

## ARE YOU READY TO BOOST YOUR SALES SKY-HIGH?

Click Frenzy subscribers are planning to spend over \$10,000 on travel in 2021.\* Reach this travel-hungry audience of over 1.5 million Aussies by participating in Click Frenzy Travel!

Promote your deals across one or more of our six event categories



**FLIGHTS** 



**ACCOMMODATION** 



**PACKAGES** 



EXPERIENCES, CRUISES & TOURS



**DESTINATIONS** 



TRANSPORT & TRAVEL ESSENTIALS

Here's what some of our partners have said about our past Click Frenzy Travel events!



Click Frenzy has played a key role in amplifying our retail campaigns, connecting us with an audience that responds really positively to the event and subsequently our holiday products themselves.

Brendan Sawyers, General Manager, Webjet



Travel Frenzy delivered great results for My Holiday Centre. The event drove a significant volume of qualified traffic to our websites within a short period of time. Looking forward to working with Click Frenzy more in the future.

> Richard Weyer, Digital Marketing & Marketing Intelligence Director, Ignite Travel

#### WILL YOU BE JOINING THE FRENZY?

Find out how you can boost your bookings with Australia's biggest online travel event by calling **Aimee on 0434 625 667** or requesting your media kit today!

**REQUEST MEDIA KIT** 







# Travel Daily First with the news

www.traveldaily.com.au Tuesday 30th March 2021

#### Today's issue of TD

Travel Daily today has seven pages of news including our PUZZLE page plus a cover page from Click Frenzy and a full page from the Singapore **Travel Expert** training scheme.

#### **Click Frenzy offer**

THERE'S less than a month now for travel brands to join the upcoming Click Frenzy Travel bonanza, which will be heavily promoted to consumers across the country on 20 Apr.

The company behind the initiative says Click Frenzy subscribers are planning to spend over \$10,000 on travel in 2021, with six event categories on offer including flights, accommodation, experiences, destinations, cruise & packages - see the cover page.



## **Qld lockdown "sheer lunacy"**

**FLIGHT** Centre CEO Graham Turner says the snap three-day lockdown of Greater Brisbane will have long-lasting impact on overall consumer confidence, describing the move as "sheer lunacy" on the part of the Queensland Government.

Turner said before the closure was announced domestic demand had been starting to recover, while the highly anticipated trans-Tasman travel bubble was also looking increasingly more likely.

The Flight Centre chief told News Limited it was the sixth

#### A&K NZ air safari

**ABERCROMBIE** & Kent has released a new air safari which explores New Zealand via a privately chartered VIP jet.

The 11-day luxury offering takes in both the North and South islands, with the flights complemented by "exceptional accommodation" throughout including in Auckland, Cape Kidnappers and Dunedin.

Prices start at \$33,599ppts - see abercrombiekent.com.au for

#### **NT** mates rates

**THE NT Government is investing** \$1.25 million to promote Central Australian packages, in a "Mates Rates" incentive to reduce the cost of tourism experiences in the Alice Springs and Lasseter regions. time governments had locked down state borders, saying "there is no evidence it has achieved anything".

"We are talking billions of dollars here for a three-day lockdown," Turner fumed.

There is increasing concern across the travel and tourism industry that the lockdown could be extended, after Old recorded eight more community-acquired COVID-19 cases today.

The timing of the lockdown could not be worse in terms of consumer confidence, coming in the lead up to the busy Easter travel period and with other states shutting borders to Qlders.

#### **Bunnik 2022 dates**

**BUNNIK** Tours has confirmed it will once again offer its popular 22-day Georgia, Armenia and Azerbaijan small group tour next year, having today released its 2022 Europe departure dates.

Trips are on offer right across the continent, including Italy, Dalmatia, Morocco, Spain, Portugal, Turkey, Switzerland, Austria, France, Greece, Russia and Eastern Europe, Scandinavia and more.

All tours will have a maximum of 20 passengers, with Bunnik saying its terms & conditions as well as the WTTC and CATO COVID Safe Travel protocols it has adopted will offer confidence in booking.

See bunniktours.com.au.

#### QR summer growth

**QATAR** Airways has released its 2021 Northern Summer schedule. confirming plans to operate more than 1,200 weekly flights to over 140 global destinations.

The carrier said the update maintained its position as "the leading international carrier providing reliable global connectivity," with Qatar Airways having never ceased flying even in the depths of the pandemic.

"As the global vaccine rollout begins to gather pace, we look forward to a gradual easing of entry restrictions throughout 2021," said CEO Akbar Al Baker.

The global network continues to include Brisbane, as well as Adelaide, Sydney, Melbourne and Perth along with 14 cities in the Americas, 43 in Europe, 23 in Africa and 19 in the Middle East.



#### **NEW 2021 KAKADU & KIMBERLEY**

Darwin to Broome

12 Day Tour **Now Available** From \$5,445pp\*



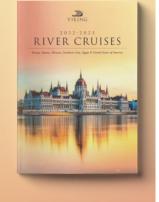
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#### Hoteliers unite

PEAK hotel industry bodies, the Accommodation Association and Tourism Accommodation Australia, have banded together to urge the Federal Government to save jobs in the devastated Sydney and Melbourne markets.

The end of JobKeeper has put at risk 18,000 hotel workers in both cities, where forward booking rates are as low as 10% for the upcoming quarter to 30 Jun.

Sydney is currently the worst performing market, with revenue at just a third of pre-COVID levels.

"Given international travel is still a considerable way off and the corporate travel market is still marginal, this is not likely to improve any time soon," the combined organisations said.

Accommodation Association CEO Dean Long said despite reducing headcounts by over 50% and continuing to invest to keep hotels ready to support recovery, \$270 million is needed to avoid mass job losses.

### Aerocode has agents in mind

**PRIVATE** jet charter platform Aerocode, which launched in the middle of the pandemic, is hoping to be a game-changer in both corporate and luxury travel in Australia, co-founder Sophia Ellis has told Travel Daily.

Aspiring to fill the gaps in the private aviation market, Aerocode aims to bring transparency to the jet-booking process, which Ellis said will offer corporate travel managers and luxury advisors some great opportunities in the future.

The process brings charterers and aircraft operators together, using artificial intelligence to determine the best-positioned aircraft to service a trip, and invites them to provide a fully transparent quote.

However, Ellis said the technology would not aim to replace the hard work undertaken by travel bookers, but rather enhance their efficiency.

"We're never going to box out luxury travel professionals... there's a reason the travel community exists and we want to work symbiotically with them and work with them to get the best prices," Ellis affirmed.

"We don't want to replace them, especially in a space that's going to become more lucrative as private travel gets more popular.

"For us, it's a no-brainer to go into conversations with travel agencies and travel conglomerates and say what do you guys want?"

Aerocode's model sees the booking fee split between advisors and concierge companies, with agents "always making 8-10% on a flight".

"We're talking about huge transactions, we're talking about really tailored experiences, and that personal touch is really important" - see aerocode.co.

#### NZ exempt from ban

**THE** Department of Foreign Affairs and Trade has issued a revised Smartraveller advice for New Zealand, which is now classified as "exercise a high degree of caution" rather than the previous "do not travel", after the year-long ban on outbound international travel by Australian citizens has been lifted for the country.

New Zealand entry restrictions still apply, and DFAT said while the COVID-19 risk may be considered low, "outbreaks can occur and authorities could implement measures at short notice which may impact your ability to move freely".

The Smartraveller advice also warns travellers to be prepared for the possibility of an extended stay or disruption to travel.

The change means Australians no longer have to apply for an exemption to visit NZ, paving the way for a Tasman travel bubble.





## National approach for AFTA



**THE** Australian Federation of Travel Agents (AFTA) continued its program of influence in Canberra last weekend, participating in the annual Federal Conference of the National Party.

CEO Darren Rudd, **pictured** with Nationals leader and Deputy PM Michael McCormack, wrapped up a week of advocacy at Parliament and meetings with ACT members by attending the conference to champion industry support.

Travel was front of mind at the conference gala dinner where generous AFTA members supplied prizes of trips which were auctioned off to raise party funds.



## John Thomas sets up new airline

FORMER Virgin Australia Group Executive, John Thomas, has announced the management team for new scheduled operations planned by Bostonbased Waltzing Matilda Aviation.

Waltzing Matilda is an established jet charter operator, but will expand into scheduled passenger business later this year using Q400 turboprops linking Toronto with "numerous centres in the US northeast and midwest".

CEO Thomas is leading the transition which includes "Part 121" authorisation by the US Federal Aviation Administration, and will be supported by Dave Marcontell as Chief Operating Officer, Ajay Singh as Chief Technology Officer and Doug Leo as Chief Commercial Officer.

Waltzing Matilda, co-founded by Thomas, is also expanding its jet charter operations, having recently bought Exec Air Montana.



**TRAVEL Daily** now has its very own Easter Bunny - or in fact several of them - after an inhouse hat parade yesterday.

The team rose to the challenge, with a number of exceptional home made efforts including the one **pictured** by our Production & Editorial Executive Anna Piper, who took home the coveted major prize of an Aldi Easter meerkat!



## **SOCIAL MEDIA SPECIALIST** (FULL TIME — SYDNEY)



We're looking for an enthusiastic Social Media Specialist to join our dynamic team.

The perfect candidate will have a minimum of 3-4 years' experience in social media marketing with proven success in executing social media strategies and driving customer engagement across brand awareness, traffic generation, conversion and re-targeting activities. Responsible for building Viking's local social media presence and day-to-day community management, this role will be an important part of our broader multi-channel mix, and be core to future growth across our customer sales funnel.

We are looking for:

- Hands-on experience with both paid and organic social media management, with a primary focus on Facebook and YouTube
- A data driven individual with an in-depth knowledge of custom audience targeting
- A detail oriented person, always looking to optimise and deliver high quality executions
- Familiarity with social media content best practices
- Someone that is self-motivated with a desire to stay at the forefront of social media channel capabilities

Viking is the world's leading river and small-ship cruise operator. This is an opportunity to join a recognised industry leader and be part of a fun and friendly team. With eight new ships set to launch over the next two years, now is the perfect time to become a Viking!

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Fantastic industry perks
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> Applications close 14 April 2021

Travel Daily e info@traveldaily.com.au

t 1300 799 220



## Coral air charter solution

**CORAL** Expeditions will offer charter flights to connect guests between Darwin and Broome, as it continues to adapt to the newly imposed restrictions on cruising by the Northern Territory Government (*TD* yesterday).

The limitations have placed a cap on all Territory cruise operations of 100 including passengers and crew, forcing some changes to the upcoming Coral Kimberley program.

The changes announced by the NT Government were "contrary to prior advice we received from NT authorities over the past nine months of engagement," Coral said in an update to the industry.

"Nevertheless we have no choice but to comply."

Coral Discoverer, which carries 72 passengers and 23 crew, will meet the new directive and will operate her Kimberley and Cape York season as planned between Broome and Darwin.

Travel Daily

However the larger Coral Adventurer and Coral Geographer will not be able to call on the Port of Darwin while the 100 person limit remains in place.

For these two vessels Coral is updating itineraries to both embark and disembark in Broome, with all published dates remaining in place and all highlights of the Kimberley itinerary continuing in full.

To facilitate the change, Coral's optional charter flights, involving a \$300 additional cost per passenger, will allow guests to retain their existing travel arrangements via Darwin and simply board the charter add-on to Broome or vv.

Coral said it was continuing its dialogue with authorities in the NT, in the hope of achieving some progress in the coming months to allow the ships to operate in accordance with the federal biosecurity regulations.





#### IHG GM joins holiday rental group

RYAN South, former General Manager of Crowne Plaza Terrigal on the NSW Central Coast, has been appointed GM of local holiday home rental provider Belle Escapes Central Coast.

The move sees him in charge of about 100 of the "most expensive and exclusive holiday homes" in the region, with South saying he will "apply a hotelier's lens to the portfolio to take holiday rentals to the next level".

The organisation has grown rapidly over the last 12 months, with cashed-up Aussies buying holiday properties instead of taking overseas holidays.

Domestic trips are also booming amid the travel ban, with Belle Property Central Coast Principal, Cathy Baker (pictured with South), saying "it will be great to

#### MSC world cruise

**MSC** Cruises' 2023 world cruise will take place aboard *MSC Poesia* over 119 days.

Visiting 53 destinations in 33 different countries across five continents, guests will dine on gourmet cuisine inspired by each place they visit, which will include Barcelona, Puerto Limon, the Panama Canal, San Francisco, San Diego, Tokyo, Muscat, Aqaba, and many more.

The cruise departs Civitavecchia on 04 Jan 2023, with prices starting from \$21,599 per person - contact MSC on 1300 028 502.



have a highly regarded hotelier on the team making sure we're ticking all the right boxes for our guests".

#### Help fill the GAP

**GLOBAL** Work & Travel has announced the launch of a new Global Affiliate Program (GAP), offering \$400 in commission per referral sale.

The GAP has launched with 40 partners, including Lonely Planet and Finder.com.au, with anyone possessing a travel-focused network invited to apply.

The program is free to join, and requires no fixed term, with those joining to receive dedicated training and support from an Affiliate Program Manager.

Chief Executive Officer and co-founder Jurgen Himmelmann said the new affiliate program is an opportunity to help the travel industry as it braced for the end of the government's JobKeeper support - CLICK HERE.



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# Travel Daily

Tuesday 30th March 2021

#### Rex takes the GC cake



**REGIONAL** Express yesterday touched down on the Gold Coast for the first time, with the arrival marking the commencement of twice daily services from both Melbourne and Sydney.

The flights represent an additional 500,000 seats through Gold Coast Airport annually, with the injection of an estimated \$208 million into the local economy over the next year.

"Rex's entry to the Gold Coast market will benefit locals and the growing number of people looking to travel here," said Queensland Airports CEO Chris Mills, as he cut the celebratory cake alongside Regional Express Deputy Chairman John Sharp.

"After an extremely challenging

12 months for tourism operators on the Gold Coast and in northern NSW, domestic flights are increasing significantly at Gold Coast Airport in the lead-up to Easter," Mills said, with capacity approaching pre-COVID-19 levels over the holiday period.

Sharp said passenger demand for the Rex services had already exceeded expectations, with a number of flights "already fully booked as travellers embrace the greater choice and competition we've brought to the market".

The Gold Coast is the first Qld destination to be served by Rex's new Boeing 737 fleet, with the service supported by Queensland Airports Limited and Destination Gold Coast.



#### **AFTA UPDATE**

from the Australian Federation of Travel Agents

THE ONGOING collaboration between AFTA, CATO and ATEC has continued throughout this week as we all work together to shape the Federal Government's support for our sector.

AUSTRALIAN FEDERATION OF TRAVEL AGENTS

The most recent of these interactions have involved detailed engagement with Austrade around finessing the deployment of the remainder of the \$128 million round one of the Federal Government's COVID Consumer Traveller Support program as well as the \$130 million round two.

While there are areas where we will have different priorities to promote, there is an overwhelming commonality to our case for support and a shared drive to maximising the outcomes and support measures for our members.

On top of this combined activation, AFTA has continued direct advocacy at a number of levels. AFTA CEO Darren Rudd was again in Canberra this week meeting with key political decision makers and bureaucrats as well as continuing to meet with our members.

We are running our member visits on a key electorate by key electorate basis so that we are also able to continue to exert pressure by sharing the human cost with ministers, the opposition, independents

and the crossbench through showcasing businesses within their electorates.

The stories
we are sharing
including via video
testimonials with

testimonials with parliamentarians from within their own communities are increasingly

heartbreaking and incredibly powerful. Thank you to each and every AFTA member who has thus far supported this initiative so honestly.

This weekend was also the Nationals Federal Conference in Canberra which Darren attended.

The Nationals have been very vocal in their support for travel agents and businesses especially the Member for Cowper Pat Conaghan. Darren was able to catch up with the many National MPs who have championed our cause including Deputy Prime Minister and Leader of the National Party Michael McCormack.

AFTA is also in ongoing dialogue with Old, NSW, Vic and now ACT to get targeted funding for travel agents as part of our rescue package.

It's a difficult time. The end of JobKeeper. The return of border restrictions and the heartache of floods. We remain focussed on one thing and one thing only – getting as much support as quickly as possible to get as many of us through as possible.

#### **Choice additions**

CHOICE Hotels has announced the expansion of its network to include the new Quality Apartments Adelaide Central in South Australia, as well as the Quality Suites Central Square in Palmerston North, NZ.

Both of the properties were formerly branded as Quest Apartment Hotels.

Trent Fraser, CEO of Choice Hotels Asia-Pacific, said the expansion of the Quality portfolio came at a "promising time for hotel operators, with increasing demand for leisure travel and short breaks".

He said Choice hoped for further expansion "as we seek to put the challenges of 2020 behind us".

## MSC to deploy Virtuosa in UK

**MSC** Cruises is making the most of the British cruise restart, overnight announcing that its upcoming Northern Summer season will include the deployment of its latest flagship, *MSC Virtuosa* out of the UK.

The brand new vessel will make her maiden voyage on 20 May out of Southampton, with the season starting out with a series of three- and four-night mini cruises prior to week-long itineraries from 12 Jun from three points in England and Scotland.

All voyages will be for British residents only - more in today's issue of *Cruise Weekly*.



#### **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.

0	N	D
N	В	W
E		R

Good - 19 words Very good - 28 words Excellent - 37 words

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

## Famous faces



THERE are three different faces that make up this picture. They are a mixture of famous celebrities and travel names.

Can you figure out who the

eyes, nose and mouth in this picture belong to?

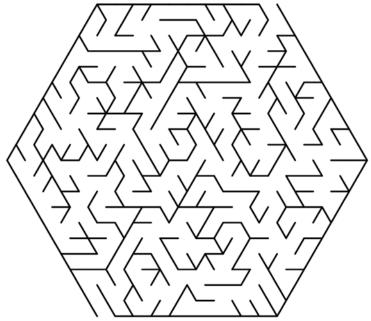
And don't worry if you can't guess them all, two out of three ain't bad!

## Pub quiz

- 1. What square in London is famous as the place where many demonstrations and protests are held?
- 2. True or false: Monaco has actually won France's domestic soccer league?
- 3. In which city would you be able to visit Nicholas' Quarter?
  - a) Bruges
  - b) Berlin
  - c) Budapest
  - d) Brussels
- 4. Which two states does Washington DC border?
- 5. In which city can you find the Museum of New & Old Art?
- 6. Soekarno-Hatta International Airport serves as the primary aerodrome for what city?
- 7. By population, which city in New South Wales is larger?
  - a) Tamworth
  - b) Albury
  - c) Wagga Wagga
- 8. Mathematician, physicist, and all-round genius Archimedes was born on what island?
- 9. Historic Italian city Syracuse is located beside what sea?
- 10. Does the Adelaide-Brisbane or Brisbane-Adelaide route on the Great Southern take longer?

## 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 29 MAR**

Where in the world: Batu Caves, Malaysia

Pick the nation: Colombia

Whose mascot is this: Jazz Bear -Utah Jazz (NBA)

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

6 2 2 1 9 5 4 7 0



#### Southwest MAX confidence

**BOEING'S** travails over the crashes of its 737 MAX aircraft and subsequent grounding, redesign and reintroduction appear to be over, with US low-cost carrier Southwest Airlines overnight announcing a revamped order book, including 100 additional 737 MAX 7s.

The deal will see the first 30 scheduled for delivery in 2022, making Southwest the launch customer for the MAX 7 variant.

The MAX 7 has about 170 seats

#### **MONEY**

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

#### AU\$1 = US\$0.761

THE Australian dollar has ended the night higher, as markets managed to shrug off Archegos Capital Management's default on margin calls from several global investment banks.

Initially, American shares were weaker overnight, with the Aussie dollar also pressured, but markets rebounded, with the Dow Jones up 0.3% by the end of trading, and the AUD higher in other markets.

Wholesale rates this morning.

\$0.761
£0.553
\$1.082
€0.647
¥83.70
ß23.63
¥4.956
11.30
\$0.954
US\$64.57

and a range of 3,850 nautical miles, while the slightly larger MAX 8, already in service, can seat 210 with a shorter 3,550 nautical mile range.

Last night's deal also saw Southwest convert 70 MAX 8 orders to the MAX 7 variant, and add a further 155 options for additional 737 MAX 7s or MAX 8s through to 2029.

Southwest's overall 737 MAX order book now comprises 349 firm orders, plus 270 options.

"Today's announcement reinforces the company's confidence in the 737 MAX as the future of the Southwest fleet.

"This cost-effective order book with Boeing allows us to maintain the operational efficiencies of an all-Boeing 737 fleet to support our low-cost point-to-point route network," the carrier said.

#### Sydney Ibis on sale

**MULTI-MILLIONAIRE** hotelier Jerry Schwartz has placed his Ibis Sydney King Street Wharf on the market, with rumours of a \$50 million asking price, according to the Australian Financial Review.

Schwartz acquired the eight storey 91-room property in 2013 for \$24 million, with the hotel trading strongly until the COVID-19 pandemic hit.

He owns 15 hotel properties, but is believed to be close to offloading the Four Points by Sheraton Sydney Central Park as part of an ongoing review of the portfolio which also includes the Sofitel Sydney Darling Harbour and Crowne Plaza Hunter Valley.

## Looking for the perfect shot



**TENNIS** great Roger Federer will represent his home of Switzerland both on and off the court, after being announced as an official brand ambassador for the country.

Federer (pictured) will work with Switzerland Tourism on joint initiatives to promote visitation to the nation across the globe in the wake of the COVID-19 pandemic.

"Nobody is more equipped to do so than this iconic personality wearing the Swiss Flag," said Switzerland Tourism CEO Martin Nydegger.

"This is a perfect match, because Switzerland and its unblemished nature have clearly contributed to Roger's unprecedented career," he said.

Federer said he had always been proud to represent Switzerland throughout his 22 years on the professional tennis tour.

Promotional activity featuring the champion will kick off next month, with a campaign initially focusing on European cities followed by the USA and Asia Pacific, and in particular Australia. Federer said he would be

donating his fees from the

partnership to charitable efforts through the Roger Federer Foundation, including the construction of children's playgrounds across Switzerland.

Travel advisors can make the most of the partnership by taking part in the recently launched Swiss Travel System Excellence Program (TD 15 Mar), part of the Travel Daily Training Academy.

Federer speaks about his new arrangement with Switzerland Tourism in a video now online at traveldaily.com.au/videos.

#### Allianz joins UNWTO

**THE** United Nations World Tourism Organization (UNWTO) has welcomed insurance giant Allianz Partners as the newest member of its global network of Affiliate Members.

Allianz Board Member and CEO of the company's International Health & Travel division, Ida Luka-Lognone, said Allianz was "deeply involved in the transformation and recovery of the travel industry," with the aim of protecting traveller safety and enhancing customer confidence.

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



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ESPLANADE – THEATRES ON THE BAY SINGAPORE





