

Brochures so 2020!

TRAVEL marketing specialist agency EM creative/digital has launched Embrace Interactive, a platform described as “a new alternative to travel brochures for today’s world”.

EM MD Joe Cristaudo told **TD** the initiative was a response to the massive disruption caused by COVID-19, with the closure of many shop-front retail agencies likely to impact various consumer buying strategies.

“Traditional product distribution systems will have to change,” he said, with the cost of brochure printing & distribution becoming increasingly uneconomical.

The company’s new offering can replace or supplement traditional printed brochures in a dynamic user experience incorporating videos, interactive maps, inclusions, highlights and more - all fully trackable via Google Analytics.

More at em.com.au/embrace.

Sunrise still on QF horizon

QANTAS CEO Alan Joyce hasn’t relinquished one of his cherished travel dreams, overnight saying QF’s Project Sunrise plan for ultra-long-haul flights from Sydney and Melbourne to New York and London will be “even more viable” in a post-pandemic world.

Speaking at the Reuters Next online conference, Joyce said he hopes to revisit the plan at the end of the year, after putting the project on hold at the 11th hour as COVID-19 took hold.

“We were within a couple of weeks of placing orders for the aircraft,” he confirmed.

The Qantas CEO also reiterated his hopes that long-haul travel could restart by mid-2021, with QF already having opened up sales for tickets to the UK and USA.

“It could be a bit later, it could be around Jul,” he said, with QF having the “flexibility to manage that schedule depending on what

[the government’s decision on reopening borders] is going to be”.

Joyce also noted that the latest outbreaks in Australia had set the carrier back about three months in terms of its recovery plans, with forecasts to return to 60% of pre-COVID domestic capacity by the end of Mar.

Moten joins HLO

FORMER Corporate Travel Management Chief Operating Officer Australia/NZ, Andre Moten, has taken a new role with Helloworld Travel as its Chief Commercial Officer - Corporate.

Moten, who was with CTM for almost 20 years prior to his departure during the height of the pandemic, will now lead HLO’s sales, account management and marketing functions across the group’s range of corporate brands in Australia and NZ.

More appointments on **page 5**.

Today’s issue of TD

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

Silversea gives more

SILVERSEA Cruises has increased its support for Aussie travel partners, offering bonus commissions of \$270 until the end of next month.

Bookings made and deposited on any new voyage departing from 01 Jul until the end of the year will attract the generous bonus, which will be paid to the partner within 30 and 45 days.

“Our travel partners are extremely important to Silversea, playing a key role for us and our guests,” President & Chief Exec Roberto Martinoli explained.

“We are therefore delighted to offer this added benefit to express our appreciation for their hard work, and make it even more rewarding,” he added.

PARTNERS • FIRST REWARDS



Our new rewards program, Partners First Rewards, has just launched. This program will reward you, our valued travel partners, for your ongoing support and bookings.



EXCLUSIVE
INCENTIVES



NCL
LEGENDS



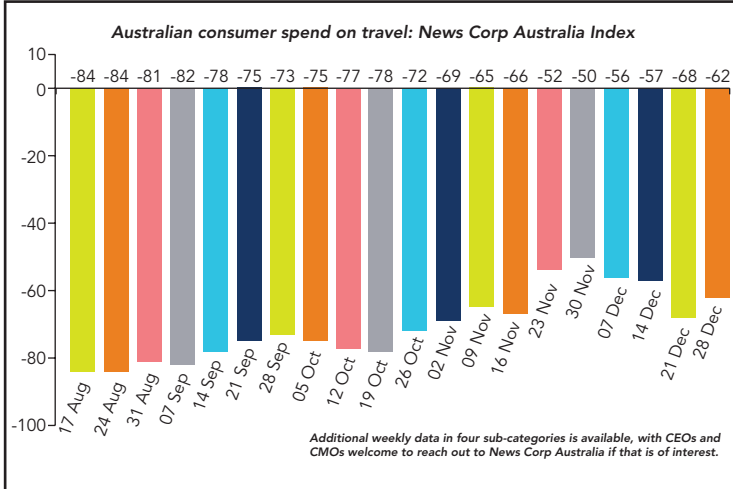
ANNUAL
AWARDS

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Quiet week for bookings



EXCLUSIVE

THE week after Christmas is traditionally very slow in terms of consumer spending on travel, with the trend exacerbated this year by the rapid escalation of COVID-19 lockdowns.

This week's update from News Corp Australia, relating to the week commencing 28 Dec, showed a slight improvement in the year-on-year travel bookings trend, but the figures are distorted by timeshare instalments which always come out in the first week of the month.

Aiming for the stars

CONSTELLATION Journeys has launched new eight-day Destination Australia journeys, privately chartered air adventures departing for the first time from Sydney on 23 Apr.

The upcoming trips will deploy one of Qantas' "Retro Roo" Boeing 737-800 VH-XZP aircraft, and visit key attractions across Tasmania, South Australia, the Northern Territory and Qld.

Highlights will include Hahndorf and the Barossa Valley in SA, Kata Tjuta and Uluru in the Top End, as well as Longreach in Qld.

Constellation Journeys MD Dan Kotzmann said the all-inclusive tours had been crafted to meet all travel protocols, with prices leading in at \$9,450pp and is 10% commissionable for agents.

News Corp's Head of Travel, Dwayne Birtles, said the biggest drop compared to the prior week was the Travel Agents, Touring and Package Holiday category, down 70% year-on-year.

There was little change in air spending, which is still languishing particularly in the "tickets over \$350" category.

Birtles said he expected that next week's figures would be a more accurate reflection of the state of the market after the public holidays, with the rapidly changing border situations meaning "consumers are left wondering if they should book a future trip that extends beyond their own state without the risk of letting their kids down again".

Riviera appoints GSA

EUROPEAN river cruise line Riviera Travel River Cruises has announced the appointment of a new Australian General Sales Agent, Travel The World.

Riviera said the move was motivated by a desire to "expand and evolve" its local footprint.

The new agency takes over from Cruise Traveller which had been Riviera's GSA since the line entered Australia in 2016.

"We are resetting our approach to structure an aggressive strategy that will amplify Riviera's imprint on the local market," said Int'l Channel Dir Stuart Milan.

Old meets New
TokyoTokyo

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G-Normus benefits

G ADVENTURES has expanded its G-Normus agent incentive program to Australia and New Zealand for the first time, offering big prizes each month for top selling travel advisors.

The best performing agent across both countries will score \$3,500 in travel credit, in addition to one random draw to be held in Apr based on sales across the Jan-Apr period, with the winner getting twice as lucky with two \$3,500 lots of travel credit for themselves and a friend.

Agents will be able to compete for prizes from now until 30 Apr and one entry will be earned for each booking made during the four-month period.

In addition to the incentive, G Adventures is also offering partner agents half price discounts on bookings so that they can enjoy the revival of travel first-hand.

Until the end of this month, the tour operator is also running The Great Adventure Sale, offering up to 30% off select trips for departures through to Jun 2022, as well as \$1 up front deposits.

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



Window Seat

WITH travel remaining at a virtual standstill, the various travel guides people have stashed around the house might be accumulating some dust.

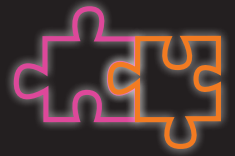
But thanks to some cheeky social media boffins, there is now an alternative collection of guides you can clap your eyes on that are clearly more suited to our current predicament of inertia (pictured).

Although clearly a tongue in cheek creation, a travel guide to navigate the social etiquette of Zoom meetings would be legitimately useful reading.



Travel Daily
Cocktail
compendium

Fancy a drink? Check out our Cocktail Compendium today.



Longer quarantine?

THE NSW Government is considering expanding the length of hotel quarantine stays for returned travellers to the state in response to the threat of the UK coronavirus strain.

Premier Gladys Berejiklian said returned travellers may have to quarantine beyond the usual 14 days if they start developing symptoms during that time.

“If you’re in quarantine and you have the onset of symptoms from one of these more contagious strains, the 14 days starts from the day you develop those symptoms,” the Premier warned.

MEANWHILE, the Qld Govt is considering a proposal to send return travellers to its state to remote worker camps following a COVID breach at a Brisbane-based hotel earlier this month.

Spend down 40% YOY

TOTAL domestic tourism losses between Jan and Oct last year have totalled almost \$40 billion when compared to the same period in 2019, new Tourism Research Australia (TRA) figures have revealed.

Despite the impact on domestic overnight travel easing at the national level in Oct, with visitor numbers and spend reaching levels not seen since Feb, the coronavirus outbreak in Sydney in the lead-up to Christmas will ultimately have a negative impact on future data, TRA conceded.

Overnight spend for Oct was \$4.8 billion, down 39% year-on-year, and overnight trips totalled 6.8 million, down 33%; both were the smallest monthly declines since the start of the pandemic.

Nights spent on trips were 25.5 million, down 30%.

Interstate travel and spend both declined in Oct, dwindling 78% and 83% respectively, while in comparison intrastate trips fell only 7%, with spend increasing by 29%, which Tourism Research Australia has attributed to

travellers taking longer trips on average in their home state over the school holidays.

All states and territories reported improved spending on intrastate travel, except Victoria, which was still in lockdown.

Oct also continued to show rural areas faring better than capital cities, as had been the trend in preceding months.

Capital cities recorded substantial losses in visitors and spend for the year to Oct, down by 61%, or \$20 billion compared to the same period last year, while rural Australia saw a smaller loss of 33% or \$11.8 billion in spend for the period.

Domestic overnight trip spend in Sydney fell 71% to \$238 million, compared with an increase of 22% to \$1.6 billion for rural New South Wales.

Adelaide and Perth suffered losses in spend of 65% and 59% respectively, but rural areas in SA & WA saw gains of 11% and 37%.

25hours Hotel Syd

ACCOR has announced the planned construction of the 25hours Hotel Sydney, a new joint venture between investment company Boston Global and real estate developer Central Element.

The building will be located at 1 Oxford Street and be built across a 5,550m² area and offer 105 guestrooms, several restaurants, cafes, and a rooftop bar overlooking Oxford Street and the Sydney Harbour.

“The building itself is in an incredible location and has enormous potential, and the open areas such as the rooftop bar and the central courtyard will allow us to truly bring our new hospitality concept to life,” said Accor Chief Executive Officer Asia Pacific Simon McGrath.

Construction is expected to commence in early 2021, with the hotel ready to open to the public by the end of 2022.

Some Dutch delight

UNIWORLD Boutique River Cruises has announced a new Dutch Delight itinerary for 2022.

The eight-day sailing takes guests through iconic Dutch cities such as Amsterdam, Harlingen, Nijmegen and more.

The itinerary will also include access to the horticultural exposition Floriade 2022, to be held in Almere.

Uniworld is currently offering guests a 10% early discount on 2022 sailings - see [HERE](#) for info.

AA/JetBlue DOT tick

AMERICAN Airlines’ planned strategic alliance with low-cost airline JetBlue (*TD 17 Jul 2020*) has been approved by the US Department of Transportation.

The deal will see the carriers provide passengers with more flight options between Boston and New York before Jun, as well as access to more domestic and international destinations.

MEANWHILE all international travellers headed to the United States will now need to show proof of a negative COVID test from 26 Jan, the US Govt says.

Qantas court battle

THE Transport Workers Union (TWU) is taking Qantas Airways to the High Court of Australia over the alleged misuse of the JobKeeper scheme and the underpayment of staff.

The TWU says workers have been ripped off by Qantas in relation to weekends, overtime and public holidays, claiming its members were not paid their rightful wage for those shifts.

It is also accusing Qantas of manipulating rosters, among other charges.

The Flight Attendants Association of Australia is joining the TWU in the case, which was initially ruled in favour of the unions by the Federal Court (*TD 24 Sep 2020*), before being overturned in an appeal.

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Travel Daily



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Know your brands

LOGOS are the main way that companies distinguish themselves, and some logos are so famous that you don't even need to see the company's name to know who it is.

See if you can identify these four logos.

1



2



3



4



Whose flag is this?



THIS country was part of an empire in the 19th century, but in the 1820s it declared independence and in 1822 the colours of blue and white were adopted for the national flag.

The flag has nine equal horizontal stripes and the colours represent the faith of the country while the cross symbolises the wisdom of God, freedom and country.

Do you know whose flag this is?

ANSWERS 13 JAN

Pub quiz: 1 Saigon, 2 Dominican Republic, 3 Copper, 4 Taipei, 5 d) Java, 6 The eruption of Krakatoa, 7 Stuart Highway, 8 Four – three cyclones and the city's bombing in the Battle of Darwin, 9 Switzerland, 10 Sydney

Seen it at the movies: The Matrix

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

Whose animal is this?



ALTHOUGH there are no longer any Siberian tigers left in the wild in this country, the feline is still the nation's national animal.

It was once found in forests throughout Korea, northern China and Eastern Russia but is now only found in a few remote places in the wild.

The Siberian tiger is the largest cat in the world and has symbolic significance in the country where it is the national animal.

The tiger appears in legends of the nation and has been both feared and revered as the most propitious animal.

Do you know whose animal it is?

Singapore word search

G	N	I	L	S	E	R	O	P	A	G	N	I	S	T
C	H	I	L	L	I	C	R	A	B	K	O	I	N	U
Y	A	B	E	H	T	Y	B	S	N	E	D	R	A	G
T	D	V	C	A	K	J	P	H	D	C	D	V	I	F
M	A	R	I	N	A	B	A	Y	S	A	N	D	S	O
D	A	O	R	D	R	A	H	C	R	O	N	T	A	O
C	H	A	N	G	I	A	I	R	P	O	R	T	H	D
S	S	L	E	R	B	G	W	S	I	O	N	R	C	F
H	E	F	K	R	Q	J	I	L	P	H	I	C	I	E
O	L	W	C	N	G	N	R	I	M	M	C	Y	R	S
P	F	H	I	Z	F	E	C	E	J	T	D	Y	Y	T
P	F	T	H	U	M	A	U	Z	O	U	U	F	Z	I
I	A	I	C	D	L	A	S	O	T	N	E	S	A	V
N	R	D	O	O	F	R	E	K	W	A	H	U	R	A
G	F	T	G	R	A	N	D	P	R	I	X	Z	C	L

SEE if you can find these words. They are hidden horizontally, vertically and diagonally, forwards and backwards.

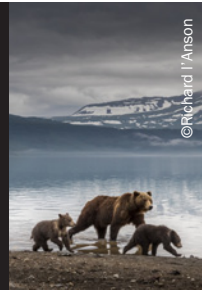
CHANGIAIRPORT
CHICKENRICE
CHILLICRAB
CRAZYRICHASIANS
FOODFESTIVAL
GARDENSBYTHEBAY
GRANDPRIX
HAWKERFOOD

MARINABAYSANDS
MERLION
ORCHARDROAD
RAFFLES
SENTOSA
SHOPPING
SINGAPORESLING
TROPICAL



Read about the change to Celebrity's pricing and what Aurora is doing to protect deposits in the December issue of *travelBulletin*.

travelBulletin



A little touchless of class



PARMELIA Hilton Perth has undergone a major \$45 million transformation which has introduced new touchless technology that Hilton believes will "bring the hotel into the digital age".

The property has launched the use of Digital Key technology, a new feature within the Hilton Honors mobile app, providing loyalty program members with the option of checking-in, choosing their room and accessing most areas of the hotel by using their smartphones.

In addition to the new digital capabilities, Parmelia Hilton Perth has also undergone a 10-month renovation that has added a newly designed grand lobby, installed locally inspired artworks throughout, as well as a new thoroughfare to the Brookfield Place shopping precinct.

"This fabulous renovation of the iconic Parmelia Hilton Perth - 53 years young - truly makes it

the city's best connected hotel," said Vice President Operations, Australasia Heidi Kunkel.

The revamped hotel will welcome back visitors from Feb.

Pictured: The newly-refreshed grand lobby area.

Bunnik at 2020 rates

AS PART of its The Places We'll Go campaign, travellers can now access Bunnik Tours departing in 2022 at 2020 prices.

Under the promotion, the operator's 17-day Kenya & Tanzania itinerary departing next year is priced from \$13,195 per person, a tour which explores the Amboseli National Park, the treetop walkway at Manyara, and holds a Swahili cooking class at Sarova Mara Game Camp.

The discounted campaign will wrap up on 29 Jan, with all tours capped at 12 people & is inclusive of meals, accommodation and guided tours - more details **HERE**.

Vegas mogul dies

NOTED Las Vegas casino baron Sheldon Adelson has passed away at the age of 87.

In 1988, Adelson purchased the Sands Hotel and Casino in Las Vegas for US\$110 million, and the following year he helped to fund the construction of the Sands Expo and Convention Center, at the time the only privately owned and operated convention centre in the United States.

He later razed the Sands in 1991 to create The Venetian, a US\$1.5 billion resort hotel and casino which opened in 1999.

Adelson was also a prominent Republican Party donor.

SIA tracking crew

IN THE airline's latest efforts to combat the spread of COVID-19 on its international flights, Singapore Airlines has mandated that all crew wear tracking devices when they are on layovers.

The carrier's staff are now also forbidden from leaving their hotel rooms or interacting with each other during their stay.

"There are some concerns about the imported cases from overseas on flights, but it is part of our job, crew members can take leave if they are not comfortable to fly," said SIA's Staff Union President Alan Tan.

APPOINTMENTS

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

The Crowne Plaza Terrigal Pacific has appointed **Cameron Abbott** to be its new General Manager, who brings with him extensive experience across InterContinental's brands, including stints at Crowne Plaza and Holiday Inn hotels across Australia, Fiji and Malaysia. Before relocating to Australia, he was most recently GM of the Holiday Inn Resort Penang.

Former Chief Information Officer at Virgin Australia, **Cameron Stone**, has departed the airline to take on a new gig with live entertainment ticketing company **TEG**. During his tenure at the airline, Stone is credited with implementing its largest ever technology platform investment in the company's history.

Caribbean territory Anguilla has appointed a new Director of its tourism board, with **Stacey Liburd** tasked with taking on the position. Her time at the **Anguilla Tourist Board** will see her charged with delivering effective consumer and trade campaigns to increase the number of tourists to the island.

Alex Zoghlin has officially started in his new role of President and CEO of **ATPCO**, an industry body responsible for providing pricing and shopping data to airlines around the world. Zoghlin started in the position following the retirement of former CEO Rolf Purzer, who announced his retirement back in Oct last year.

For confidential tip offs, connect with *Travel Daily* via our secure WhatsApp service on +61 2 8007 6760 or click **HERE**