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For more information on how to use and navigate the Pro Area read our Pro user manual here.



* Special travel agent rates only available on select cruises. Contact reservations.aus@ponant.com to receive a discounted quote or to book.



Travel Daily First with the news

New Thai modules

TRAVEL agents upskilling on Thailand in preparation for a resumption of bookings can access new modules in the Amazing Thailand Specialist program every fortnight.

Hundreds of consultants across Australia and New Zealand are participating in the free online training, with a host of prizes also on offer for those who successfully complete the courses. More info on the **last page**.

JobKeeper push

THE widely expected extension of the Government's JobKeeper program past the current expiry in late Sep is vital to help sustain Australia's travel and tourism industries, according to a chorus of voices from across the sector.

Details of the plan to be released later this week by Treasurer Josh Frydenberg have started to leak, with the revised program expected to require proactive application by employers and tiered levels of support based on turnover.

The Australian Tourism Industry Council's Simon Westaway has highlighted his organisation's five-point plan, saying "retaining and extending JobKeeper is an absolute priority".

He also urged the National Cabinet to establish a framework around how domestic border restrictions should apply to future COVID hotspots, including agreed criteria into how restriction easings are implemented "to retain industry and traveller confidence".

All states and territories now have a variety of restrictions with no re-opening timelines, he said.

ACCC updates guidance

EXCLUSIVE

THE Australian Competition and Consumer Commission (ACCC) has issued new "best practice guidance" for the travel industry in relation to COVID-19 related travel cancellations.

A document produced by the ACCC and Australian Consumer Law (ACL) regulators notes the struggle of many businesses to manage cancellations and the financial impact of the pandemic.

"That said, many consumers are also experiencing financial hardship and so it is important to recognise and balance the concerns of both businesses and consumers," the document states.

A webinar conducted by the Australian Federation of Travel Agents (AFTA) for its members last week highlighted key elements of the new guidance, with broad expectations that consumers will be provided with free-of-charge refunds where consumers are entitled to one - such as cases of fully refundable tickets, rights under state or territory legislation or where terms and conditions of a purchase specify refunds.

Terms & Conditions are key

The regulators expect that businesses will honour the terms and conditions of their contracts, meaning that if specified in T&Cs the payment of a refund may be contingent on the recovery of funds from a supplier.

Businesses may retain amounts relating to expenses incurred, and the available remedy for a customer may be a "credit note or similar" rather than a refund. However even if T&Cs allow for credits, businesses should "still consider providing refunds in cases or hardship or other exceptional circumstances," the ACCC said.

In the case of travel purchases through agents or other intermediaries, businesses must take "active steps" to seek to recover funds from suppliers which must be remitted to consumers as soon as possible.

Customers must also be kept regularly informed of the steps being taken in the process.

In the case of primary suppliers, customers must be offered the choice of either a refund or an "attractive remedy in lieu of a refund" such as a value-added credit note.

Future cancellations

In cases where travel services have not yet been cancelled but there is a reasonable possibility they will not go ahead because of ongoing travel restrictions, businesses should advise clients of the approximate date when they will be able to confirm if the service will proceed or not.

AFTA CEO Darren Rudd confirmed the final document reflected significant changes made to the initial draft from the ACCC and ACL regulators, after submissions made by AFTA.

He said the Federation was aware of the issues raised, but the final "best practice guidance" document reflected information previously shared with members.

"AFTA is committed to building on its existing relationship with the ACCC to ensure it is a comprehensive partnership across multiple dimensions and layers of the organisation."

www.traveldaily.com.au Monday 20th July 2020

Today's issue of TD

Travel Daily today has seven pages of news and photos including our PUZZLE page, front cover wrap from Ponant a full page from Tourism Authority of Thailand.

Ponant Pro update

PONANT Cruises has enhanced its travel advisor portal, with new features allowing the checking of live availability, online bookings, marketing toolkits and special travel agent rates.

Dubbed Ponant Pro, the updated platform is available via the Ponant website - more details on the **cover page**.

MEANWHILE Ponant's APAC Commercial Director Deb Corbett is one of the guests on the latest episode of the weekly Cruiseco Australia podcast - **LISTEN HERE**.

VA Bain deal binding

THE Administrators of Virgin Australia say that the sale to the successful bidder for the carrier is binding, with Bain's offer the only option giving certainty of a completed transaction.

The Bain deal also provided immediate funding required to trade the business, and the best outcome for creditors as a whole, according to Deloitte.

An update on Fri confirmed that full details of any payout to creditors will be revealed on 19 Aug prior to the formal Second Creditors Meeting.

Money is owed to trade creditors (\$167m), landlords (\$71m), lenders and aircraft financiers & lessors (\$4.17b) and bondholders (\$1.988b), along with staff (\$451m) and customers with flight credits (\$604m).





Read how cruise has the opportunity to be the safest way to holiday in the July issue of *travelBulletin*. CLICK to read traveBulletin

Monday 20th July 2020

Air NZ credit online

AIR New Zealand has gone live with a new online credit redemption tool, allowing Kiwi direct customers holding flight credits to manage them online.

Over 300,000 clients who purchased a ticket in NZ\$ can view a breakdown of their credit, including seat selection or carbon emissions offset, and use the credit to book a new flight.

NZ Chief Commercial and Customer Officer Cam Wallace thanked customers for their patience, saying before COVID-19 systems were not in place to redeem credits at this scale.

"Our teams have had to build this long-term solution from scratch," he said, with customers now offered increased flexibility including the ability to use credit from an international flight to book a domestic service and vv.

Air New Zealand is also working on a solution for its international customers and those who booked through a travel agent.

Antipodeans shuts down

ONE of Australia's best known operators of school and university tours has been placed into administration, with liquidators Richard Lawrence and Richard Albarran from accounting firm Hall Chadwick appointed to Antipodeans Abroad this month.

The company was founded in 1991 and its website says it expected to take more than 2,000 students overseas this year to about 30 destinations.

Antipodeans Abroad operated a range of programs including High School Expeditions, Schoolies Unearthed and University Placements, taking participants off the beaten track and featuring hands-on community projects as part of each trip.

The company was headed up by Lachlan Bunn, who said COVID-19 had dealt a "fatal blow" to the company after its insurer, Lloydsbacked 360 Accident and Health, declined to renew its policy. Financial statements signed by Bunn indicate unsecured creditors amounting to \$1.945 million, plus employee entitlements of \$360,000, with the company having just \$322 in the bank. Antipodeans Abroad had commenced court action against

commenced court action against its insurer, according to *Seven News*, but the outcome and progress of the case is uncertain.

SYD traffic slump

MONTHLY passenger traffic figures for Sydney Airport released today show numbers during Jun were down 95% year on year to just 172,000 pax.

Domestic numbers were down 93% to 140,000, while international fell to just 32,000.

Recovery is not expected any time soon, with new restrictions imposed on Sat further restricting inbound international flights to a maximum of just 30 pax each.



REHO Travel's Karsten Horne is urging the travel industry to take control of its own destiny, with COVID-19 providing an opportunity for a complete rethink of the sector's ecosystem.

Check out his brainwave in the opinion piece on **page four** of today's *Travel Daily*.

AAT Kings 21/22

AAT Kings this morning released its 2021/22 program, including the addition of two new domestic trips in WA and the NT.

The week-long Wildflower Wanderer journey takes in Perth, Kalbarri National Park's Murchison River and Geraldton, while the 11-day NT Explorer features all the iconic sights including Uluru, Kakadu, Kata Tjuta and Katherine.

The programs are available with a 10% earlybird discount on some departures and a \$99 deposit offer - more info 1300 228 546.

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Aussies put trips on ice

APPROXIMATELY 40% of Australians decided to postpone booking a holiday between 19 Mar and 21 May, according to a new report published by Stollznow aimed at gauging the country's reaction to the global COVID-19 pandemic.

During the period it was the 55 plus demographic who were putting off the most trips, recording a 20% increase in postponed booking intention, while 15% more aged 35-54 delayed holidays and only an extra 8% of those under the age of 35 opted to hold off on planning a trip.

As the number of COVID-19 cases in Australia began to rise during the period, many travellers were forced to cancel their

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holidays, with baby boomers found to be the most likely to cancel a trip, recording a 25% rise in cancellations.

Those under 25 were the next likely (+16%), while people aged 35-54 were the least likely to can their holiday plans (+14%).

The research also found that a quarter of all Aussies had cancelled a flight during the two-month period, with a steady increase noted across all demographics, rising a total of 12% until 21 May.

In a broader purchasing sense, half of respondents indicated they had actively reduced their spending on non-essential goods and service such as a holidays.

Avis digital check-in

AVIS Budget Group has launched Digital Check In, allowing customers to spend less time at the counter when they pick up a vehicle at any Avis or Budget location in Australia.

To use Digital Check In, customers should reserve a vehicle via the Avis Australia or Budget Australia websites and they will be presented with the Digital Check In option once the reservation is confirmed.

Those with existing reservations can access the option within the booking management pages for each brand.

Globus 2021 out

THE Globus Family of Brands has unveiled its 2021 range of Central and South American holidays, offering more than 30 itineraries across the Globus, Cosmos and Avalon Waterways brands.

All trips will operate as Small Group Discovery tours with an average of 20 guests per departure, with early booking itineraries offering 10% savings on Globus, \$75 per person off Cosmos or up to \$750 off Avalon cruises.

Travel & Cruise **Keep your clients** engaged and planning their next trip with keep dreaming...

One industry, one voice



1000 Mile Travel Group is calling for "one industry, one voice", in an open letter penned by Managing Director Ben Ross and Executive Director Nicola Veltman.

Addressed to Member for Fairfax Ted O'Brien and Prime Minister Scott Morrison, the letter seeks the commitment of the Australian Government to a plan for the travel industry.

"Ideally, we need commitment of a financial support system from our government post JobKeeper," the letter reads.

"We need an established timeline of opening up the market so that we can realistically understand when our business can recover, we won't have to be dependent on government stimulus or support and we can give our employees a muchneeded positive outlook on our industry."

Emphasising the strain, anxiety and emotional distress the COVID-19 pandemic has caused the industry, the letter also details the gap between the spend of Australians travelling domestically when compared to international tourists.

"We understand the huge importance of inbound tourism for Australia & we are promoting domestic tourism in any way we can, however the reality is the limitations of operating a

sustainable business with limited domestic product and to a domestic audience is not viable.

Weekly

"In 2019 an international tourist spent on average \$5,211 per trip in Australia.

"Australians holidaying in Australia won't be spending anywhere near that figure, especially when consumer confidence is at an all-time low.

"The phrases 'some time' and 'a long way off' aren't what is considered a fair or established timeline."

The letter goes on to highlight the issue of the refund chain tying up tourism dollars, which could potentially be spent sooner.

Pictured: Ross and Veltman with politician Lisa Chesters. Read the letter **HERE**.

Viking info sessions

VIKING Cruises will bring back its virtual information sessions from 29 Jul, covering a broader range of topics and destinations.

The webinars will take place every Wed for six weeks and run for approximately 45 minutes, including time for Q&As.

"We encourage agents to make a virtual date with their clients, and join us to discover the Viking Difference. Just BYO coffee or tea," Viking Trade Marketing Manager Erin Kramer said. For more info, CLICK HERE.



Welcome back to Maldives



THE Maldives recently welcomed its first tourists since Mar, with 107 travellers arriving in Male via Qatar Airways, the first airline to arrive in the country since its border closure on 27 Mar.

To celebrate the reopening, Maldives Marketing & Public Relations Corporation is launching a new tourism campaign, "Rediscover Maldives...the sunny side of life".

The country is targeting 850,000 visitors by the end of 2020, President Ibrahim Mohamed Solih recently announced. **Pictured**: Hamza Island.

The second s

NEED A DISTRACTION AMID THE DOOM AND GLOOM?

Check out our daily puzzle page.

Solomons plan

TOURISM Solomons, in collaboration with the Ministry of Culture & Tourism, has begun work to rekindle the Solomon Islands' tourism sector with a five-point plan.

The lumi Tugeda (you and me together) campaign was launched last week at National Museum in Honiara, with goals to develop extra care measures and standards for the destination's hotel and resort accommodation and tour and transport operators.

A key component of the campaign is a song named after the campaign - **VIEW HERE**.

New Cal campaign

NEW Caledonia Tourism has launched a new campaign, New Cal Uploading, to attempt to capture the imagination of Australians for their next holiday.

Viewers are encouraged to upload their favourite memories of the destination to social media.



Travel Daily

A HOTEL in Thailand is charging nicotine addicts forced into coronavirus isolation significantly extra for smoking rooms.

The Siam Mandarina Hotel located at Bankgok's Suvarnabhumi Airport has an "Alternative State Quarantine" offer, with a 15-night stay in a Deluxe Room now priced at 42,000 Thai Baht (A\$1,895) in a non-smoking room.

However if you need to puff away while in lockdown the price increases to 52,000 baht (A\$2,350) - presumably to cover the extensive cleaning that will be required after two weeks of concerted ciggie consumption. Just in case, the hotel also has a relationship with the nearby Chularat 9 Airport Hospital.

Introducing Luxury Short Breaks

2020 dates out now

Travelling with no more than 19 other guests, your clients will enjoy extended stays in boutique lodges in Tasmania, Western Australia and South Australia, all while indulging in gourmet meals and receiving the finest service. And whether they're seeking an in-depth exploration of stunning places or more time to relax, the choice is theirs.

LEARN MORE

APT





Who is controlling whom in the travel ecosystem?

"

We sell roughly

70% of the air

inventory, yet

the airlines

control every

single element

of the process

OPINION

Karsten Horne is CEO of Reho Travel, and has put down his thoughts on a new way of thinking for the industry. Got an opinion to share? Let us



know in up to 400 words via email to feedback@traveldaily.com.au.

PANDEMIC. Sadly, that word is fast becoming etched in our collective psyche. Here's another one – unprecedented.

What's also unprecedented is that we are all quickly dancing to the tune of the latest government ruling. "Don't wear masks. Do wear masks. You can't play golf or fish. You can play golf or fish (but don't do it at the same time unless you are fishing for your golf ball in the water hazard!). Don't cross the border. Don't cross town. Don't cross the street. Don't cross your front step. But if you do, stand at least 1.5m apart and try to hold your breath. Get out and exercise but don't drive too far to do it" and so it goes on.

Essentially, most of us have complied either reluctantly or enthusiastically, as we do what we can to keep ourselves and our fellow citizens out of harm's way... except for those intractable few who choose to flout the rules for whatever reason they wish to conjure up in their defence.

This enforced hibernation has given me much time to reflect on my past 35 years in the travel industry, where it's fair to say, I've witnessed a fair bit of change. My early years were spent juggling ABC's and Fares from Australia books, which eventually transitioned into inventory in the GDS. The next transition being to NDC. Who knows where to next?

Through it all the only thing that hasn't changed is the way that the airlines control the inventory; the rules; our commissions and the pricing. Back in the 80's we were enjoying commissions of up to 29% on long haul international routes by the now defunct Continental Airlines. By this time next year, I'd be surprised if any airline will be paying us over 1%.

How did we let that happen? Who in our industry was prepared

to challenge the status quo just like the plucky souls who attempted to escape the COVID-19 confinement of Victoria to the freedom of South Australia in a freight train or those audacious few who wanted to surf from Tweed Heads in NSW across the border to Coolangatta in Qld (not sure if I read about or

dreamt up that one)? It seems to me that as an industry we all just lay down and

let it happen, beholden to the airlines, thankful for whatever scraps they choose to throw our collective way in the form of the ever-shrinking override. COVID-19 or not, many traditional travel agencies have been slipping into a slow and steady decline in recent years as the OTAs have invested heavily in marketing and tech and prospered as a result. Is it time for the industry to shake up the way we buy and sell air tickets?

Between Helloworld, Flight Centre, CTM, Webjet and other travel agents, we sell roughly 70% of the air inventory, yet the airlines control every single element of the process.

Imagine if the major agency groups bought millions of dollars of inventory from the airlines at an agreed per km rate, a bit like Qantas hedges its fuel? It may be a radical thought but maybe it's time has come, given the

> inevitable demise of BSP. This would mean that the airline gets paid in advance, reduces the many costs associated with selling seats and the major agency groups gain control of how they sell them.

For the consolidators this could open up the opportunity of creating mixed

carriage airfares (outside of airline alliances), taking a clip and allowing the agent to add a margin.

The potential for a zoned subscription model for our corporate clients could then come into play. You could slice the country, the region and the world into zones and business travel could be budgeted as a monthly expense.

We would also have the freedom to decide when to release exclusive specials and

at what level, and consequently bundle the airfares with a wide range of value-added components for the benefit of our clients, the travelling public. This is the opposite of what has overtaken our industry to date – the commoditisation of air travel where the lowest common denominator is price and nothing else.

If this all sounds a bit far-fetched it's certainly not unprecedented.

In the last decade intermediaries have dominated the hotel industry. You might expect that Accor and IHG are in control, but in fact it's the likes of Booking. com, Trivago and Expedia that are writing their own rules.

The Melbourne based company, Luxury Escapes, has come from nowhere to become a highly successful business, mainly due to the fact that it controls the inventory.

So, let's revisit how we sell air tickets, which for most of us make up the majority of the product we sell, at an ever-decreasing return on sales.

I know I'll be accused of oversimplifying what is an extremely complicated network of contracts, agreements and politics but someone has to do it and I'm not seeing many new ideas out there.

Let's start a conversation and maybe as an industry we can transform ourselves before the next Uber or Airbnb lookalike wipes us off the travel map.

Now I'm going to put my mask back on and continue working on the design of a fully submersible COVID-resistant mountain bike that I can use to escape to Tasmania.



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Where in the world?



THIS waterfall is in the most visited natural recreation area in the region where it is (we can't get anymore specific than

that, otherwise it would give the location away)! Do you know where in the world this is?

Sudoku

FIENDISH

THE aim of Sudoku is to complete the entire grid using the numbers 1-9. Each number can only be used once in each row, once in each column, and once in each of the 3×3 boxes.

			1			4		3
		2 6			8			
		6		3	9		7	2
2				5	7		8	
		3				5		
	5		8	9				1
8	5 6		9	1		2		
			3			1		
3		1			2			

Who needs a drink?

THIS week is the first in our new series of cocktail recipes. I'm sure you all enjoyed the mince and meatball recipes as much as I did, but as the situation caused by COVID continues, a drink at the end of the week is a great way to de-stress.

Each week we will feature cocktail recipes submitted by readers.

It's always great to hear

the back story behind a cocktail, so please

send that through, along with your recipe and a photo of it. Send your recipes to <u>cocktails@traveldaily.com.au</u>.

Jenny Piper Owner, Business Publishing Group



Kiwi Crush

INGREDIENTS

- 30ml vodka
- 30ml Midori
- One kiwi fruit
- Lemon wedges
- Soda water
- Lemonade

METHOD

- 1. Muddle kiwi fruit and two lemon wedges.
- 2. Add liquids
- 3. Shake and pour into highball or hurricane glass
- 4. Top with 1/2 soda water, 1/2 lemonade
- 5. Sip and enjoy!

ANSWERS 17 JUL

Pub quiz: 1 Being the best preserved passage grave in Europe, 2 True, 3 Belgian waffles, 4 d) Iran, 5 Cuba, 6 Australia, 7 China, 8 Ringgit, 9 Danish, 10 India, 11 Borneo (bore + knee + owe)

Unscramble: alee, calf, cereal, clan, clean, cleaner, clear, clef, creel crenel, earl, elan, enlace, feel, feeler, feral, flan, flare, flea, flee, fleece, fleecer, fleer, FREELANCE, lace, lance, lancer, lane, leaf, lean, leaner, learn, leer, rale, real, reel, renal

Whose flag is this: Cape Verde



Oaks Cairns on track to open



OAKS Hotels, Resorts & Suites will make its debut in Cairns with a new hotel on track to open on 15 Sep.

The \$12 million Oaks Cairns Hotel is located on the Esplanade, and features views of Esplanade Lagoon and the Coral Sea, and will house 76 rooms.

The property will have a rooftop Oak & Vine restaurant and bar, serving daily buffet or a la carte

breakfast, light lunch and dinner. The current building on the site is undergoing works to add three levels to convert it into a fivestorey hotel.

Oaks Cairns will become the company's 28th location in Qld, and will join Far North Qld's Oaks Port Douglas Resort and Oaks Toowoomba Hotel, which opened its doors on 01 Jul (TD 19 Jun). Pictured: a room at Oaks Cairns.

BROCHURES

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



2021 Paddlewheel Collection - American Queen **Steamboat Company**

Savings of up to \$900 per person are on offer for bookings on American Queen Steamboat Company departures confirmed by 30 Sep, as featured in the new Paddlewheel Collection brochure. The new American Countess will ply the Mississippi River next year, with local representative Cruise Traveller showcasing a new eight night 'Autumn on the River' voyage departing from Red Wing, Minnesota on 09 Oct next year - 1300 680 374.

Travel Daily



Voyages appoints

INDIGENOUS tourism business Voyages has announced the appointment of creative agency BMF and media planner Speed to handle its marketing strategy for the next three years.

"We know how special Voyages' Indigenous destinations are and we can't wait to help relaunch a place and experience that is so important to Australia and the Indigenous culture," said BMF Chief Executive Officer Stephen McArdle.

Catch up on the news of the week

CLICK HERE TO LISTEN

New space chief

VIRGIN Galactic has named former Disney senior executive Michael Colglazier as CEO.

Colglazier had been with Disney for over 30 years, and takes over as CEO of the space firm from George Whitesides, who has led Virgin Galactic since 2010.

Whitesides will remain with the business in the newly created role of "Chief Space Officer," with the company said to be "within spitting distance" of its longawaited commercial debut.



SHARE YOUR FAVOURITE AUSSIE CRUISE PORT TO WIN!

This month Travel Daily has partnered with Celebrity Cruises to give you the chance to WIN a free cruise for two people onboard Celebrity Solstice departing Sydney.

In 25 words or less, tell us your favourite cruise port along the East Coast of Australia and why, and you could WIN!

Enter by emailing: celebritycomp@traveldaily.com.au



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