Travel Daily First with the news





Regent boosts team

has strengthened its Australasian

presence, with the recruitment of

four new hires locally as well as

the return of Wendy Barron (nee

Collins) as BDM for New Zealand.

The Australian recruits include

former Crystal, Silversea and

Uniworld staffer Scott Graham

as Regent's new BDM for NSW,

ACT, Qld and NT; Christine Yatridis

(ex Wendy Wu Tours) as BDM for

Vic/Tas/SA/WA; Lauren Bevan

as Sales Coordinator Australia

and NZ; and Suzette Yu as BDM

Executive Support for Australia

They're led by Gillian Seller,

with Regent Seven Seas Cruises

VP Australia and NZ, Lisa Pile,

saying "by adding more sales

the support we offer to our

network of travel advisors".

Expedia IHG deal

IHG Hotels and Resorts has

announced that Expedia Group

is now a preferred redistributor

of its wholesale rates, under the

Expedia Optimised Distribution

connects hotels to B2B partners

the move would save costs and

give better control over channel

mix to lift value for hotel owners.

including third-party travel

The Expedia wholesale platform

providers as well as tour operators and travel agents, with IHG saying

Preferred program.

professionals on the ground in

Australia and NZ we're enhancing

Director of Sales Australia and NZ,

and New Zealand.

REGENT Seven Seas Cruises

Tuesday 1st March 2022

Today's issue of *TD*

Travel Daily today features seven pages of news, plus a full page from Entire Travel Group.

Kiwi iso scrapped

INCREASING pressure on the New Zealand Government has seen PM Jacinda Ardern yesterday announce that Kiwis returning from Australia will no longer need to isolate on arrival.

While unvaccinated travellers will still need to enter the unwieldy MIQ hotel quarantine program, New Zealanders who are fully vaccinated will now be able to enter freely from midnight tomorrow night.

In addition Kiwis and other eligible travellers from the rest of the world will now be able to enter from this Fri 05 Mar, brought forward from the previously announced 14 Mar reopening to returnees.

There's still no certainty about the reopening of New Zealand to international tourism, with Ardern previously indicating restrictions could ease in Oct.

Ministers told of travel crisis

FEDERAL Finance Minister Simon Birmingham and Tourism Minister Dan Tehan have been confronted directly with the stark reality of the travel industry's ongoing plight, in a roundtable discussion engaging directly with a group of travel agents and tour operators in Adelaide yesterday.

The event was convened by News Corp's Adelaide Advertiser, with industry participants including Holidays of Australia chief Ben Mead, Ryan Thomas from Ignite Travel, Phil Hoffmann of Phil Hoffmann Travel, Bunnik Tours MD and CATO Chair Dennis Bunnik, Luxury Escapes chief Adam Schwab and Belle Goldie from itravel Penrith.

The Ministers were told of the massive contraction in industry businesses, with Hoffmann detailing a 92% revenue decline, while Bunnik Tours was down 97% and lost half its staff.

Key issues highlighted included the ongoing lack of consumer confidence due to border uncertainty, and the extensive lag in revenue between booking and payment which means industry recovery will take some time even if borders remain open.

"Let's just say Birmo and Tehan were told in no uncertain terms that we need help NOW," Bunnik said, adding that he took great pleasure in "calling BS" on claims by officials that \$20 billion in support had been provided.

The ongoing cruise ban was also raised, generating plenty of buckpassing from Tehan who backed the resumption of cruising but blamed the states for delays.

"We are eager to get cruising moving, but the states have to say it clearly and publicly as ships need ports, and the states control the ports," the Minister insisted.

Following the 90-minute session, Tehan and Birmingham will take the industry's concerns to PM Scott Morrison and cabinet, with the *Advertiser* reporting the Ministers "stressing the need to let the world know Australia is open for business".

More from the gathering on **p5**.

Don't miss this!

REGISTRATIONS are still open for this week's Entire Travel Group "Executive Interview" which will see **TD** Publisher Bruce Piper and The Travel Community Hub's Richard Taylor speak exclusively with Entire Travel Group's Brad McDonnell and Greg McCallum about how COVID-19 has seen them transform their business. Sign up free by **CLICKING HERE**.

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Travel Daily e info@traveldaily.com.au



Tuesday 1st March 2022

Learn more about Finnair

EXCLUSIVE

FINNAIR has debuted new travel agent education modules on *Travel Daily's* Training Academy as the Nordic carrier prepares to increase frequencies across its network.

Topics covered include the advantages of its modern fleet, sustainability policies, and features of its Business and Economy class lounges.

Learnings will also delve into details about Finnair's partners and routes, as well as fare types, its Helsinki hub, and round-theworld tickets.

Speaking to **Travel Daily** about the launch, the carrier's Country Manager for Australia & New Zealand Arnaud Michelin said the new training resources would form an invaluable role in communicating its brand proposition to the Aussie trade.

"This training platform has been developed with agents in mind, so that the selling process to their demanding clients is easier," Michelin said.

LEARN & WIN

a stay courtesy of

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Click here to register

RAILONU

"It has been conceived to give agents all the essential



information about Finnair, applicable for the Australian market.

"It also has a Nordic feel, and for those who are not familiar with Finnair already, it is a great way to get introduced to the airline."

The free course is also providing the chance to score a Finnairbranded reusable coffee cup

(**pictured**) by completing a quiz. Finnair, whose contact centre is open seven days a week, has been operating flights for close to 100 years and has had a physical presence in the Australian market since the early 2000s.

The carrier enthuses it can fly to 19 cities in Asia quicker than you can say "one blueberry juice, please" - training details **HERE**.

to

♠♠



A flavour of what's to come



THE Japan National Tourism Organization (JNTO) recently welcomed wholesalers, suppliers and industry partners to a special Japan networking lunch at Saké Restaurant & Bar in The Rocks.

The gathering was an opportunity for attendees to learn more about what travel products Japan has to offer the local market, and chat about the plans being made in preparation for the country's borders opening up to travellers soon.

"JNTO was thrilled to engage and reconnect with some of our valued travel industry trade partners in person, as we continue to equip and inspire the Australian travel trade to sell Japan, once int'l travel resumes to Japan," JNTO's Sydney Executive Director Yoko Tanaka said.

Guests were also treated to a menu of contemporary Japanese cuisine, as well as a stirring cultural taiko drumming performance from Wadaiko Rindo Sydney, while special addresses were also delivered by Consul-General of Japan in Sydney Kiya Masahiko and JNTO Business Development & Marketing Senior Assistant Manager Sally Miles.

Pictured: Wadaiko Rindo Sydney performers with Maho Iwasaki, Director at JNTO Sydney Kiya Masahiko, Consul-General of Japan in Sydney; Sally Miles, a Wadaiko Rindo Sydney performer and Business Development & Marketing Senior Assistant Manager at JNTO Sydney and Yoko Tanaka, Executive Director at JNTO Sydney.

Agent self-famil fares

SINGAPORE Airlines is offering Australian-based travel agents and one companion access to exclusive special, "Self-Famil Fares" until 15 Mar.

The deal is providing 50% discounts on flights from seven Australian airports (SYD, MEL, BNE, ADL, PER, DRW & CNS) to 46 destinations in its network.

To access the offer, agents need to enrol themselves and their companion in the carrier's KrisFlyer **HERE**, and register for the Self-Famil Registration Form on AGENT360 **HERE**.



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Bamboo shoots to SYD

THE next time you find yourself travelling in China, beware that the social media rules have been tightened recently to clamp down on what the regime calls "indecent behaviour".

Such indiscretions on WeChat livestreams now include the crime of nose picking, spanking games, and putting underwear over one's head (who's posting this on socials anyway?).

Other violations to avoid are deliberately showing off your tattoos, focusing the camera lens on the chest or buttocks area, and for women specifically, they are no longer allowed to broadcast while wearing a bath towel.

If any Aussie travellers were busting to do any of the above, perhaps a trip to the shrink is in order first before you take off. **BAMBOO** Airways will begin operating twice-weekly services between Sydney and Ho Chi Minh City from 30 Mar, with the CEO of the Vietnamese carrier crediting the NSW Government's Aviation Attraction Fund for making the route a viable proposition.

"With the valuable support of the NSW Government and Australia's busiest airport, we are committed to making the new regular nonstop Sydney to Ho Chi Minh City service a great success and look forward to further developing our partnership," Dang Tat Thang said.

Bamboo operates a combination of narrow- and wide-body aircraft and flies from hubs in both Ho Chi Minh & the capital Hanoi, with the news following an introduction of twice-weekly Ho Chi Minh City to Melbourne flights last month (*TD* 27 Jan).

NSW Minister for Tourism Stuart Ayres said Vietnam represented a very lucrative market for the NSW economy, suggesting Bamboo's flight plans would leverage the state's high percentage of Vietnamese-born residents.

"NSW is a popular destination for international students, working holidaymakers and recreational travellers from Vietnam and this twice-weekly service to Sydney will provide a significant boost for both the consumer and business sectors," the Minister said.

"Supporting the return of airlines to them through the Aviation Attraction Fund is key to our recovery roadmap and achieving our goal of making NSW the premier visitor economy of the Asia Pacific," he added.

Bamboo flagged frequencies would rise to four by the end of 2022 and will be operated by 787-9 Dreamliners configured with 26 Business, 21 Premium Economy & 247 Economy class seats.

Lake Eyre safari

AUSTRALIAN Air Safaris has introduced a new two-day trip to Lake Eyre in South Australia.

Travel & Cruise

Weekly

The package includes an overnight stay at the remote William Creek in comfortable, air-conditioned ensuite room, and scenic flights over Anna Creek Painted Hills and historic Muloorina Station located near Lake Eyre.

For more details, CLICK HERE.

IHG gets Appi

INTERCONTINENTAL Hotels & Resort (IHG) has announced the opening of ANA InterContinental Appi Kogen Resort in Japan.

The property, the largest-scale ski resort in Japan's northeastern Tohoku region and accessible in just over two hours from Tokyo, features 38 rooms, the Shiratsuyu restaurant offering local and French cuisine, a bar on the third floor, and two traditional Onsen Japanese baths.





Tuesday 1st March 2022

New leader for Amadeus

KAYLENE Shuttlewood has today commenced a new role heading up the Australian operations of Amadeus, taking over from Justin Montgomery who has stepped down after leading the business since 2016.

Shuttlewood's most recent role was as Regional MD for Travel Counsellors in Australia, heading up the home-based agency network locally prior to its closure and asset sale to Express Travel Group (TD 11 Dec 2020).

Her leadership experience in the travel technology space

AS, AA codeshares

ALASKA Airlines is expanding its codeshare pact with American Airlines to more European routes, with the AS code to be placed on American's non-stop transatlantic flights to London Heathrow from both Seattle and Los Angeles, effective from 27 Mar.

also includes a four-year stint as MD - Pacific for Travelport, while Shuttlewood has also held a range of roles within Helloworld and its predecessors including Jetset Travelworld Group, Stella Travel Services and Concorde.

Montgomery said he was finishing up to "move onto a new chapter," adding "it has been great working with engaged, smart and tech-savvy customers and colleagues across the Pacific and globe over these six years".

Ponant promotion

JULIE Rogers has been promoted to Director of Sales Asia Pacific for Ponant and Paul Gauguin Cruises.

Rogers has been in various sales roles with Ponant since 2015, with her expanded responsibilities now covering India and Southeast Asia along with Australia and New Zealand.



New Eco forum

ECOTOURISM Australia has announced its inaugural ECO Think Destination Forum which will take place in Coffs Harbour. NSW from 22-25 Mar this year.

Supported by WWF Australia and Destination North Coast NSW, the event is the organisation's first major gathering focused solely on destinations, building on its growing work with councils and regions across the country via the ECO Destination Certification program - for info CLICK HERE.

Crown's laundry list

CROWN Resorts this morning confirmed its properties in Melbourne and Perth have been served with a statement of claim from AUSTRAC commencing civil penalty proceedings alleging contraventions of obligations under the Anti-Money Laundering and Counter-Terrorism Financing Act (2006), with Crown currently reviewing the claim.

Celebrity Rewards

with the Travel Daily Training Academy CLICK HERE

CELEBRITY Cruises this morning unveiled a new travel agent loyalty program, offering advisors the opportunity to earn points on all deposited bookings.

Dubbed Celebrity Rewards, the initiative confirms the line's dedication to trade distribution, according to APAC MD Tim Jones.

"The travel agent community is essential to our success - to the entire industry's success - and Celebrity Rewards is an opportunity to show our immense appreciation for their continual support and loyalty.

"We're dedicated to rebuilding the Australian and New Zealand cruise industry alongside our travel agents, providing the team, the tools and the solutions to support along the way," he said.

Points are redeemable for a reloadable Mastercard or e-gift cards from retailers such as Netflix, Myer and Ticketmaster thecelebritycommitment.com.au.



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Tuesday 1st March 2022

Lining up Ministerial support



YESTERDAY'S Travel Industry Roundtable in Adelaide (see page 1) saw some key players in the sector given the opportunity to plead the industry's case directly to Finance Minister Simon Birmingham and Tourism Minister Dan Tehan (pictured at right).

Convened by News Corp Australia and held at the Adelaide Advertiser's Sir Keith Murdoch House in the CBD, the gathering provided the opportunity to outline the current desperate position of the industry after almost two years of restrictions.

Participants included Phil Hoffmann from Phil Hoffmann Travel, who highlighted the unique circumstances of Australia's outbound travel sector.

"On top of the international travel ban, the suspension of cruise and the stop-start domestic border situation, we are effectively entering our fourth year of significant business impact," he told the Ministers.

"We had to refund almost half our revenue in 2019 for travel that couldn't be undertaken in 2020....we have had a hard lockdown of 700+ davs as a result of Australians not being able to travel internationally, further aggravated by the various domestic border closures." As well as urging the lifting of

the cruise ban to give operators



some certainty about planning for a restart, the group also urged further support for businesses and respectfully requested the immediate release of the \$66 million in funds which remain from the first two rounds of the COVID-19 Consumer Travel Support Program (CTSP).

"Our clients need our skills and support more than ever," Hoffman said, adding that while the money provided through the CTSP was welcome, "unfortunately [it] was not as aligned as it should have been to the operating costs and structures of the larger travel agencies and those with multi-outlets".

Attendees pictured above included: Adam Schwab, Luxury Escapes; Ben Mead from Holidays of Australia; itravel Penrith's Belle Goldie; Phil Hoffmann Travel founder Phil Hoffmann; Finance Minister Simon Birmingham; Tourism Minister Dan Tehan; Ryan Thomas from Ignite Holidays; and Dennis Bunnik of Bunnik Tours.

AFTA UPDATE

from Dean Long, CEO



continued to see an increase in activity for people seeking to travel and with our listed

travel companies delivering improving performance, we are hopeful that this is a positive sign for the second half of the year.

While positive, we continue to see the high use of credits and most significantly the conflict now occurring in Ukraine will have impacts on the global economy.

While these pressures from global events and the continued management of credits from the last two years will dominate your offices this week, AFTA will continue to lead the sector's drive for support from Government.

Yesterday, AFTA life member Phil Hoffmann, and Helloworld's Cinzia Burnes spoke directly to the Finance Minister Simon Birmingham (and ex tourism

VA's jab winner

VIRGIN Australia this morning announced the winner of its VA-X & WIN competition (TD 23 Jun 2021), with Ian Marchant from Tasmania taking home one million Velocity loyalty points. The initiative aimed to

encourage Australians to get a COVID-19 vaccination, with more than 400,000 people entering once they were double-jabbed.

The win means Marchant now has enough points to fly around the world six times.

Intrepid for ladies

INTREPID Travel has relaunched its popular Women's Expeditions tour range, which has been on hiatus during the pandemic.

The reimagined program includes trips in India, Iran, Morocco and Peru, with each Women's Expedition guided by local female tour leaders.

The offering was created to "break the barriers of traditional tourism," offering a deeper understanding of female culture in more conservative destinations not feasible in mixed gender settings - intrepidtravel.com.

Minister) and the current Tourism Minister Dan Tehan in Adelaide.

AFTA is planning a series of round tables including in partnership with News Corp as we enter the election period.

The sector's message will be clear and simple - It's an absolute no-brainer that the funds already approved by the Federal Government to support our members as part of the \$258 million funding of the COVID-19 **Consumer Travel Support** Program be released to those small, medium and multi-unit travel businesses for whom this support was intended.

Our ongoing unified voice and effort is essential as AFTA has secured meetings for our members Fiona Phillips, Gladys Liu, Warren Entsch, Anne Stanley, Kate Thwaites, Peta Murphy and Angie Bell.

In these meetings we discuss AFTA's pre-Budget submission detailing the areas of Government investment to secure our survival and support our full recovery.

Indian Pacific returns to tracks

JOURNEY Beyond has today confirmed that with restrictions on entry into Western Australia easing this month, its iconic Indian Pacific will once again take guests from Adelaide to Perth starting from Thu 10 Mar.

A special deal for trade partners is offering 50% off a limited inventory of Platinum and Gold Bookings for the first departure.

The Indian Pacific will make its first full return journey on Sun 13 Mar, leaving Perth for Sydney, with Journey Beyond Chief Revenue Officer Peter Egglestone saying it was a key milestone for the business to once again be able to operate the transcontinental rail journey.

"The Indian Pacific is an epic adventure, crossing three state borders and three timezones, which makes it a remarkable journey, but also one that has been heavily impacted by state border restrictions," he said.

The 50% off deal aims to share the excitement of the relaunch with trade partners, who can find out more by CLICKING HERE.



Border changes

TAIWAN has announced Aussie travellers must soon take a COVID-19 (PCR) test immediately after disembarking the aircraft on arrival and wait for a negative result before proceeding.

The changes take effect 07 Mar, with business travellers also allowed to enter Taiwan from that date with an approved entry permit or visa.

MEANWHILE Iceland has decided to lift all COVID-19 travel restrictions, reverting to standard pre-pandemic entry rules.

Thai insurance deal

FREE COVID-19 insurance is being offered to Australian passport holders when they book a Thai Airways international flight before 30 Apr.

The offer, run in partnership with Tourism Authority of Thailand Sydney, covers COVID-19-related illnesses during stays in Thailand for up to 30 days.

Tuesday 1st March 2022 Qatar + Caribbean

CARIBBEAN Airlines and

Qatar Airways are exploring a "deepening" of their relationship. QR does not fly to Port of Spain, one of Caribbean's hubs, with industry analysts presuming an air services agreement between the two could pave the way for Qatar to launch a DOH-POS route.

Catch a \$1m fish

IT'S time to catch Australia's most wanted - fish, that is.

A cash reward of \$1 million is being offered to anglers in Season 7 of the annual Million Dollar Fish competition.

At-large in NT waters, the slippery suspect was last seen in Darwin Harbour with a red tag.

Those who want to join the hunt need to register their details before hitting the water in order to claim their cash reward if they catch the tagged fish.

Registrations close at the end of the month - **CLICK HERE**.



THE founder of Destination Webinars has found a productive way to put one foot in front of the other during a challenging business environment - simply do just that in real life.

Charlie Trevena ran 50km in the inaugural Ultra Perth on the weekend (**pictured**), a feat she believes runs hand-in-hand with her business objectives.

"There's nothing more satisfying than setting a goal, making a plan (tweaking it based on the conditions) and making it happen," she stated, adding that people should share their goals and "say them out loud".

Explora first season

NEW luxury MSC Group Explora Journeys has unveiled its first year of sailings aboard its debut vessel *Explora I*.

The brand will debut with its first of four ships in May 2023, with *Explora I* featuring an Inaugural Journeys Collection covering the Mediterranean, Northern Europe, the United Kingdom, Iceland, Greenland, Canada, the east coast of the United States, the Caribbean, South America and Hawaii.

Sailings range from six to 44 nights - **CLICK HERE** for more.

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> Applications close 11 March 2022

Charlie's never run off her feet



Read about 5 key issues facing travel businesses, the industry says enough is enough, Journey Beyond on a new track and more in the February issue of *travelBulletin*.

CLICK

to read

travelBulletin



Marvel's next chapter

A MAJOR redevelopment of Melbourne's Marvel Stadium will provide a key boost to the Docklands harbour development, the Victorian State Govt hopes.

A \$225 million investment will see the development of Town Square - a new plaza on the southern side of the stadium, which will provide a year-round, all-weather space that will host major community events.

"These upgrades will provide a vibrant hub for the Docklands community and will attract more visitors to Melbourne's waterfront," the Vic govt said.

MONEY

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

AU\$1 = US\$0.724

THE Australian dollar has rebounded, climbing from lows following yesterday's heavy selloff, but sentiment is still largely negative.

Global financial markets dived sharply yesterday after a stepup in sanctions against Russia over the weekend.

The rouble fell more than 25% as new controls on financial transactions and an exodus of financial investment hit Russia. *Wholesale rates this morning.*

US	\$0.724
UK	£0.540
NZ	\$1.065
Euro	€0.646
Japan	¥83.42
Thailand	ß23.58
China	¥4.530
South Africa	11.08
Canada	\$0.914
Crude oil	US\$97.93

Skal reawakens travel



AFTER two COVID-related postponements last year, the Skal Club of Melbourne finally celebrated the reawakening of the city's travel industry with a roaring event at Chloe's Dining Room @ Young and Jacksons.

Tuesday 1st March 2022

"The love in the room was palpable and no one wanted to leave with most staying well after the event had formally finished", said President Tara Strickland.

"It was a strong sign of solidarity and industry support. "We're most definitely back

baby!"

Pictured are Rob Cecconi,

PS suspends flights

UKRAINE International Airlines has temporarily suspended all passenger traffic.

All current information on the further status of flights will be posted on the official Ukraine Airlines website, the airline said, adding all passengers affected by cancelled flights will be informed by email or phone. Sportsnet; Paul Carman, The Cruise Advisors; Domonique Kai, Turner Stillhouse; Craig Hunt, Out There Travel Marketing.

Ireland changes tack

THREE more Irish counties -Cavan, Offaly, and Westmeath - will now sit wholly within the country's Hidden Heartlands tourism region.

Previously, parts of the counties had sat within the Ancient East brand, but destination management organisation Failte Ireland has made the changes as part of a "comprehensive brand review" of both regions.

In addition, the Nenagh Municipal District and parts of the Thurles Municipal District in County Tipperary will also switch to Hidden Heartlands.

"Redrawing the map will allow us to further raise awareness of this region domestically and internationally," said Hidden Heartlands head Paddy Matthews.



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