



Not one, but two

TRAVELLERS can turn one holiday into two with an unforgettable stopover in Qatar.

The country's packages showcase the destination as the perfect place for a taste of culture, adventure, shopping, and much more.

'The World's Best Value Stopover' by Discover Qatar starts from \$19 per person per night, including a hotel stay.

Learn more on **page six**.

MEANWHILE *Travel Daily* and Qatar Tourism are giving one lucky reader the opportunity to win a spot on Qatar Tourism's VIP mega famil, departing May.

The promotion coincides with Seven Network and Sunrise's broadcast from Qatar this week.

Head to **page five** for more.

Quark bullish Down Under

EXCLUSIVE

INTEREST from the Australian market in taking an expedition cruise is starting to show solid signs of a recovery, according to Quark Expeditions Regional Sales Director Robert Halfpenny.

Speaking with *Travel Daily* yesterday in Sydney at a special media event, the cruise line's regional chief said that while consumer confidence is still yet to fully rebound, Quark had enjoyed a recent uptick in enquiries and bookings from Aussies.

"In the last six weeks, we've been getting a lot of interest and in the last two weeks, we have started to get some bookings," Halfpenny said.

"We're thinking around Jun that the local interest in our 2022/23 cruises will really take off, which is very late compared to normal as customers normally book six months to a year in advance."

In order to nurture that growing confidence, Quark is holding a series of trade and media events in Melbourne, Sydney and Brisbane this week, headlined by the announcement of an agent incentive to give advisors the confidence to book more of its product and put money in their bank accounts earlier than usual.

"We know agents are cash-poor right now and they love to sell this type of product because it's good money...but if they are not getting that commission for six months to a year it's a problem, so with this offer we will pay them US\$500 per passenger (around A\$740) within 60 days

Saving the Queen

SAVINGS of US\$400 per couple and the removal of deposits are on offer for American Queen Voyages' *American Queen* river sailings when bookings are made this month - call Cruise Traveller on 1800 507 777 for more details.

and will just deduct that at the final payment," Halfpenny said.

Accompanying the trade incentive is a new QR code (**pictured** centre) which directs agents to the company's Polar Pro training collateral.

The platform contains five modules that range from 12-15 minutes in duration, designed to make advisors experts in the Polar regions and Quarks ships, including its newest vessel

Ultramarine which boasts two twin-engine helicopters, four Zodiac embarkation points, and highly advanced sustainability features.

In the local market, Quark has also ramped up the number of staff on the ground, allowing agents to have access to customer service representatives 24 hours a day, six days a week, with enquiries handed off to teams located around the world.

Halfpenny also hinted that some of the ships in Quark's current fleet will likely be phased out with new ones joining.

"I wouldn't be surprised if some other ships end up joining our current fleet but I think most marinas right now are going to sit and then we will test out to see where we go forward," he said.

Online trend worry

FLIGHT Centre Managing Director Graham Turner has expressed concerns that the number of retail store closures by its competitors will ultimately harm his own business.

Speaking with the *AFR* today, Turner indicated that a diminishing volume of retail travel agents could precipitate more Australian travellers buying more trips online.

"Just because some travel companies might not survive this, I don't think it's a benefit to us," he warned.

Today's issue of TD

Travel Daily today has five pages of news including **Business Events News**, plus a full page from **Qatar Tourism**.

Win a Cooktown trip

AGENTS can score themselves a trip to Cape Tribulation and Cooktown when they sell guided tours with AAT Kings that are more than seven days in length.

The incentive will run between 14 Mar and 31 Mar.

Webinars from AAT Kings, Down Under Tours & Tourism NT are also running on 14 Mar at 12pm & 15 Mar at 11am -details **HERE**.

Learn about Anne

CUNARD has revealed more details about its recently revealed ship *Queen Anne* (**TD** 09 Feb), a vessel the line believes will take its cruises to a "new chapter".

Amenities on board include the flagship Royal Court Theatre, a two-deck 825-seat space that will host musicals and speakers, as well as a reimagined Queens Room hosting spectacular events and Gala Evenings.

Guests will enjoy access to a wide variety of cuisines at the Britannia Restaurant, and enjoy a more relaxed atmosphere at the ship's Golden Lion pub.

Several more venues and concepts are set to be revealed in the coming months.

Anne is scheduled to make her debut in 2024.

Fiji hotels open up

SIX Senses Fiji is set to reopen from next month.

The resort's hosts said they are looking forward to providing their trademark "bula" welcome.

MEANWHILE, Plantation Island Resort has also revealed it will reopen from 01 Apr.

Preparations for guests are well underway, including gardening, landscaping projects, deep cleaning for each room, and maintenance for all spaces.

IT'S TIME TO TREAT YOURSELF

DOUBLE REWARDS ON SELECT SAILINGS*

INTRODUCING CELEBRITY REWARDS

> LEARN

> EARN

> SPEND

Celebrity **X** Cruises®

LEARN MORE AT THE CELEBRITYCOMMITMENT.COM.AU

Terms and conditions apply. See thecelebritycommitment.com.au for full terms and conditions.

Denver tour biz purchased

WORLD Expeditions has acquired a majority stake in the Denver, Colorado-based Adventure Travel West business, an operator of multi-day, small-group active holidays in US National Parks and Hawaii (**TD** breaking news yesterday).

The purchase was motivated by a desire to expand its client base in the United States, paving the way to improve its reach in the North American market and build on its long-term presence in Canada.

World Expeditions' decision to undertake the acquisition was also helped along by the two companies working closely with each other in the past.

"World Expeditions has had a long association with Adventure Travel West, using its services to operate in the US for many years," CEO Sue Badyari said.

"We've been impressed by the quality and the variety of Adventure Travel West's offering, the professionalism of its management and the calibre of its guiding team over many years," she added.

Adventure Travel West's appeal as a strategic purchase target was also driven in part by the company's wide and varied access to national parks to operate guided tours.

"North America's vast National Parks and little-known wild spaces make the west an inspiring backdrop for active adventures," Badyari said, adding Adventure

Travel West has an impressive amount of authorised permits to operate walks in destinations such as national parks of Grand Teton, Yellowstone, Yosemite, Sequoia Kings Canyon, Grand Canyon, Grand Staircase Escalante and Vermilion Cliffs.

Both companies also share a common commitment to sustainable travel, with Adventure Travel West incorporating a "Leave No Trace" policy across all of its itineraries.

"World Expeditions shares our ethos of sustainable travel and sees the value of nurturing our team of dedicated expert guides to deliver a consistent quality experience for travellers," Adventure Travel West founder Susanne Lorenz said.

Travel risk program

GLOBAL Secure Accreditation (GSA) has introduced its independently assessed ISO 31030 Organisation Readiness Assessment & Audit Programme, offering organisations the opportunity to have travel risk management processes and policies assessed and audited.

The new b2b service provides companies who run travel programs advice along global benchmarks regarding their duty of care to employees.

GSA said companies attaining accreditation was more important now than ever before in an increasingly unstable world.



20% are still waiting

ONE in five Australians have been unable to use vouchers after their flights were cancelled due to COVID, according to a new national survey from consumer rights group Choice.

The study also found that of the people who tried to use their flight voucher, 44% said they had to pay more to use it, a quarter of people had flight vouchers expire before they could use it, 10% reported having issues with talking to the airline about using their credit, while 8% claimed they were forced to use the full voucher for a flight that had a lower value.

Choice spokesperson Dean Price said a large part of the problem is a lack of transparency around refunds in the travel sector.

"Right now you have clearer and fairer rights for a \$50 gift card than a \$500 flight credit," he said.

"There are clear laws that apply to gift cards that mean they have to last for at least three years, there's nothing similar for travel credits," Price added.

Jones & Co invites

JONES & Co's Virtual Roadshow will be hosted from 29-31 Mar.

One-on-one meetings and live presentation sessions will be on offer from 3-8pm, offering an excellent opportunity for the industry to connect with suppliers from around the globe.

Presentations with live q&a sessions will be held daily between 3-5pm - **CLICK HERE**.



Window Seat

LET'S just hope that this guy doesn't rent out an Airbnb!

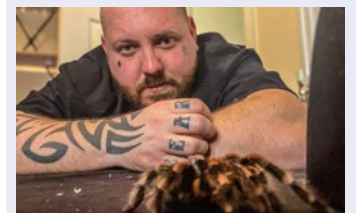
Aaron Phoenix from Bristol in England was told by his doctor to take up a hobby to help with mental health issues, advice that saw the man become the owner of 120 giant, hairy tarantulas.

Phoenix now has so many of the eight-legged pets that he has decided to give his new mates their own room, with some of the larger species growing to as large as 25cm.

"I could sit and watch them for hours, they've had an incredible effect on me and I'll never give up owning tarantulas now, Phoenix claims, adding that each spider has its own individual personality.

"They all have their individual quirks, one of my first girls comes up to the top of the enclosure when I drop food in, and does this little happy dance to say thank you," he said.

With 960 hairy legs occupying the one room, it leaves us to wonder if anyone has ever dared to sleep over?



British Isles & Scandinavia

HISTORY, CULTURE AND NATURAL WONDERS

10% OFF
ex Dover

HURTIGRUTEN EXPEDITIONS

Book now

*T&Cs apply

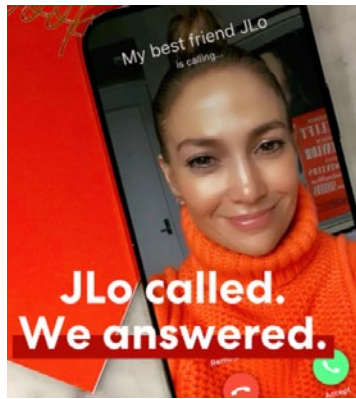


Jenny from the dock

VIRGIN Voyages has linked up with pop royalty Jennifer Lopez as its new Chief Entertainment and Lifestyle Officer.

The cruise brand has been vocal about its intention to break the traditional cruise mould, stating Lopez's new position is a different spin on the godmother role, and instead she will be responsible for curating a range of unique cruise ship experiences.

Details about the J.Lo-inspired attractions will be revealed soon.



Princess ready for Alaska in 2022

PRINCESS Cruises is readying for a full Alaska season this year.

The line has finalised programs and guest experiences for a full season of cruises and cruisetours to Alaska, as well as its popular northern summer and fall Canada & New England program, following the recent announcement of the safe resumption of cruising in Canadian ports.

Indaba rego open

EXHIBITOR registration is open for this year's Africa's Travel Indaba event.

After a two-year absence due to the pandemic, Durban's Inkosi Albert Luthuli International Convention Centre will once again become a hub of activity from 02-05 May.

The 2019 show attracted about 6,200 delegates from all over the world, including 1,033 exhibitors.

Travel loses "fearless" Jesse

THE travel industry has lost another one of its own, with news that YNot Concepts marketing executive Jesse Stanger has passed away following a long battle with leukemia.

Up until 2021, Stanger enjoyed a successful career in the travel industry working with a variety of companies in Australia and abroad, including Voyages SNCF and Viva Brussels in Belgium, as well as a short stint at South African Tourism.

In remembering the 31-year-old, close friends and colleagues said



Stanger was always determined to grow personally and professionally, lived life fearlessly, and always embodied a calm nature and infectious smile.

Wizzing to Sri Lanka

WIZZ Air Abu Dhabi has expanded to the Sri Lanka market.

Mattala will become the ultra low-cost carrier's first destination in South Asia, with flights from AUH to HRI beginning from 01 Jun, a service that will operate three times per week.

Help score more staff

EMPLOYMENT website Indeed is hosting a special hospitality-focused webinar on how to attract hospitality staff in a post-restriction world.

The session takes place on 17 Mar at 2pm AEDT, **REGISTER HERE** to attend the webinar.

DOUBLE REWARDS ON ALASKA & HAWAI'I 2022 BOOKINGS*

70
POINTS

Earn up to 70 points (\$70) for every Alaska & Hawai'i 2022 deposited booking made between 1- 31 March 2022*.

35
POINTS

Earn up to 35 points (\$35) on all other destinations deposited between 1-31 March 2022*.

START YOUR REWARDS JOURNEY WITH NCL TODAY



NORWEGIAN
CRUISE LINE®

PARTNERSFIRST
REWARDS



*Conditions apply, visit partnersfirstrewards.ncl.com for details



IT'S TIME TO "BREAK THE BIAS"

MELBOURNE Convention & Exhibition Centre (MCEC) is helping to "Break the Bias" with new internships for women.

In celebration of International Women's Day on 08 Mar, MCEC is creating partnerships with technical education providers to elevate the convention centre as an inclusive employer for female graduates in traditionally male-dominant areas.

Supporting female recruitment and work experience, the purpose will be to encourage more women to participate in operational and technical areas; to broaden the general candidate pools; and to improve opportunities for greater diversity and inclusion in the workforce.

Recently hired intern Ebony Watts is a graduate of the RMIT Diploma of Live Production & Technical Services course, and was offered the role in



a six-month, full-time level 1 placement capacity.

Watts, whose interest is primarily in lighting tech, said the opportunity MCEC has given her is exciting and diverse.

"This is a big step for me," Watts enthused.

"I have tagged along with

lighting techs, multimedia techs, and even venue techs, in addition to the general AV crew I have been rostered with.

"This is my first real job and I never thought I would be working in a venue like this...everyone I've met is really nice and has warmly welcomed me," she added.

Asia showcase

THE Business Events Australia Asia Showcase is being held from 08-11 Mar.

The hybrid event is designed to bring together key customers from the Greater China & South East Asia markets to meet with Australia's incentive industry.

Over three days, Aussie business events industry representatives will virtually meet and do business one-on-one with key agents from the region and corporate customers who will attend physical events in China, India, Indonesia, Malaysia, and Singapore.

Australian industry sellers will also be meeting a limited number of Greater China corporate customers during the event, in one-way preferencing appointments of 13 minutes.

Blue Mountains Festival deferred

THE Blue Mountains Music Festival has been postponed, the event's third deferral.

After two pandemic-induced postponements, the Festival has again been delayed, this time because of the eastern Australia floods.

New dates for the live music program at venues around Katoomba have been set for 07-09 Oct.

Ticketholders have been urged to retain their tickets for the rescheduled event, as they will remain valid, and receipts can be exchanged for wristbands at the festival box office.

Those who can't make the new dates can access a refund until 08 Apr.

Blue Mountains Tourism President Jason Cronshaw expressed his disappointment at the delay.

Guide to Adelaide

THE latest edition of the Adelaide planners' guide is now live.

The guide details the city, its riverbank, how to live like a local, the business delegate experience, event support services and more.

View the planner's guide [HERE](#).

Rock rolling to Aus

AMERICAN stand-up comedian Chris Rock has announced the Australian leg of his Ego Death World Tour 2022, his first trip Down Under in five years.

Promoted by TEG Dainty, the five-city leg begins in Melbourne on Wed 10 Aug, before heading to Sydney, Adelaide, Brisbane, and Gold Coast.

Ticket pre-sales for Telstra Plus members start on Tue 15 Mar at 2pm, before general tickets go on sale on 18 Mar.

[CLICK HERE](#) for further details.

Canberra happy to be back on deck



CANBERRA Convention Bureau CEO Michael Matthews, Head of Sales Kimberley Wood and Director of Business Development Samantha Sefton recently represented the nation's capital at Get Local in Sydney (**pictured**), the first in-person tradeshow the team has attended in over two years.

Over the course of the two-day event, the Canberra team, joined by Doma Hotels and

Kingpin Canberra, were able to reconnect in person with 500 domestic buyers, mingle with industry colleagues and showcase Canberra's latest business events options to meeting planners.

MEANWHILE Canberra Convention Bureau is preparing to host its Top Secret 2022 fam from 31 Mar to 02 Apr, taking attendees to exhibitions, hotels & several social events.

Travel Daily's second Survival Survey shows green shoots of recovery, but it is a serpentine road ahead. Read more in the latest *travelBulletin*.



travelBulletin

Wu are the real winner!



WENDY Wu Tours (WWT) has announced the winners of its recent incentive are Helloworld Mackay, National Seniors Travel, and Our Vacation Centre.

Travel advisors had the opportunity to snap up \$1,500 worth of marketing funds as part of the 'Tiger's Den' incentive.

Agents submitted their marketing campaign to promote WWT's destinations to be in

the running, with a focus on international touring next year.

There were three marketing fund packages up for grabs, with WWT Managing Director Paul Dymond saying the company was extremely impressed with the innovative ideas from agents across Australia.

Pictured are Helloworld Mackay's Ben Dolphin, Matthew Perre, and Stacey Brownsey.

APPOINTMENTS

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

Sharon Deller has joined **PROS** as a Customer Success Manager, based in Sydney. With more than 25 years of travel industry experience, Deller brings abundant knowledge to PROS customers across revenue management and digital retail.

Sabre has announced changes to its board of directors, with the company electing **Sean Menke** as Chair. Menke will replace Karl Peterson, who served as Sabre's Chair since Jan 2020. The company also announced **Gregg Saretsky** has been named Independent Lead Director, with long-standing board member, Gary Kusin, to also retire immediately before the 2022 Annual Meeting.

Nicky Fitzgerald, Chief Executive of Angama, is set to retire. After a 40-year career, she will hand the reins to co-founder Steve Mitchell.

A-ROSA premium

A-ROSA will offer PremiumPLUS cruises from next year, with the line's management team unveiling a realignment plan for upscaling its Premium product.

Focusing on personalisation, customer service, food & drink, local culture and sustainability, the all-inclusive fares will debut from the 2023 season onwards.

The product development is based on detailed guest surveys and market research, with A-ROSA expanding a new concept for its cruises to meet the changing needs of its guests.

A-ROSA will also ensure its cruises are customisable.

Supercars returns

TICKETS to the Perth SuperNight motor racing event are on sale now.

One of only two night sprints on the V8 Supercars calendar, the race is expected to attract thousands of motorsport enthusiasts to Western Australia.

Held from 30 Apr to 01 May, the biggest motorsport event in Western Australia was last held in 2019, with fans spending more than four nights on average and splurging more than \$5 million.

WA Minister for Tourism Roger Cook said Western Australia is "delighted" to welcome Supercars back to the state.

The Seven Network and Sunrise is broadcasting to Australian viewers live from Qatar this week, thanks to Qatar Tourism. Sunrises' Sam Mac's weather segments will be live from various key locations around Qatar.

Want to experience Qatar firsthand?

Travel Daily will be giving a lucky reader the opportunity to win a spot on Qatar Tourism's VIP mega famil departing May 2022.



Win

Tune into Sunrise 7-11 March and answer these questions to enter.

Every day you watch and enter gives you an additional entry:

1. Which location in Qatar was Sam Mac broadcasting from?
2. Name one activity they did that day.
3. Which day of the week were you watching?

Email answers to competitions@traveldaily.com.au to be in the running to win yourself a trip to Qatar.



An unforgettable stopover in Qatar

Your clients can turn one holiday into two with our incredible stopover packages to Qatar, the perfect destination for a taste of culture, adventure, shopping and so much more.

They can make the most of their journey with the **'World's Best Value Stopover'** by Discover Qatar starting from AUD19* per person per night, including hotel stay and more.

We look forward to welcoming your clients to experience Qatar's unrivalled hospitality and authentic culture.

Learn more at qatarairways.com/tradeportal

*Terms and conditions apply