

## Fly free to Japan

**WENDY** Wu Tours (WWT) is once again offering its Fly Free Japan deal, which is available on nine tours and more than 85 departures over the 2022 season.

An all-time-low deposit of just \$99 can secure a spot, with the offer backed by WWT's Book With Confidence guarantee which allows unlimited changes 75 days prior to departure, and no risk payments in the event of unforeseen border closures.

A bonus two-night Singapore stopover can also be added from just \$69ppts including accom, daily breakfast and return airport transfers in Singapore.

Prices for WWT's Japan trips include all flights, visas, touring, entry fees, accom, English guides & more - 1300 727 998.

## Aeronology Rail Tickets

### EXCLUSIVE

**AUSTRALIAN** travel technology firm Aeronology is set to launch a "modern, fast and seamless new online rail booking application," with the company adopting the Rail Tickets branding formerly used by Helloworld Travel Ltd.

Previously part of Helloworld's wholesale operations, Rail Tickets apparently became defunct when the company's former GSA agreement with Rail Europe was terminated (**TD** 04 Mar 2020).

Now Aeronology MD Russell Carstensen - formerly a senior HLO executive - has registered the Rail Tickets brand himself under a firm named Aero Travel Solutions.

The move is set to see a quantum leap in the convenience of booking rail for travel agents, who will be able to make any reservations via the Aeronology travel portal "online and instantly," as well as being able to automatically include booking mark-ups or fees.

"Booking rail through our application portal is as easy as booking a flight," Carstensen said.

"The days of waiting on the phones for hours to do a simple point-to-point booking and make absolutely no money is over - the travel advisor can now pull all their rail into their itinerary at a click of a button, and mark the price up as they wish all on one screen," he said.

"Now rail becomes an additional

and very important product for travel advisors, who can now put it back into their 'sell kit' and make very good money on it."

Carstensen said the new Rail Tickets application would go live in the second half of 2021, with the first stage rollout to include all European rail, as well as trains in Britain and Eastern Europe.

As well as point-to-point bookings the launch will feature Eurail product including the popular range of multi-country and continent-wide passes.

A further stage will add USA's Amtrak, Canada Rail, Japan, South Korea and China to be introduced over a short period.

Rail Tickets will also implement "all things rail" over the next 12 months, including airport rail, great rail journeys of the world and "pure sightseeing rail," with the intention to also add ferry services as part of the application.

The Aeronology chief also said Rail Tickets would launch with a number of "very important game changing models" for its business partners, such as issuing rail tickets on weekly accounts.

"We plan to embed Rail Tickets into every application we have so rail will be part of the travel advisor's sales process, even with wholesale airfares," he promised.

Carstensen said in the next few years rail was expected to comprise about 25% of all international transactions.

## Golden West tour


**VINTAGE** Rail Journeys is today highlighting its exclusive Golden West Rail Tour of western NSW, with the fully commissionable product operating using refurbished Southern Aurora rail carriages which now sport their full original 1960s styling.

The five day/four night journey takes in the NSW Blue Mountains, Hunter Valley, Orange and Kandos, with departures scheduled in Sep and Nov 2021.

For more details see the special product profile on **page seven**.

### Today's issue of TD

**Travel Daily** today has six pages of news including our PUZZLE page plus a product profile from **Vintage Rail Journeys**.



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JOURNEY BEYOND



## Last lights seats

**CHIMU** Adventures has a strictly limited number of seats remaining on its 08 May Southern Lights by Flight Perth departure.

Priced from \$1,395pp aboard a chartered QF Boeing 787-9, the trip will showcase the Aurora Australis from a completely new perspective - 1300 818 634.

## More Holiday \$\$\$

**THE** Queensland Government has expanded its Holiday Dollars travel voucher scheme to Brisbane and the Whitsundays.

The move will see 36,000 vouchers made available for visitors to both destinations, driving an estimated \$25 million into the visitor spend for the state's tourism industry.

For more details, [CLICK HERE](#).

**News TRAVEL NETWORK CONSUMER TRENDS FORECAST**

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*News Corp Australia*

## Future secure for Intrepid

**INTREPID** Travel has released its annual report for 2020, with the document noting that the recent strategic partnership with French private equity group Genaigry (**TD** 11 Mar) had secured the group's future and would enable it to realise its revised 2025 strategy.

The report notes that Genaigry had provided a "capital injection at close to a pre-COVID valuation, on the back of a record year in 2019 of \$491 million of sales".

Forward revenue booked to depart in 2021 is worth more than \$40 million, while "credits on file would equate to over \$120 million of revenue once customers are able to travel," the company said.

The report noted that in Mar 2020 the company had a \$96 million cash balance thanks to strong sales in Jan and Feb prior to the pandemic's onset.

"Due to this strong cash position and no debt, Intrepid was able to take quick action to ensure we maintained this strength," it said, and despite the crisis the group even paid out about \$3.6 million in bonuses to eligible staff.

Meanwhile all non-essential

spend was put on hold, staff numbers were reviewed and the workforce reduced, and supplier contracts were re-negotiated where possible.

Intrepid received more than \$6 million in Government subsidies in Australia, the UK and Canada, and is expecting a further \$1.5 million in subsidies this year.

"The decision to offer customers credit worth 110%, which never expires, helped maintain healthy cash balances," the company said, with its bank accounts holding \$48 million at the end of 2020.

The pause on travel has created an opportunity to restructure the group and prepare for the future, including the implementation of a new Microsoft Dynamics 365 finance system, the choice of Adyen as a preferred payment gateway partner and a move to Australian Ethical as a default superannuation fund for staff.

Intrepid also noted the urgent needs created in many countries by the pandemic, with The Intrepid Foundation supporting some communities through emergency response funding.

## Thailand prepares

**THE** Tourism Authority of Thailand has launched the Entry Thailand digital platform, as the first step towards reopening the country to vaccinated tourists.

At this stage, the new site enables travellers to apply for a shortened quarantine period based on their vaccination status, from 10 days to seven.

Users must complete a six-step process to apply for the travel concession, including registering for a Certificate of Entry, flight details, quarantine hotel booking and proof of a COVID travel insurance policy.

It is hoped as the risk of COVID declines globally, the platform will be able to facilitate international arrivals with less conditions.



## Window Seat

**COMEDIAN** Dave O'Neil is larger than life but what Qantas recently tried to charge him for extra legroom was not funny.

The Aussie jokester had been performing at the Melbourne International Comedy Festival when he booked a flight home to Perth with a bit of extra space so he could stretch out to properly rest and relax.

The charge for such a request? Almost a billion dollars!

After selecting the extra legroom option on the Qantas app, O'Neil was presented with a charge of \$987,999,999.

He took a screenshot and posted it on Twitter, saying "Hey Qantas, all I wanted was extra legroom on my flight to Perth, very happy to pay for it but this seems a bit expensive".

"I'm a big man and nothing infuriates me more when I walk down the aisle and see a 'Grant Denyer' sitting in the extra legroom seats," he quipped.

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## InsideJapan guide

**INSIDEJAPAN** has put together an inspirational new resource for travel agents and their clients, with the "Ultimate Journey" highlighting 27 Japanese locations and 38 personal insider stories and tips aiming to keep people planning and dreaming.

Get it free by **CLICKING HERE**.

## SQ top Oz carrier

**SINGAPORE** Airlines was the largest international carrier operating into Australia during Feb, with a 16.8% market share according to new figures from the Bureau of Infrastructure and Transport Research Economics.

SQ just displaced Qatar Airways, which was in second place with 16.2% of the market, followed by Air NZ at 13.8%, Emirates with 8.6% and China Southern at 5.8%.

Qantas and Jetstar accounted for just 1.8% of total passenger carriage during the month, compared to 28.2% in Feb 2020.

## High flying gin

**QANTAS** has teamed up with Four Pillars Gin to release a special tippie celebrating the Flying Kangaroo's centenary.

The QF100 gin features botanicals sourced from central western Queensland, reflecting the carrier's Longreach origins, with Four Pillars distiller Cameron Mackenzie travelling to the outback community to forage for ingredients under the guidance of local indigenous elder Suzanne Thompson.

The QF100 gin retails for \$90 online at [qantas.com/wine](https://qantas.com/wine).

## Uniworld mystery

**UNIWORLD** Boutique River Cruises has announced a 10-day "mystery cruise" in Europe.

Departing on 12 Jun 2022 the trip will be hosted by Uniworld CEO Ellen Bettridge, taking in carefully curated "over-the-top, unique experiences both on and off the ship" - 1300 780 231.

Send your pie recipes from around the world to [pie@traveldaily.com.au](mailto:pie@traveldaily.com.au)

Travel Daily

All eyes are on pies!



## It's TIME to graduate!



**THE** Travel Industry Mentor Experience (TIME) held its first in-person graduation ceremony in more than 15 months in Sydney this week.

Four mentees were inducted into the 41st TIME program, while the gathering celebrated the graduation of five new TIME alumni (**pictured**): Kat Nitarski,

Ben Ogden, Jackie Wright, Aleks Popovic and Hayley Daniel.

Attendees enjoyed a presentation from Accor Chief Commercial Officer, Renae Trimble, while everyone present agreed that after an extended period of virtual events, there was nothing quite like being able to meet together face-to-face.

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## CORPORATE UPDATE

# Getting Australia back to business

### OPINION

Jo Sully is VP & GM APAC American Express Global Business Travel.

Got an opinion to share? Let us know in up to 400 words via email to [feedback@traveldaily.com.au](mailto:feedback@traveldaily.com.au).



**THE** hustle and bustle of our capital cities is on its way back as workers across Australia swap sweatpants for suits and embark on the journey back to their office towers.

Cautious, but undeterred by the ever-present threat of border restrictions, Australian business travellers have shown just how eager they are to get back out on the road. Travel managers across Australia have been quick to respond, regroup and reignite their travel programs.

Within the first three months of 2021, Australia's top three business travel routes – Melbourne-Sydney, Brisbane-Sydney and Sydney-Melbourne – enjoyed more than three-fold increases on the final quarter of last year. While numbers remain lower than previous years, these are encouraging signs.

Looking closer at emerging travel patterns, the resource and mining sector is still a clear leader. This is mostly due to the sector continuing to travel throughout the pandemic to support the Australian economy

and our reliance on income derived from our precious resource sector.

Fortunately, the majority of growth in domestic business travel is now found outside the mining sector. Companies in professional services, pharmaceutical, healthcare and manufacturing are all travelling again. Confidence in business travel is being bolstered by

“  
Key domestic business routes are still dominated by two main airlines and our booking trends analysis shows travel managers can save up to 20% on fares across the top three routes  
”

companies' desire to be more strategic about how they use their travel budgets.

In a recent qualitative study of clients in Australia, we discovered two distinct trends: 67% are considering mandating lowest logical fare policy over the next 12 months and, perhaps less startling, 48% cited travel policy compliance as the most important factor for air travel in the next 12 months.

Both these factors lead to

interesting discussions on how travel managers and their travellers plan journeys, right down to the choice of flights.

Key domestic business routes are still dominated by two main airlines and our booking trends analysis shows travel managers can save up to 20% on fares across the three top routes. But there is a catch: to gain these savings, travellers need to strictly abide by lowest logical fare policies and look carefully at the types of air fare classes they choose.

For travel buyers, this means balancing cost with traveller preferences and airline volume commitments. An in-depth analysis of travel patterns and full data visibility is really required to understand any potentially missed savings for travel managers.

Australian businesses have a once in a lifetime opportunity to shake up how they have travelled in the past and gain better value from travel programs. Travel management may be more complex right now, but it is also a prime opportunity for a travel manager to elevate their status and be more strategic than ever before.

In the coming week, our Global Consulting Group will release a new whitepaper on travel trends that looks at what travel managers can do to maximise their impact on their programs.

Be inspired and inspire your clients by following **Travel & Cruise Weekly** on Instagram @travelcruiseweekly

Travel & Cruise Weekly

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## Singapore transits

**SINGAPORE** Airlines has advised that effective immediately travellers departing from the United Kingdom are permitted to transit through Singapore to onward destinations, including Australia.

This means that for all London to Australia services there will no longer be any same-plane services, with SNAP (Successfully Notifying Affected Passengers) messages sent to email addresses on bookings departing London from 22 Apr 2021.

## Foran's first flight



**AIR** New Zealand CEO Greg Foran yesterday took his first international flight since joining the carrier 14 months ago.

Foran (pictured) also utilised the new IATA Travel Pass app for the trip from Auckland to Sydney, which will be trialled on NZ services for the next three weeks.

It's the first pilot of the app in a quarantine-free environment, with COVID-19 testing provided to customers and negative results seeing a green "tick of approval" appear in the IATA application.

## KLM adds wi-fi

**KLM** Royal Dutch Airlines has announced the introduction of in-flight connectivity to its European flights, in a partnership with Viasat fitting 18 737-800s and 21 Embraer E195s with the technology.

Three packages will be offered, starting with 30 minutes of free text messaging through to full streaming capability, with the rollout of the 737s expected to be complete by the end of 2021.

## Andaz Bali open

**HYATT** International has announced the debut of the new Andaz Bali, marking the entry of the "vibrant luxury lifestyle" brand into the Indonesian market.

Andaz Bali is located in the seaside village of Sanur, with 149 guest rooms including 18 Garden Villas and four Beach Villas.

It's about a 20 minute drive from Ngurah Rai International Airport and offers a range of dining, spa and social spaces.



Travel Daily

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## Icon under a microscope



**THIS** landmark is iconic and easily recognisable when you see the whole picture, but can you identify it from this small portion

of the image?

This building is one of the most photographed in this area and is symbolic of the town.

## Test your knowledge

**FOR** travel, flying is a key part of our industry, and it's also full of symbols and acronyms.

Agents have to know airport codes, airline codes, airline liveries and more.

How well do you know the aviation industry? Do you know what airports these codes stand for, and what plane liveries are pictured?

### AIRPORT CODES

1. CAN
2. RIX
3. WLG
4. DEN

2



### AIRLINE LIVERIES

1



3



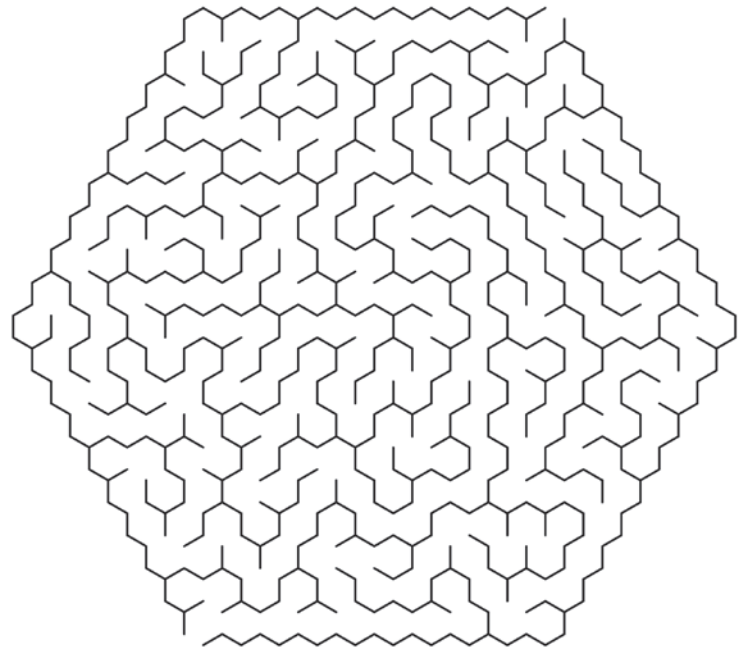
## Pub quiz

1. Surfers Paradise's Q1 was the world's tallest residential tower from 2005 to 2011. It has since been surpassed by how many other buildings in this category?
2. New York City's West Side Highway is officially named after which of the city's famed athletes?
3. Per capita, which country possesses the largest active military?
  - a) USA
  - b) Japan
  - c) North Korea
  - d) Israel
4. True or false: despite belonging to Spain, the Canary Islands are in fact closest to another country.
5. Ernest Hemingway, Marjorie Kinnan Rawlings and Tennessee Williams are all known for making their home in which American state?
  - a) Colorado
  - b) California
  - c) New York
  - d) Florida
6. Which country, which also has a white cross on its flag, is home to the humanitarian organisation Red Cross?
7. American President Joe Biden was born in which state?
8. Dark Mofo is the winter version of what festival?
9. New carrier Starlux Airlines is based in what country?
10. Is Christmas Island closer to Australia or Indonesia?

## A-maze-ing

**CAN** you find your way through this maze?

Start at the top right and finish in the bottom left.



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### ANSWERS 22 APR

Whose flag is this: Malta

Know your brands: 1 Wendy Wu Tours, 2 Beats, 3 City of Melbourne, 4 Channel 9

Whose animal is this: Cow - Nepal



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

Check out our daily puzzle page.



## Crystalbrook Kingsley res open

**THE** doors to Newcastle's first five-star hotel, Crystalbrook Kingsley, are set to open 15 Jun.

Crystalbrook Collection is now taking reservations for the hotel, which is located in the cultural precinct opposite Civic Park.

Crystalbrook Kingsley is a transformation of Newcastle's Roundhouse building, which started life in the 1970s as the City Administration Centre.

It will feature 130 contemporary rooms and suites, with urban, park, and harbour views.

In an Australian first, Crystalbrook Kingsley will also have 100% waste-free bathrooms, where all amenities are biodegradable or recyclable.

## McGowan shoots down int'l travel

**BRINGING** down Australia's international border in 2021 is a "recipe for disaster", according to Premier of Western Australia Mark McGowan.

WA's leader also took aim at home quarantine, calling the Prime Minister Scott Morrison's proposals "mad".

The calls are in stark contrast to New South Wales Premier Gladys Berejiklian, who is open to the idea, and even criticised Minister for Health Greg Hunt for saying the broader international border could stay closed even once all Australians were vaccinated.

"I do not understand why they are pursuing this," the recently re-elected McGowan said on Wed.

## APT brews Spinifex deal



**APT** has announced a new partnership with locally owned Spinifex Brewing Company, a beer maker with a focus on giving back to the region and its veterans.

Travellers on APT's Kimberley Wilderness Adventures will be able to kick back with some of Spinifex's local brews.

The brewery works closely with Aboriginal native food producers in the region to source ingredients for their unique range of beer, which is infused with native Australian bush ingredients such as wattle seed and lemon myrtle.

Through the development of the Spinifex supply chain, the brewery is able to deliver economic benefit and employment opportunities to local Aboriginal communities.

Half of the profits from the Spinifex's F88 range of beer go to supporting the mental and physical wellbeing of returned

service men and women.

**Pictured**, APT's Wilderness Lodge Managers with Spinifex's Adam Barnard.

## 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)

Savings of 10% are available on all car parks at **Sydney Airport**. Enter the code **FURTHER10** when booking online before 04 May, and entering the parking lot before 30 Sep. Prices at Blu Emu start from just \$13.50 per day - book now **HERE**.

Big savings have been released, with no single supplement on next year's Kimberley expeditions with Ponant through **Cruise Traveller**. Travellers can get 30% savings of up to \$13,750 per couple, flights, and pay no single supplement until the end of next month - **CLICK HERE**.

Book a New Zealand trip with **APT Travel Group**, with savings of up to \$1,500 per couple. With tours departing as early as May, deposits have also been reduced to just \$500 per person. ATG has included its Flexible Booking Cover, offering travellers the flexibility to postpone their holiday up to 65 days prior to departure. Call APT on 1300 196 420.

**The Travel Corporation** is offering savings of up to \$600 per couple on selected guided holidays with AAT Kings and Inspiring Journeys. Until 30 Jun, you can also save up to \$200 per couple on selected day tours for select departures until the end of Mar 2022. Call 1300 556 100.

## Samoa prepares

**SAMOA** Tourism is prepping for international travel, developing an application similar to Australia's COVIDSafe to help boost safety via contact tracing.

The app will also feature local deals at restaurants, hotels, and other hospitality services that visitors can enjoy.

Also available will be fact sheets, imagery, downloadable maps, brochures, sample itineraries and more.

Work is under way to have Samoa included as part of Google Street View, which will allow users to see a panoramic view of a location of interest, right down to street level, as well as views of resorts and their surroundings.

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



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8-12 September 2021  
22-26 September 2021  
& 10-14 November 2021

# Golden West Rail Tour

An exciting opportunity has been released to market and guests who have travelled on board since its release in November 2020 have given very positive feedback. The slow rail tours are exactly what your clients are looking for, to get out away from home, meet people, and see more of their own amazing country. All without the burden of having to drive, unpack and check into hotels.

Vintage Rail Journeys have restored their fleet of ex-Southern Aurora carriages to their original 1960's styling. The fleet includes roomette (single) sleeping carriages, with brand new spacious shared bathrooms and no single supplement. Twinette (upper and lower bunk) sleeping carriages have a typical railway ensuite to each cabin. Two Dining and two Lounge

carriages are included in the 412M long, 16 carriage, shiny stainless steel train. The train will normally be hauled by two vintage 'streamliner' diesel locomotives, and accompanied by a 1947 vintage flexible clipper bus.

Vintage Rail Journeys are delighted to offer a 10% agents commission (100% of tour price is commissionable) for each travelling guest.

Please contact Travel Agent Coordinator, Tammy Adams ([tammy.adams@vintagerailjourneys.com.au](mailto:tammy.adams@vintagerailjourneys.com.au)).

The **Golden West Rail Tour** is a five day/four night northern loop starting in Sydney; stopping at the Riverboat Postman; the Hunter Valley; Orange; Kandos; and the Blue Mountains; before heading back to Sydney.

The Golden West Rail Tour 22-26 September 2021 leaves from Katoomba and will proceed in a clockwise fashion around the map, stopping in Gulgong rather than Kandos.

