



Joanne Warne
Sister Act Travel

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Today's issue of TD

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

Bonus QDP comm

QANTAS has announced that the Qantas Distribution Platform (QDP) now has the capability of offering "Dynamic Commissions".

Under the enhancement travel agents shopping via the QDP will be able to identify offers which attract a commission higher than the standard base commission which would normally apply.

"Dynamic Commissions will be available from time to time on Qantas International fares and flights, delivering revenue opportunities for our travel agents," the carrier said.

Access to the feature is dependent on the capability of agency technology partners, with consultants advised to check with providers to find out when the feature will become available.

Travel ban extended again

AUSTRALIA'S COVID-19 emergency measures have been extended for a further three months, bringing the cumulative air and cruise travel shutdown to 21 months in total.

The human biosecurity emergency period will now be extended until 17 Dec, having been in place since 18 Mar 2020.

Health Minister Greg Hunt's statement yesterday was a carbon copy of previous announcements, saying the decision was once again "informed by specialist medical and epidemiological advice provided by the Australian Health Protection Principal Committee, which has advised the international COVID-19 situation continues to pose an unacceptable risk to public health".

The move extends the four emergency determinations including mandatory pre-departure testing and mask-

wearing for international flights, restrictions on the entry of cruise vessels within Australian territory, restrictions on outbound international travel for Australians, and restrictions on trade of retail outlets at international airports.

In response to the move, Cruise Lines International Association Managing Director Australasia Joel Katz lambasted the Government's lack of consultation on the issue.

"Our discussions with government agencies have gone nowhere and our letters to the most senior levels of government have gone unanswered," Katz said, adding Australia needs to put an end to its period of inaction on a cruise resumption.

"Other countries have not only created detailed plans to uphold safety on cruise ships in response to the pandemic, but have already resumed cruising in a responsible way," he said.

Best in SHOWPONI

THE new SHOWPONI marketing agency led by industry personality Gordy Bayne (*TD* 25 Aug) will deliver Maori, Pasifika, and indigenous tourism storytelling - an angle not spotlighted by any single agency previously.

A striving for more cultural and native relevancy has been a major theme in discussions Bayne has had within the industry over the past few years, with SHOWPONI to deliver marketing, commercial collaborations, media buying, content creation, brand strategy, launch & refresh and more.

"There is an opportunity for a unique boutique operator like SHOWPONI, where tourism boards and tourism operators could look at us as an option tendering for their accounts, and supporting them with specific projects," Bayne told *Travel Daily*.

Joining him for SHOWPONI's launch will be Creative Director Angela Bartlam and Chief Curator Tania Reynolds.

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OUR REBOOK INCENTIVE HAS BEEN EXTENDED UNTIL 30 SEPTEMBER... JUST WOW

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New travel agent directory

EXCLUSIVE

NEW marketplace Travel Agent Finder has launched, aiming to help support the industry in the post-COVID travel era.

Travel Agent Finder is calling for advisors to sign up today to showcase their skills and credentials, and reap the benefits of its personalised offering, which connects Australian travellers to the best expert for their needs.

The platform makes the process of finding the right advisor simpler, fairer, and more personalised, enabling users to

Lysearch the network, compare agent profiles, and select someone who best suits their travel needs.

Travel Agent Finder allows travellers to search for an advisor based on expertise, destination knowledge or location, providing a deep dive on service quality.

The site is independent and free for travellers and advisors, and aims to build a trusted network of quality, accredited Aussie agents.

Anna Shannon, formerly of Flight Centre, created Travel Agent Finder after recognising the need for quality advisors in a post-pandemic world.

Shannon, who like many was hit hard by the pandemic, pointed to the rising expectations of many travellers as the site's impetus.

"For many travellers, being passed on to the next available agent in-store or on a phone queue can often result in an underwhelming experience," she explained.

"With Travel Agent Finder, Australians can connect with a passionate expert that knows their destination, understands their travel style and budget, and can make the process smooth, seamless and enjoyable."

Travel Agent Finder believes advisors with a niche or unique specialisation will benefit most from the platform, which allows users to sort based on field, destination, or travel style.

Agents can register now at travelagentfinder.com.au.

BA mixes things up

BRITISH Airways has unveiled enhancements at some of its airport lounges in preparation for a wider rollout of the network.

The carrier reopened its Concorde Rooms at New York's JFK airport and London Heathrow Terminal 5 this week, marking the moment by announcing a new cocktail menu.

The new offering includes two British Airways themed cocktails, including the Barton, named after the first female British Airways pilot Lynne Barton, and the Lawford, remembering the first ever British Airways pilot in 1919.

Other changes across its lounges include 'surprise and delight' lounge access for select Bronze BA executive card holders and the introduction of Forty Winks sleep pods in the Concorde Rooms at JFK & Heathrow.

Saudi's the Choice

CHOICE Hotels is preparing to make a major foray into Saudi Arabia, revealing plans this week to open 10 properties in the country over the next 10 years.

The first three properties to open their doors will be Clarion Jeddah Airport, Comfort King Road Jeddah and Comfort Olaya Riyadh, all scheduled to open at the end of this year.

The bold expansion plans have been made possible through a master license agreement with Seera Hospitality, a travel company that has many projects in the pipeline in the country.

Saudi Arabia is making rapid strides to market itself as a major tourism hub of the future.

Bus events push

THE business events sector in Sydney has this morning called for a NSW Government plan to safely restart operations for fully vaccinated people.

The newly formed Sydney Business Events Coalition comprising leaders from BECA, EEAA and Business Sydney, noted that after 10 weeks in lockdown, and another four to go, the city is currently holding onto bookings from Oct to Dec, but needs certainty to be able to retain staff.

The group is asking for business events to be part of industries allowed to reopen to vaccinated customers in Oct, as well as clear identification of the vaccine passport process through a formal public health order.



Window Seat

TALK about some skyrocketing insurance premiums, it seems the emerging world of space exploration is starting to heat up, with news of the first travel insurance provider prepared to cover travellers in the event of accident or death.

UK-based insurer Battleface has announced new policy coverage for flights operated by Elon Musk's SpaceX, Jeff Bezos's Blue Origin, Richard Branson's Virgin Galactic, and high-tech balloon firm Space Perspective.

Travellers hopping aboard the flights to space can now cover themselves against misadventure which may result in death or injury.

"We regularly revisit our policies to ensure we are relevant to today's marketplace, and while space tourism is still in its infancy, several hundred space flights have been sold to 'civilians' and demand is growing," Battleface CEO Sasha Gainullin said.

We're just wondering if there's going to be an alien abduction clause in the contract?



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HURRY, OFFER ENDS 30 SEPTEMBER



Travel Daily

CORPORATE UPDATE

GBT & Cvent RFP initiative

AMERICAN Express Global Business Travel (GBT) has partnered with travel and technology provider Cvent to create a series of standardised “sourcing questions” for hotel Requests for Proposal (RFPs), with the aim of driving corporate responsibility in the business travel and meetings sector.

The initiative has been jointly developed to make the process of collecting and exchanging key information more efficient, particularly as corporate travel managers and suppliers enter the 2022 contracting season.

“Hotels will benefit from a reduction in the hours needed to respond to custom requests for related information,” the companies said, while the questions standardise and increase the availability of sustainability and diversity, equality & inclusion data shared by hospitality providers.

Other information sought includes details about carbon emissions and hotel/venue leadership demographics, giving the industry the opportunity

to “support broader corporate strategies around environmental sustainability and diversity along the entire supply chain”.

The list of 47 questions was developed in consultation with corporations, global hotel brands, TMCs and consultancies, with more than three months of discussions to discover what information stakeholders would find most helpful in addressing their goals.

The questions supplement the Corporate Social Responsibility module in the Global Business Travel Association 2013 RFP format, and are also supported in the Cvent Transient platform for use by corporate buyers.

Hotel suppliers answer the supplemental questions in a special section in their property profile within Cvent Transient, while hotel chains can also work with properties to collect information and import it into their respective profiles.

The updated questions were released to hoteliers in Jul, and will be available within Cvent from this month.

The September issue of *travelBulletin* is out now. Read about CATO's reforms, vax the way forward for travel, Hurtigruten heading to Africa and more!

travelBulletin [CLICK to read](#)



EnPerSo turns two!



IT'S probably not quite the sort of celebration they originally envisaged, but Dan Heathwood and Jess Richards (**pictured**) made the most of the second anniversary of their EnPerSo Business Travel operation this week anyway.

“While our timing may have

been laughable...the business we created was the opposite,” Richards wrote on LinkedIn.

“We set out to be the new generation of business travel - where customers could travel more sustainably; where our exclusive technology gave full transparency from booking to program management, and where traveller wellbeing was paramount,” she said.

“And we did it! But best of all, this is only just the beginning,” Richards added, thanking the company's customers, partners, suppliers and staff who “continue to make a positive impact through travel every day”.

FCM academic wins

FLIGHT Centre's FCM Travel Solutions has signed up Southern Cross University and Western Sydney University to its client roster, saying the move had increased its market share in the university space from 41% to 44%.

Jamison Warren, FCM Director of Global Sales and Strategic University Partnerships, said “we've been the trusted leader within the academic travel sector for nearly two decades now and our ability to deliver best-in-class services with a combination of human interaction and our technology play a big role in our dominant market share 19 years on from inception”.

FCM Travel GM Australia, Melissa Elf, said the group's dedicated academic approach helped provide support for FBT regulations, travel policy, duty of care and reporting requirements, catering for institutions with large and complex programs covering thousands of travellers.

LH caters to corp

LUFTHANSA has unveiled a new onboard catering offering for Business Class guests on short- and medium-haul flights.

Rolling out this month, the new concept called “Tasting HEIMAT” (taste of homeland) features cuisine inspired by the cities of Munich, Frankfurt, Hamburg, Berlin, Dusseldorf and Leipzig.

German classics will be complemented with interesting components, with the carrier and its catering partner Gategroup promising “high product quality and a strong focus on sustainability as well as balanced nutrition”.

On this episode:
It's reporting season!

[CLICK HERE](#)
to listen.

NEW EPISODE

Travel Daily
NEWS ON THE FLY

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?

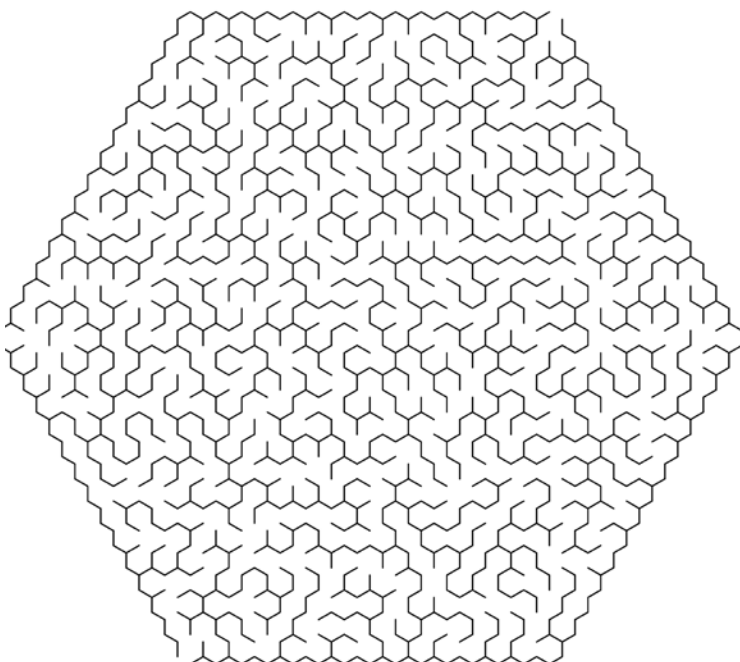
Intricately carved, this fountain is the most iconic in the city and

was built at the terminal point of the Acqua Vergine, one of the city's most important modern aqueducts.

Work began on the fountain in 1732 and was completed in 1762 and depicts the god of water.

A-maze-ing

CAN you find your way through this maze? Start at the top and finish at the bottom.



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Funnies Flashback



WE'VE trawled through the **TD** Window Seat archives to give you a blast from the past. Here's some gems from 08 Oct 2014:

SEAFOOD is usually served on the plane as a meal, not often being rounded up by the crew.

Over the weekend, a US Airways flight from New York LaGuardia to Charlotte due to depart at 6:59pm was delayed due to a shipment of live crabs breaking free of their enclosure in the aircraft's cargo hold.

While some of the tweets from passengers relating to the delays were hilarious enough, the official line from the airline regarding the delay was due to "some seafood cargo problems".

One tweet read "Have to catch crabs before we can board plane. Seriously", with another saying "sound of @USAirways gate agent killing dreams".

The crustaceans were rounded up fairly quickly and the plane landed in Charlotte around half an hour behind schedule.

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!

Answers 03 SEP
Icon under a microscope: Trevi Fountain, Rome, Italy
Celebrity faces: Eyes - Damian Borg, Norwegian Cruise Line, Nose - Audrey Hepburn, Mouth - Boris Johnson

Many more support #givetravelashot

TRAVEL Daily's #givetravelashot campaign continues to garner support, as the whole travel and tourism sector unites around the message promoting vaccinations as our only way forward through the COVID-19 industry stalemate. The promotion, alongside many others including AFTA's #gettravelready #betravelready, Tourism Australia's *It's Our Best Shot for Travel*, Flight Centre's *Path to Freedom*, CFVR Travel Group's *Vaccinate for Vacation* and New Zealand's #gotmyshot, aims to inspire the wider population to get a jab, with the rise of the Delta variant clearly showing the futility of a closed border mentality in the long term.

Today we wrap up our competition which encouraged the industry to add the hashtags to their social media posts, but that doesn't mean the momentum should be any less, so please keep on posting with the hashtags, inspiring your clients and looking forward to that magical moment when we can all travel again.

We're launching another competition on Mon, so keep your eyes peeled for that!

Pictured on this page are some of the latest posts, including our winner Charlie Trevena from Destination Webinars (**right**) whose uber-cute snap of her special vaccination supporter was just irresistible.



LEFT: Carolyn Ahearne from TravelManagers clearly demonstrating the stoic determination which has characterised so much of the industry over the last 12 months as she celebrates being fully vaccinated.

BELOW: @therealkuy straps on his mask as he heads off to support a call from the Vic Dept of Health for travel agents to help with the volume of calls on its coronavirus hotline.



#givetravelashot



ABOVE: Adventum Travel's Michelle Slack-Smith got her jab at Millthorpe Medical Centre near Orange, NSW.

ABOVE: Cara Wagstaff, Associate Publisher at Signature Media, took this great selfie as she got her first jab this week.



RIGHT: There have been plenty of comedic posts too, including this one from Helloworld Mentone, noting an update on its in-store bookshelf where "travel is now in the fantasy section and Sci-Fi is under Current Affairs".

LEFT: #givetravelashot has definitely gone international, with this wildly excited crew from Fiji-based Sachiki and Edward Soro from the Vou dance company - a heavily tourism dependent business - with their kids, showing how thrilled they are at the announcement that Fiji's borders will open from Nov.



Agents choose Travellers Choice



TRAVELLERS Choice today announced the expansion of its national network with new members in both Qld and Vic.

Brisbane-based Travel Masterpiece is the latest Qld addition, led by owner Julie Cleary, who said the last 12 months had given her the opportunity to "step back and look at my business holistically".

The review process saw her

decide that "Travellers Choice offers me product, technology and marketing support that is of real value, and will help reposition my business where I want it to be post-COVID".

The newest Travellers Choice member in Vic is Linda Foster (**pictured**) whose home-based TravLin Travel is located on the Mornington Peninsula.

Foster said she wanted to be part of a network that could deliver scalable support to independent agents.

"Time constraints could be an issue for me after the limitations of COVID have passed, however as a Travellers Choice member I now have the option of outsourcing key tasks, such as the management of my website and/or social media channels to the marketing team," she said.

Foster also hailed the TC One online booking platform, giving members a single interface allowing booking unrivalled rates at over 1.5 million properties and 200,000 attractions and activities.

EK's A380 boost

EMIRATES will receive three additional A380 aircraft from Airbus later this year.

All three jets will be fitted out with the carrier's Premium Economy cabin and signature features including private suites and shower spas in First class, onboard lounge, fully flat seats in Business class.

When they join the fleet, it will bring Emirates' total A380s to 118 by Nov, including six aircraft equipped with Premium Economy seats in a four-class configuration.

Did you know?

Travel & Cruise Weekly's fortnightly consumer magazine called *Keep Dreaming* is specially designed for agents to send their clients.



Iberia-Alaska deal

SPANISH carrier Iberia and fellow Oneworld member Alaska Airlines have filed an application with the US Department of Transportation which would see the IB code placed on almost 80 AS routes across North America.

The proposed partnership would initially cover 62 US domestic routes out of Los Angeles and San Francisco, along with 16 international services to ports in Costa Rica and Mexico.

Indigenous grants

ROUND three of the Aboriginal Tourism Grant program in the Northern Territory opened up yesterday, providing a total of \$200,000 in assistance for Aboriginal owned and operated tourism businesses for upgrades and new product development.

All projects must be completed by 01 Apr 2022 and applications must be submitted by 13 Oct.

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

TFE getting busy

THERE'S plenty of activity both close to home and far away for TFE Hotels, which has this week commenced construction on the Vibe Hotel Adelaide, while also confirming the Oct debut of the new Adina Hotel Munich.

The company said Vibe Hotel Adelaide will become the "flagship landmark hotel for the 'Paris end' of the city in the Flinders East precinct, with 123 guest rooms and Australia's first "suspended bridge" swimming pool which will allow guests to literally paddle their way between the hotel and the neighbouring ONE Apartments.

Meanwhile Adina Munich will be the city's highest hotel, occupying 16 floors of a mixed-use tower in the new Werksviertel-Mitte district which is undergoing a massive urban regeneration.

It will also offer bucolic views of sheep grazing on the grassy rooftops of nearby businesses!

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

APT has released a last minute Kimberley Cruise special, offering savings of up to \$5,000 per couple on three departures this month. The 09 Sep, 18 Sep and 27 Sep voyages are now priced at \$9,695 per person aboard the company's 99-passenger boutique expedition ship the *MS Caledonian Sky*. The deal includes a "companion fly free" offer for travellers from South Australia and Western Australia - 1800 278 278.

Cruise Traveller has released a new 2023 *Silver Explorer* Kimberley expedition cruise package, with bonus US\$200 on-board credit aboard two 17-night voyages between Darwin and Broome. The offer includes flights and pre-and post-cruise accommodation and is priced from \$17,900 per person for bookings made by 16 Nov - 1800 507 777.

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



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EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Associate Editors – Adam Bishop,

Myles Stedman

Contributors – Nicholas O'Donoghue,

Jenny Piper

info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Hoda Alzubaidi

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper

accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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