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## Today's issue of TD

Travel Daily today features six pages of news, a front cover wrap from Ponant plus full pages from:

- Abercrombie & Kent
- Northern Territory Tourism

## Ponant air bonus

PONANT is offering up to \$1,000 in flight credit and 25% off brochure fares on a range of special limited time deals for 2022 departures.

Offers apply to expedition voyages along Vietnam's coast, a Cairns cruise to Papua New Guinea and Guadalcanal, a Pacific Islands Discovery trip in partnership with National Geographic, a New Zealand coastal cruise and a Subantarctic voyage - see the **cover page**.

## Network shows durability

HELLOWORLD Travel Limited says its retail agency networks have shown "steadfast resilience" during the pandemic, with stores continuing to support their customers despite some multi-store agencies having consolidated and others moved to home-based or broker models.

The company's financial report for the 12 months to 30 Jun released today stated it was assisting agencies in returning to shopfront models and was also strategically supporting the opening of new franchise locations in underserved areas.

Helloworld's report also indicated its leisure wholesale division is expected to be driven strongly by its CruiseCo business, with strong summer cruise bookings anticipated from Sep and new year bookings expected from around Oct.

Air Tickets was also performing well, the report noted, with volumes recently meeting and exceeding pre-COVID levels, while technology investment in the division has helped propel the issuing of more than 10,000 tickets a day via the system.

Helloworld's Group TTV for the period was \$1.07 billion, an increase of 140% on the previous year, a result driven by a resurgent Australian market which bounced back by 157% to \$960.3 million.

The company also reported a \$90 million full year profit (TD

breaking news) after recording a \$175 million gain on the sale of its corporate operations to Corporate Travel Management (TD 15 Dec 2021), and is rewarding shareholders with a 10c per share dividend.

The \$100 million in cash received as part of the sale has seen Helloworld pay down all of its \$70 million in borrowings, meaning the company is now debt free, according to CEO Andrew Burnes.

"We have a strong balance sheet, with no borrowing, cash, reserves and substantial liquid assets," Burnes said.

HLO also noted the continuously changing environment that travellers face has shown the benefit that comes from travel agent knowledge and service, which cannot be matched through online booking engines.

## Tradewinds pause

TRADEWINDS Voyages, the UK cruise startup whose majestic sailing yacht *Golden Horizon* had been set to first visit Australia in 2021/22, has cancelled all forthcoming voyages.

The company has been hit by European sanctions imposed on its financier, a Russia-based bank, and has made the difficult decision to refund all deposits from its trust account while operations are restructured - more details in today's **Cruise Weekly**.

## NT agent training

TOURISM Northern Territory is inviting travel advisors to become experts in the destination, along with the opportunity to win one of three trips to the NT.

Registrations are now open for a live webinar to learn more about the iconic Uluru, taking place on 06 and 07 Sep - for more details see the **last page** of today's TD.

## A&K is recruiting

ABERCROMBIE & Kent (A&K) is continuing to significantly grow its local teams, and is today highlighting a number of roles which are available in both Australia and New Zealand.

Positions include roles in international sales and support, operations, cruise administration and inbound - see **page seven**.



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## Window Seat

**WHEN** flying, the turbulence is generally a result of conditions outside of the plane, but not so on a recent Air France flight flying from Geneva to Paris.

The flight saw the pilot and co-pilot become involved in a physical stoush shortly after take-off, resulting in the pair scuffling in the cockpit for several minutes before a crew member intervened.

While it is still unknown what caused the frightening fracas, an investigation found that a cabin crew member had to spend the remainder of the flight riding up front to ensure tension did not boil over again thousands of feet in the air.

News of the brawl emerged after France's air investigation agency, BEA, issued a report on Wed claiming some Air France pilots lacked rigour in respecting procedures during safety incidents - the report may well have a point.

## Oceania upgrades

**OCEANIA** Cruises has announced an Exclusive Upgrade Sale, alongside a special preview of applicable sailings ahead of the official sale period.

The deal offers an upgrade of up to four stateroom categories at no additional cost.

Oceania is also offering trade partners the chance to earn a \$150 gift card, plus double reward points for bookings on all sailings made between 31 Aug & 21 Sep - call 1300 355 200.

## Anywhere Travel joins CT

**LONG-TIME** Helloworld for Business member Anywhere Travel has announced it will switch to the CT Partners network effective from 01 Sep.

Founded in 1982 by Barbara Whitten and the late Ruth Weinstock, Anywhere Travel has now been trading for 40 years with strong clientele in the academic, corporate, leisure and business events sectors.

The agency is a long-standing and high profile member of Helloworld Business Travel, with the Helloworld website currently still boasting that "with a team of 27 staff Anywhere Travel is one of the largest independent travel agents in Australia".

The agency said it had made the decision to join CT Partners "due to the alignment of values and the calibre of CT Partners' membership".

GM Nik Young said "after two years of the pandemic we needed a partner we could rely on for support and strength in the current travel landscape".

"We chose to sign with CT Partners because we recognised the value in joining a like-minded membership base and saw the growth potential for our business by drawing on their expertise across both the corporate and leisure travel components of Anywhere Travel," Young added.

CT Partners CEO Matt Masson said "we're incredibly proud that established businesses such as Anywhere Travel recognise the opportunities of our unique and fully transparent model".

"As a not-for-profit business, our objective is to grow our members' businesses, rather than

our own," he said, adding, "the key point of difference is that we don't have to worry about the impact of decision making on the share price or dividends".

Masson said CT Partners' purpose was simply to ensure its members thrive and exceed in their individual business goals "through tapping into our market leading buying power and industry leading expertise".

Each member of the group is an equal shareholder, with an equal say in the future direction of the CT Partners network, he noted.

The group has now added about a dozen new agencies to its ranks over the last 12 months or so.

## Scenic's new leaders

**SCENIC** Group has announced new additions to its leadership team, including Claudius Docekal, who has come on board as Vice President of Product - Ocean.

Additionally, Elisabeth Sadler has been promoted to Vice President of Product - Rivers, after joining the group in 2014 as part of the Emerald Cruises start-up team.

## Travel Daily on location aboard Norwegian Prima

Today's issue of TD is coming to you courtesy of Norwegian Cruise Line, which is undertaking the christening voyage of its new *Norwegian Prima* in the North Atlantic.

**LAST** night saw the world premier of *Norwegian Prima's* highly anticipated show, the onboard version of the Tony Award-winning *Summer: the Donna Summer Musical*.

Showcasing more than 20 of the disco queen's mega hits, the performance took place in the Prima Theatre, an incredible high-tech space with facilities to rival those on Broadway.

At the end of the show the venue seamlessly converts into a full disco with an expansive dance floor, including an amazing moving LED screen which lowers from the ceiling.

The theatre also features a unique four-level moving chandelier, expansive lighting effects and an awesomely powerful sound system.

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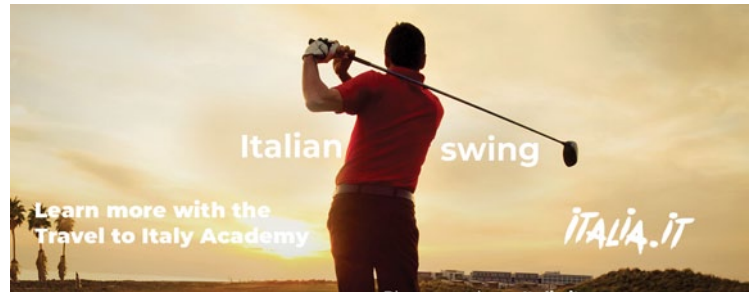


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## FCTG looking to acquire

**FLIGHT** Centre Travel Group this morning issued a formal statement in relation to speculation in *The Australian* that it is “considering the potential acquisition of a corporate travel business in the US”.

The report suggested Flight Centre is “understood to be considering an acquisition of Altour International”, a US-based travel agency which is currently part of the Internova Travel Group and pre-pandemic had an annual TTV of US\$3 billion.

“It is believed to have been on the market and sources close to Flight Centre say that the iconic Australian company has been taking a look at the business to consider a possible acquisition,” *The Australian* story added.

Flight Centre’s response noted that while it is company policy not to respond to media speculation, it “has had, and continues to have, various

discussions with a number of parties regarding strategic opportunities”.

“This intention to consider acquisition opportunities to complement organic growth was outlined in FLT’s recent result announcements,” the firm added.

Private equity firm Certares is a major stakeholder in Altour, which has 53 offices and more than 1,300 travel professionals on its team.

### Harris promoted

**FLIGHT** Centre Travel Group has appointed Cameron Harris to the newly created role of Global Leader Flight Centre Business Travel and Specialist Brands.

Harris has worked at FCTG since 2006, most recently as National General Manager for nearly five years, and prior to that, as National Head of Sales and Account Management.

## Club Med incentive

**CLUB** Med is giving Australian travel agents the chance to score a holiday for two when they book stays at the brand’s Exclusive Collection portfolio.

Up for grabs is a seven-night stay for two adults at an Exclusive Collection resort, which will go to the top-selling travel advisor with the highest value of Exclusive Collection bookings, including air packages, made between now and 30 Nov.

The winning agent will have until 30 Apr 2023 to stay at their choice of one of the selected properties, such as Kani Exclusive Collection Space, The Maldives and Cancun Exclusive Collection Space, Mexico.

Agents are able to sharpen their product knowledge in preparation for the comp by logging onto the travel agent portal **HERE**, where they can access product tools or book a session with a BDMs.

The winner of the incentive will be announced on 01 Dec.

## FC tech adds airline

**FLIGHT** Centre’s TPConnects has become the first travel technology specialist to partner with a major international airline, after teaming up with Oman Air (WY) to provide IATA Pay services in India using the NDC Platform.

The IATA pay service enables sales agents in India to use a new payment option to buy tickets, ancillary products through the airline’s NDC channel.

## Carnival appoints


**CARNIVAL** Australia has appointed Kathryn Robertson as its new Chief Commercial Officer.

She arrives from Air New Zealand where she was Group General Manager of Sales with wide leadership responsibilities for enhancing revenue, profit, operating efficiency and achieving growth targets.

Robertson will start her role from Nov and be charged with heading up commercial strategy.

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## NSW drives regional

**THE** New South Wales Government's Feel New Co-operative Marketing Program will see \$3 million poured into a host of new campaigns to attract visitors to regional areas.

The funding will assist 26 program partners across 28 local government areas and four border regions with bespoke marketing support aligned to the state government's Feel New tourism brand.

The program consists of two streams of funding: \$1.05 million in total for marketing support The Murray, Sapphire Coast, the Tweed and Broken Hill, and \$2 million for "high impact" campaigns for 26 local government areas.

NSW Minister for Tourism Ben Franklin said the campaigns will enhance awareness and drive bookings, proving "instrumental in driving long-term social & economic benefits for the people of NSW".

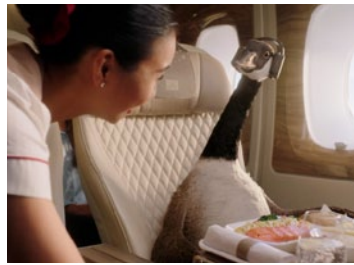
## EK flies with Gerry

**GERRY** the Goose is the latest celebrity to join Emirates' star-studded line-up of ambassadors for the airline's new global ad campaign, set to run from Sep.

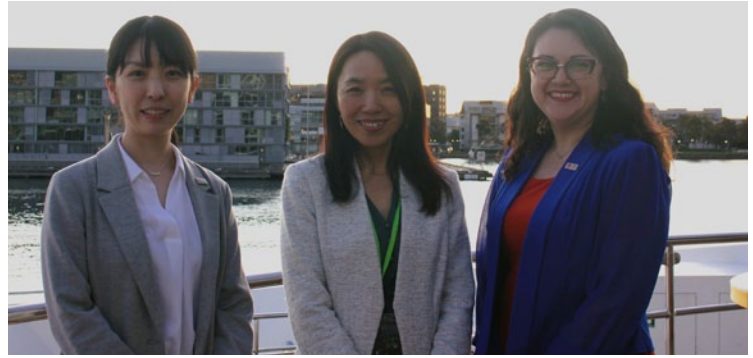
The video, which you can watch **HERE**, follows Gerry aboard an Emirates Premium Economy cabin, and invites customers to "take a gander" at the airline's benefits and services.

"In terms of the qualities and profile we look for in our brand ambassadors - we are spreading our wings," said SVP of Marketing & Brand, Richard Billington.

"Gerry is a savvy traveller who knows what he wants and where he wants to go," he added.



## JNTO hits the road in Syd & Mel



**JAPAN** National Tourism Organization (JNTO) conducted its annual Japan Roadshow following a three-year hiatus, starting in Melbourne last Mon, followed by Sydney on the Wed.

More than 100 travel agents and buyers attended the events at Melbourne's State Library Victoria and on the Sydney harbour aboard luxury superyacht, *The Jackson*.

There were around two dozen representatives from Japanese hotels, resorts, attractions and inbound tour operators showcasing their products at the two events.

Attendees at the Sydney event heard an update from Kiya Masahiko, Consul-General of Japan in Sydney, on the country's entry requirements and hinted that "other changes" to Japan's border entry measures would be "promptly announced".

Yoko Tanaka, Executive Director of JNTO Sydney, enthused that "being able to personally reconnect with our valued industry partners was a real delight, and we thank them for their ongoing support of JNTO".

Tanaka highlighted Australia's "phenomenal response" to Japan's gradual reopening, adding "there is a strong appetite for education about Japanese travel products within the travel trade and we intend to...drive as much awareness as we can".

Prior to the pandemic, Japan had become the seventh most popular international destination for Australians, with ABS figures showing a 13% increase in Australians travelling to Japan in 2019 compared to 2018.

**Pictured:** Maho Iwasaki, Yoko Tanaka, and Sally Miles from JNTO Sydney.



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Travel Daily



## Angela putts her stuff...



**NORWEGIAN** Cruise Line's (NCL) Angela Middleton showed how it was done overnight as she played her way around the mini-golf course available to guests aboard NCL's newly christened *Norwegian Prima* vessel.

The high-tech putt-putt activity has nine holes complete with wacky activities and action along the way, including interactive puzzles and games which are automatically linked to each player's individual profile.

On the all-important final hole, a tricky challenge comes with a big opportunity, as guests press

a giant button to spin the wheels on a novelty poker machine which brings up the prize they can win if they get a hole-in-one - ranging from a free game right through to a seven-night cruise.

There were no ifs, putts or maybes as Middleton lined up her shot with companions Josh Gordon from Helloworld, Gareth Evison from Imagine Cruising & RAA Travel's Gina Norman.

## TA scores some runs

**TOURISM** Australia has partnered with Indian sports tour agency DreamSetGo for greater access to Indian travellers, one of the fastest-growing international inbound markets Down Under.

DreamSetGo has become the official travel agent of this year's ICC Men's T20 World Cup Australia, and the official tour operator of next year's Australian Open through partnerships with both events.

## Japan solo soon?

**DESPITE** local Japanese media reports citing a potential restoration of solo travel to the country "soon", sources close to the matter have indicated that no such move has been confirmed, with a decision expected in the next few weeks or months.

## Subaru ploughs on

**SUBARU** is expanding its partnerships in the Australian snowfields to include Falls Creek and Mt. Hotham.

The automobile manufacturer has become the official vehicle sponsor for two of Victoria's largest snowfields, in addition to its long-term Perisher relationship.

"We're absolutely thrilled to expand our long-standing relationship with Australian snowfields and expose the Subaru brand to tens of thousands of Aussies hitting the slopes each snow season," Subaru's local Marketing Director Amanda Leaney said.

## Discovering Tassie

**TOURISM** Tasmania has unveiled a new spring marketing campaign which shines a spotlight on road trips and agritourism on offer in the state, and will run from now until mid-Oct.

The campaign will showcase the country's diverse regional tourism experiences through the recently relaunched Discover Tasmania website, targeting Queensland, NSW and Victorian travellers via a range of digital media channels.

Part of the visitor campaign also sees Tourism Tasmania team up with Qantas, offering travellers flight and accommodation holiday packages to the Apple Isle from 15 Sep through to 12 Oct.



## Win an eco luxury stay.

Elysian Retreat, Long Island Whitsundays is giving one Travel Daily reader the opportunity to experience first-hand their eco luxury resort with a 3 nights stay for two adults. Included with this amazing prize is return helicopter transfers, three gourmet meals daily, complimentary hot & cold drinks, unlimited use of all water sports equipment plus lots more.

Winner will need to make their own way to Hamilton Island. Full list of inclusions here with the terms and conditions.

To enter please tell us in 25 words or less what makes Elysian Retreat the ideal holiday experience?

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## MONEY

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

**AU\$1 = US\$0.690**

THE AUD/USD has regained the 69 US cents mark after a six-week low last week that saw it drop to 68.4 US cents - a decline that was spurred on by a 3% fall across US equities.

While the Aussie dollar outlook remains relatively bleak, Australian retail sales performed better than expected for the month of Jul, increasing by 1.3% - a result helped by rising tourism and returning residents.

Wholesale rates this morning.

US	\$0.690
UK	£0.590
NZ	\$1.122
Euro	€0.690
Japan	¥95.77
Thailand	฿25.09
China	¥4.769
South Africa	11.63
Canada	\$0.898
Crude oil	US\$93.06

## Great minds Link on Prima



THREE leaders from Australian invitation-only membership group, Link Travel Group, have come together on board the *Norwegian Prima* to celebrate the launch of the new ship in Iceland, and to brainstorm about the strategic direction of their businesses and the group.

"While no doubt they are all having a great time on *Prima*,

I can't wait to hear about the great ideas that have come from these three sharp minds getting together to discuss the state of the industry and Link Travel Group," Link Travel Group General Manager Scott Darlow said.

"Collaboration is important to Link and opportunities to get business leaders together are priceless," he added.

Pictured aboard *Norwegian Prima* are Link Director & Founder and Spencer Travel Group MD Penny Spencer, Goldman Group Director Lisa Borowick and Platinum Travel Group Director Sarah Szubanski.

## LAX versus drones

THE US Transportation Security Administration has started testing drone detection, tracking and ID technology around Los Angeles International Airport.

Since 2021, around 90 drones have been visually detected around the airport, which has been declared a 'No Drone Zone', with penalties exceeding \$30,000.

## Travel Daily On Board: Norwegian Prima

### The Atrium

Spread over three decks, the glass-walled Atrium on *Norwegian Prima* is a light and spacious area for guests to relax. With a Starbucks on level seven for those wanting a 'real' coffee, and a bar on level eight, there are lots of spaces to chill out. Small tables, comfy seats and nooks to sit and chat with friends complement quieter spots to read a book and watch the views from the gigantic picture windows, with stylish staircases making it easy to stroll between the different levels.



## Akasa breached

NEW Indian low-cost airline Akasa Air has issued an apology to its customers after the carrier suffered a data breach.

The violation exposed the data of a portion of its customers.

## Travel Daily Events COMING EVENTS

TD Events is the new way to showcase your product or service to the travel industry.

Livn Group - details coming soon

Missed an event? Don't worry, you can catch up at any time.

## RECENT EVENTS

Amadeus - the latest travel technology trends with Kaylene Shuttlewood and Lance Batty - [CLICK HERE](#) to view.

Switzerland Tourism "Winter Magic Tour" with Livio Goetz and Lisa Maroun - [CLICK HERE](#).

"The Tide Turns for Cruise" with CLIA MD Joel Katz and Jill Abel from the Australian Cruise Association - [CLICK HERE](#).

Norwegian Cruise Line "The Great Cruise Comeback" - [CLICK HERE](#).

Quark Expeditions showcase of *Ultramarine* - [CLICK HERE](#).

AFTA CEO Dean Long Executive Interview - [CLICK HERE](#).

Entire Travel Group with Brad McDonnell and Greg McCallum - [CLICK HERE](#).

To organise an event for your company, enquire at [traveldaily.com.au/events](http://traveldaily.com.au/events)



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