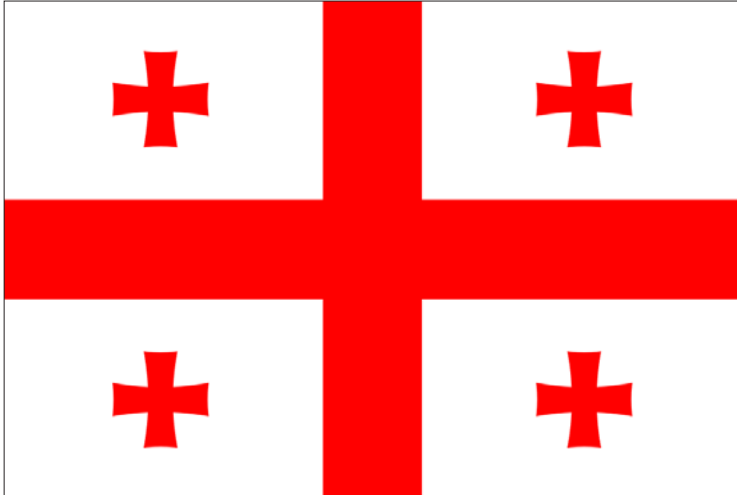
**NEED A DISTRACTION  
AMID THE DOOM  
AND GLOOM?**



Check out our daily puzzle page.

Travel Daily

## Whose flag is this?



**HISTORICALLY** there have been a number of independent kingdoms in the area where this country is located, who united to form the nation.

All of them used the colours white and red on their flags, which were usually banners carried by military forces or used by royalty, since national flags in the modern sense didn't really exist at this time.

The most famous ruler of the

area used a white flag with a dark red cross and a star (somewhat similar to the current flag).

All kinds of native flags were suppressed when the country was taken over in 1801, but when it became independent after WWI, the country got its own flag, which was red with white and black in the top left corner.

The flag changed to the current one in 2004, after a change in govt. Do you know whose flag this is?

## Funnies Flashback



**WE'VE** trawled through the **TD** Window Seat archives to give you a blast from the past. Here's some gems from 26 Mar 2014:

### IRELAND needs shaggy ewes!

The Golden Shears World Championships in Gorey, Ireland has put the call out for 1,000+ head of sheep just weeks before the four-day event kicks off.

Organisers of 'the Olympics of shearing' - which begins on 22 May - have admitted they are yet to meet the quota of an expected 6,000 sheep.

Ewes need to be aged 12 to 14 months to ensure entrants from 38 countries, spanning China to Chile, have a level playing field with similarly shaped sheep.

**KEEPING** with a farming theme, spectators of the Golden Shears Champs might wish to extend their Irish vacation with a stay at the Milk House in Kent, UK.

Rooms at the property are dubbed Dairy, Churn, Byre and Buttery, and the owner's living space is called 'Udderly Private'.

The attached Village Pub (previously known as The Bull), and features the aptly named 'Grazing Menu' for guests.

## Pub quiz

1. The Mariners represent which American city on the baseball diamond?
2. Which country is made up of the most islands?
3. What is the largest city in the Mojave Desert?
4. If you were relaxing on Rainbow Beach, which Australian state would you be in?
5. Short-lived carrier Australian Airlines' hub was in which airport?
6. The American state of Alaska borders which two Canadian territories?
7. The majority of Greenland's population is made up of which indigenous group?
8. The Northwest Passage is a sea route which weaves through what archipelago?
9. Is the population of Iceland over or under 500,000?
10. Which two countries are located on Europe's Jutland peninsula?
11. What city is this collection of pictures spelling out?



+



## Unscramble

**HOW** many words can you make out of these nine letters? Every word needs to include the centre letter, have four letters or more and not be a proper noun or a plural. You can only use each letter once.

I	M	T
R	F	O
A	O	N

**Good – 15 words**  
**Very good – 22 words**  
**Excellent – 29 words**

NOTE: We've used Chambers Dictionary to decide what words are acceptable.

### ANSWERS 03 DEC

Know your brands: 1 London Metro, 2 Afterpay, 3 Roxy, 4 Nando's  
Where in the world: Sun Voyager sculpture, Reykjavik, Iceland  
Whose animal is this: Hawksbill turtle - Antigua and Barbuda



## 15 new Preferred

**PREFERRED** Hotels & Resorts has announced 15 brand new hotel launches for next year.

Highlight openings include Casa di Langa in Piedmont, The Londoner in London, The Wall Street Hotel and Pendry Manhattan West in New York City, Pendry Chicago in Chicago, Pendry West Hollywood in Los Angeles, Palacio Provincial in San Juan, Hotel Effie Sandestin in Miramar Beach, Esme Miami Beach Hotel in Miami, Amrit Ocean Resort & Spa in Palm Beach, Liberty Trust Hotel in Roanoke, Montage Big Sky in Spanish Peaks, Pendry Park City in Park City, The Sense Experience Resort in Tuscany and Villa Dagmar in Stockholm.

## Air NZ ups capacity

**AIR** New Zealand is adding extra domestic capacity this month.

The airline will be upgauging existing A320 services to A321 aircraft from Mon - a total of more than 350 flights, with increases due to better-than-expected pre-Christmas and business travel demand.

Around 16,000 new seats will be made available for travel for the month, which will see around 80% of Auckland-Wellington services and around 25% of Auckland-Christchurch services operated by the newer and larger A321s.

Air New Zealand has so far sold more than 550,000 seats for under \$100 for travel between Dec and Feb.

## A very Shelly Christmas



**WHILE** Australians may not be able to visit Switzerland right now, Switzerland Tourism is ensuring the country remains top of mind for travellers, having persevered with their marketing initiatives throughout the pandemic.

The Switzerland Tourism Australian office hosted Sydney-based media partners to a pre-Christmas lunch at The Boathouse, located on Shelly

Beach this week, as a thank you for their ongoing support to promote Switzerland.

Switzerland Tourism Director Livio Goetz said, "We're hoping that 2021 will be a successful year of recovery with new opportunities to travel, and possibly even more in the second half of the year".

**Pictured** from Switzerland Tourism is: Birgit Weingartner, Livio Goetz and Anthony Wieland.

## TRAVEL SPECIALS



**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au)

Economy flights to Europe and savings of \$1,200 per person are available on selected river cruises with **Scenic Luxury Cruises & Tours**. The Super Earlybird Offers provide Business class flights from \$2,995 per person or a bonus \$1,200 per person saving, with included Economy flights when booking before 31 Mar or until sold out - [CLICK HERE](#).

With Qantas Airways resuming flights this month, **Bendigo Regional Tourism** is offering a stay-three pay-two offer. Valid through until Feb, participating accom include BIG4 Bendigo Ascot Holiday Park, Mimosa Glen, Quality Hotel Lakeside and more - [www.bendigoregion.com.au](http://www.bendigoregion.com.au).

Book a select 2021-22 voyage with **Seabourn Cruise Line**, with significant benefits such as suite upgrades, shipboard credits and internet packages. The Signature Savings event will run through to 01 Mar, and terms & conditions apply - call Seabourn at 13 24 02.

**Qantas Airways** is inspiring travellers to see more of Australia with a special sale celebrating the reopening of state borders. The sale includes more than half a million fares on sale across more than 150 routes around Australia between Feb and Jun 2021 - [CLICK HERE](#) for more.

## Catch up on the news of the week



Travel Daily

[CLICK HERE TO LISTEN](#)

Got a confidential tip? Contact *Travel Daily* via our secure WhatsApp service on +61 2 8007 6760 or click [HERE](#)

**Travel Daily**  
[www.traveldaily.com.au](http://www.traveldaily.com.au)

*Travel Daily* is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

**EDITORIAL**  
**Editor in Chief and Publisher** – Bruce Piper  
**Contributors** – Adam Bishop, Nicholas O'Donoghue, Myles Stedman, Jenny Piper.  
[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

**ADVERTISING AND MARKETING**  
Sean Harrigan and Hoda Alzubaidi  
[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**BUSINESS MANAGER**  
Jenny Piper  
[accounts@traveldaily.com.au](mailto: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 8213 6350)

*Travel Daily* operates by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).



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