

## Today's issue of TD

Travel Daily today has six pages of industry news.

## The Month of Lei

**HAWAII** Tourism Oceania (HTO) is celebrating the 'Month of Lei' 2022 by offering Aussie agents the chance to win a fam to the popular US destination.

There are eight spots up for grabs on the special Sep trip, with advisors needing to book a ticket with Hawaiian Airlines to O'ahu and at least one other Hawaiian Island to be eligible to win.

Contestants will also need to tell HTO how they protect the environment, the local community or the ocean.

Throughout May, agents can upload entries **HERE**, with winners to be selected by HTO and Hawaiian Airlines.

Hawaiian Airlines' Sydney to Honolulu services resumed in Dec last year for the first time in more than two years.

## Onefinestay, big agent pay

EXCLUSIVE

**WITH** borders now open and more Aussies deciding to book long-haul trips to places like the UK, luxury British holiday rental home business onefinestay is preparing to re-engage more closely with the local market.

Recently speaking with **Travel Daily**, the company's BDM for the APAC region, Jessica Bradley, said the trade plays a vital role in the success of the brand, which offers generous 10% commissions for agents on every stay booked.

"This is a big selling point for us because on the scale that onefinestay is there really isn't another provider that's working with the B2B community in the way that we are," Bradley explained.

"There are a few smaller operators that might specialise in the South of France for example or Italy, but to have onefinestay, which is now offering around

4,500 homes, villas and chalets across 50 destinations, which are all commissionable to agents, is a huge part of our business," Bradley added.

With the average booking value around £10,000 (A\$17,320), Bradley believes onefinestay can be a very profitable product to be selling to Aussies, especially in light of the profile of the average Aussie traveller, which she said is right in the sweet spot of the company's target market.

"This type of luxury product really lends itself well to Australians who don't generally go to somewhere like London for two days, most people will want to spend a week there and hang with family and friends and the charms of a hotel can really start to wear off in that time and that's when we really come into our own," Bradley believes.

Check out onefinestay's full range of private stays **HERE**.

## Travel Daily

on location aboard

## Wonder of the Seas

Today's issue of TD is coming to you courtesy of Royal Caribbean International, with **Wonder of the Seas** wrapping up a two day shakedown cruise in Barcelona.

**IT'S** been a whirlwind couple of days on board the world's biggest cruise ship, with our brief voyage only really giving time to scratch the surface of the huge array of experiences on offer.

Guests on board have enjoyed the giant Ultimate Abyss slippery dip, robotically created cocktails, live music and artistic performances galore - not to mention culinary offerings appealing to every palate.

**Wonder** now kicks off her first Mediterranean revenue voyage, a seven night itinerary from Barcelona to Rome.



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## Botany Bay still on RCI agenda

### EXCLUSIVE

**THE** cruise industry has not abandoned its ambitions to expand docking facilities in Sydney despite the impacts of the pandemic, with Royal Caribbean International (RCI) VP and MD Australia/NZ, Gavin Smith, confirming improving the situation is still firmly on the agenda.

"We're still working closely with the port on getting expanded facilities," Smith told **TD** aboard *Wonder of the Seas* as she cruised the Mediterranean overnight.

In terms of govt investment in cruise, "they've announced they're putting shore power into White Bay, which is a great initiative and congratulations to [NSW Transport Minister] David Elliott on that," Smith said.

However "the Overseas Passenger Terminal will continue to be a challenged piece of infrastructure, both from the point of view of its size, and also

from the fact that it's a single berth facility," he added.

"Whether it's Port Botany or further afield...the ambition of the industry, and in particular Royal Caribbean, to enable big ships to come into Sydney, that's very real," the RCI chief said.

Smith noted that the new Brisbane International Cruise Terminal has capacity even for Oasis-class ships the size of *Wonder of the Seas*, but docking such a ship in Sydney is challenging because its width would interfere with ferry operations at Circular Quay.

**MEANWHILE** Smith also urged the industry to have a positive outlook, with Royal Caribbean continuing to deliver new ships.

"The investment appetite is undiminished, which should help give the cruising community confidence in a long and successful future," he said.

More in today's **Cruise Weekly**.



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## Japan tourism ease?

**JAPANESE** Prime Minister Fumio Kishida has confirmed the popular Asian tourist destination would look to further ease its travel protocols in Jun, however no precise details were given pertaining to leisure travel.

Visitation is currently limited to business people, technical interns and students.

## Splendor is early

**CARNIVAL** Cruise Line has announced its first sailing out of Australia will be on 02 Oct.

Departing from Sydney, guests on board will have the opportunity to reacquaint themselves with *Carnival Splendor* on the three-day getaway cruise, on sale now.

Vice President Australia Kara Glamore said: "thanks to a scheduling availability, we're extremely pleased to welcome guests back on board *Carnival Splendor* earlier than expected."

## Gunditjmara tourism

**A NEW** First Nations owned tourism company will launch in Victoria on 01 Jul, offering visitors Indigenous cultural experiences on Gunditjmara Country.

Tours run by Budj Bim Cultural Landscape Tourism will give travellers the chance to explore the Budj Bim National Park and Tae Rak from a much deeper cultural perspective, and will include two-hour treks of Tae Rak, a half- or full-day tour of Tungatt Mirring or a full-day tour of Yarkeen Yaang - **CLICK HERE** for more details.

## Niue flags 27 Jun

**PREMIER** of the Pacific island nation of Niue, Dalton Tagelagi, has confirmed quarantine-free travel will restart from 27 Jun.

Tagelagi said his cabinet last week had reviewed its reopening timeline, and will consequently bring forward the quarantine-free travel date by a month.



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## Vic polishes events

**BUSINESS** Events Victoria has reshaped its brand look with the evolving events industry, launching a website that "better suits the industry it now serves".

According to Business Events Victoria Executive Officer Chris Porter, the new website showcases the state's rural areas in a fresh new light, and aims to encourage event organisers to think outside the box when it comes to planning their next conference, event or retreat.

Access the new website at [www.businesseventsvictoria.com](http://www.businesseventsvictoria.com).

## TIME still left to join

**THE** Travel Industry Mentor Experience (TIME) believes now is the time for inspirational people in the travel sector who need to upskill to enrol in its next scholarship intake kicking off shortly on 29 Jun.

To view the application form for the latest entry, [CLICK HERE](#).

## Igniting travel out west

**FLIGHT** Centre-owned Ignite Travel Group has partnered with Tourism WA to launch an eight-week campaign to promote more travel to the state, introducing a range of packages of three-plus nights' accommodation.

The campaign is now live across Ignite Travel Group websites, My Holiday Centre and Holiday Exclusives, email marketing and social media, as well as Flight Centre's in-store screens.

The deal follows a similar campaign launched by Tourism WA and New Zealand's House of Travel to attract more Kiwi visitors to the state, featuring all-inclusive WA self-drive packages and Perth holiday stays.

**MEANWHILE** in further WA news, dates for the 2022 Perth Airport WA Tourism Conference have been revealed, with the big event scheduled to take place in Perth on 21 and 22 Jun.

The conference is designed

to provide delegates in the tourism sector with opportunities for professional and business development, networking and engagement with industry colleagues, as well as the chance to hear from industry-leading speakers on critical industry issues and innovative ideas.

**CLICK HERE** to register.

In even more big news, small WA businesses, including those in travel, that have experienced reduced turnover related to COVID-19 public health measures between 01 Jan and 30 Apr 2022, may now be eligible for a higher amount of financial assistance.

A free webinar run by the WA Small Business Development Corporation will take place on 12 May so that smaller travel companies can find out potential assistance - [CLICK HERE](#) to attend.

Travel businesses in WA were behind hard borders for longer than any other state.



## Window Seat

**TALK** about playing the role of the nanny with a twist!

A woman from the kale-loving suburb of Bondi in Sydney's east is currently offering one traveller \$1,000 cash if they can help look after her three children.

To help cope with the rigours of the 23-hour flight to London aboard Malaysian Airlines, the mother of the clearly doted-on kids wants a stranger to pick up the slack for roughly \$42/hour.

"The type of things you might be helping with is holding the baby so I can help the older girls, helping the four-year-old and two-year-old with their meals, keeping four-year-old and two-year-old entertained - with puzzles, books, and get their TVs and headphones sorted," the woman posted to Facebook.

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## CORPORATE UPDATE

### AIME's \$120m benefits

**DELEGATES** at the 2022 Asia Pacific Incentives and Meetings Event (AIME) are expected to create \$120 million in industry business as a result of their attendance at the show, according to a survey of exhibitors at the event.

That's a 20% uplift on pre-COVID levels, with Event Director, Silke Calder, saying "this year AIME defied all expectations".

"We've received incredible feedback from exhibitors and buyers from all over the world, many of whom have revived their business activities as a result of attending AIME," she enthused.

"It was most rewarding to see the industry back in its natural element - networking and

building relationships face-to-face - these are the things that build success and enrich us on a personal level," Calder added.

95% of exhibitors said AIME 2022 was important for their business, with over 94% saying they were "impressed with their return on investment".

Julia Swanson, CEO of AIME owner the Melbourne Convention Bureau, said "it's been two years since we've hosted an event of AIME's calibre in the city, and with the support of the Victorian State Government, this event was the first real opportunity to show the world that Melbourne is back in action and ready for business".

AIME 2023 will take place at the Melbourne Convention & Exhibition Centre from 13-15 Feb next year.

### Another CWT CEO

**MICHELLE** McKinney Frymire, who has been CEO of CWT for exactly 12 months, has announced her resignation and will be replaced by the global TMC's Chief Commercial Officer, Patrick Andersen.

McKinney Frymire has led the company through a Chapter 11 bankruptcy filing and restructure, with CWT describing the changes at the top as "part of the company's long-term succession planning process".

### FCM retail win

**FLIGHT** Centre Travel Group's FCM has won a bid to manage travel for members of the National Associated Retail Traders of Australia (NARTA), Australia's largest retail services provider.

Key members of the consumer electronics-focused organisation include Myer, David Jones, The Good Guys, JB Hi-Fi and more, with NARTA international Head of Procurement, Jen Barclay saying "FCM was selected due to its focus on sustainability, best in class technology, and dedication to the customer experience through their various platforms".

### GBTA SAF deal

**THE** Global Business Travel Association (GBTA) has unveiled a new partnership with the Canadian Council for Sustainable Aviation Fuels (C-SAF), with the move coming in the wake of the organisation's landmark study into sustainability (**TD** 29 Apr).

Regional VP Nancy Tudorache said GBTA and C-SAF would work together along with their partners, government and industry at large to "raise awareness, show support and take action towards increasing sustainable initiatives in the travel industry," aiming to assist Canada to achieve its goal of having net zero carbon emissions by 2050. "Air travel is important for Canada, but we need to find ways of flying more sustainably and SAF is a solution that can be deployed now for aviation to accelerate its transition to net zero," Tudorache said.

C-SAF is a Canadian not-for-profit company launched in Feb, with about 100 members including 60 airlines, suppliers, airports, SAF innovators and academia.

## INTRODUCING

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## We all know where2travel



**A FESTIVE** opening event was held this week for the launch of where2travel Malvern in Victoria.

Part of the Virtuoso Group (**TD** 02 Mar) and a subsidiary of Fuchs Travel Group, where2travel's latest location saw an array of political heavyweights in attendance, including Victoria's Liberal Party Deputy Leader David Southwick, as well as a range of key suppliers and staff.

The travel agency also used the event to announce it will be expanding its Sage Travel portfolio in 2023 to include New Zealand, the Americas and Africa.

The exclusive wholesale division builds bespoke product for travellers aged 55 and over, with plans also in the works to expand destination bundling packages "in the near future".

Loyalty was also part of the big announcements on the day, with where2travel revealing a new loyalty program called Sorpresa Rewards, which is designed to create more incentives for travellers to continue to use the services of travel agents.

"For too long travel agents

have introduced our clients to a supplier who in turn direct market and create loyalty direct bypassing the agent," a spokesperson for the company told **Travel Daily**.

"Sorpresa Rewards creates our own loyalty and everyone loves points."

Another product highlighted at the opening was Fuchs Travel Group's new Independent Travel Designers (ITD) remote division, offering agents marketing and sales support to work from anywhere, including at home or from any of its retail store locations in Malvern, Greensborough and Glen Waverley.

To apply to work for the flexible ITD network, send your enquiries to CEO Steve Bouyer at [steve@fuchstg.com.au](mailto:steve@fuchstg.com.au) or **CLICK HERE** for more role information.

**Pictured:** where2travel Malvern Store Managers Diane Rawlings and Peter Heathcock, with where2travel Travel Designer and Cruise Expert Samantha Curgenvin, and **inset** bottom is Deputy Leader of the Victorian Liberal Party David Southwick, Victoria's Shadow Minister for Tourism Cindy McLeish, Fuchs Travel Group Accounts Executive Sarit Konefka, Fuchs Travel Group Director Peter Fuchs, the Federal Member for Higgins Katie Allen, and Fuchs Travel Group Chief Executive Officer Steve Bouyer.







## Fred unveils 2023/24

**FRED.** Olsen Cruise Lines has unveiled its new program of cruising for 2023/24.

More than 100 sailings highlight the program, which includes opportunities to witness Norway's famous Langfossen waterfall in the spring, explore the remote islands of the Azores, and visit Lapland in the summer.

Cruise durations range from two to 93 nights, with regional departures from Liverpool, Newcastle, Rosyth, Southampton, Dover, London, and Belfast.

The season also features the return of a fly-cruise program, with *Braemar* to be based in the Caribbean for the winter months.

"Journey Navigators" will also be introduced across Fred. Olsen's fleet - made up of nature scouts, maritime guides, and much more.

## Scenic six sailings

**SCENIC** Luxury Cruises & Tours has unveiled six new voyages in its 2023/24 Scenic Eclipse Arctic & Fjords brochure release, with *Scenic Eclipse II* set to join the fleet for the season.

The arrival of the follow-up to Scenic's "discovery yacht" will enable 40 new landings throughout the region, including more destinations like Scotland and Canada's High Arctic tundra, giving travellers the opportunity to "discover new horizons and venture further than ever before in ultra-luxury".

Travellers who pay in full 12 months prior to departure can currently enjoy Super Earlybird savings of up to 20% on their suite for selected 2023 and 2024 voyages, for more information or to book, call 1300 173 812.

## Where in WA?



**WALK** in the footsteps of dinosaurs!

Here, preserved in the reef rock for over 125 million years, are the footprints of long-extinct dinosaurs and a few plant fossils too, making it one of the most fascinating palaeontological sites

in the world.

The footprints are only visible at low tide - however, you can view plaster casts of the dinosaur tracks embedded at the top of the cliff if the tide is high.

Do you know where in Western Australia this is?

**Gantheaume Point, Broome, WA**

## NZ hospo meeting

**THE** New Zealand Hospitality Conference is preparing to launch in Jul after a two-year absence, heralding the theme 'The Future of Hospitality' for the event.

The conference will feature workshops across the areas of technology such as robotics in the kitchen, sustainability, ventilation systems, and events.

NZ's Accommodation Association has partnered with Maximum Occupancy to provide hotel content for attendees - register to attend **HERE**.

## New Sodashi dates

**NEW** dates have been released for the Sodashi Retreat at the COMO The Treasury in Perth.

Sodashi founder Megan Larsen will lead another two-night retreat in Aug, where she will undertake workshops across two days, a 60-min massage, an hour-long facial, tailored healthy meals, including a four-course dinner at Wildflower with wines, & Sodashi wellness products.

The retreat is priced at \$3,850 per room for two nights.

Call 08 6168 7888 to book.

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## TFE Hotels to Asia

TFE Hotels has announced an expansion into Southeast Asia, with its Adina and Vibe Hotels set to pop up in Singapore over the next 12 months.

The exciting growth includes the 88-key Adina Serviced Apartments Singapore Orchard which is slated to open in Jul, targeting corporate expatriates as well as leisure travellers seeking apartment accommodation with hotel services.

Also new is the 256-room Vibe Hotel Singapore Orchard, the first Vibe branded property to open outside of Australia, with an expected launch in the last quarter of the year.

Aussies will enjoy a taste of home at the new Vibe Singapore, with Australia a key target market for both properties.

## Passenger numbers still recovering: IATA

THE recovery of air passenger traffic has continued in Mar, with the International Air Transport Association (IATA) revealing impacts from the conflict in Ukraine on air travel demand were "quite limited" overall.

Omicron variant-related effects continued to be confined largely to Asian domestic markets, meaning total traffic in Mar was up 76% year-on-year.

Although that was lower than the 115.9% rise in Feb, volumes in Mar were the closest to 2019 pre-pandemic levels, at 41% below.

Mar domestic traffic was also up 11.7% compared to the year-ago period, far below the 59.4% year-over-year improvement recorded in Feb thanks to the Omicron-related lockdowns in China.

## 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](mailto:specials@traveldaily.com.au)

Earn up to four times the bonus points with the new **IHG Hotels & Resorts** One Rewards promotion. From 18 May through to the end of Aug, members can earn quadruple the points, based on the number of qualifying nights stayed. Register via the link [HERE](#).

All aboard for **Rocky Mountaineer's** 2023 promotion, which will see travellers receive \$1,080 per couple while travelling. The promotion is applicable on sales made between 02 May and 31 Aug, and excludes Sep departures, as well as the Rainforest to Gold Rush route - [CLICK HERE](#).

**Uniworld Boutique River Cruises** has announced a new flash sale, with sailings in Europe this season from as little as \$3,499 per person. Offer ends 13 May - [CLICK HERE](#).

As part of **Viking's** deal of the week, the line's World Cruise offer has been extended until the end of next month. Guests who book before then will receive an additional US\$2,000 per person in shore excursion credit for any optional land programs. For info, phone 138 747.



## Having a Wonderful time!



**THIS** group of Aussie travel agents have been cruising the Mediterranean for the last couple of days, experiencing the majestic *Wonder of the Seas* on her first ever voyage in the region.

Royal Caribbean's newbuild debuted in Florida just a month ago, crossing the Atlantic before a two night shakedown voyage out of Barcelona with key industry partners aboard.

*Wonder of the Seas* is officially the world's largest cruise ship, with a range of enhancements to the Oasis-class platform which has proven so popular for the cruise line.

An additional deck has provided for the creation of the Suite Neighbourhood which becomes the eighth distinct precinct on board, featuring a range of spectacular accommodations including the Ultimate Family Suite which seats 10 - and which has unfortunately not been open for inspection to the industry partners on board this week because it's fully booked!

*Wonder* features 20 restaurants along with 11 bars and lounges, a huge variety of activities for kids and teens and of course the famous Oasis Aquatheatre, Flowrider, laser tag, a giant outdoor movie screen and more.

Wellness facilities include a massive solarium on Deck 15, the Vitality Spa & Fitness Centre and an extensive jogging track, while non-stop entertainment includes parades, shows, live music, comedy, dance, acrobatics and so much more.

**Pictured** enjoying a final night gathering in the Mediterranean themed Coastal Kitchen - a dining venue exclusively available to suite guests are Kim Smith and Anne Calder from Ozcruising; Noriye Oto and Angela Jenkinson from Arivia; Alex Hruncey, Royal Caribbean; Sam Riches and Mikla Bullard, Ignite Travel; Sam Langton, Royal Caribbean; Ashkan Ghasemi from Cruise1st/Dreamlines; Jake Stevens, Royal Caribbean; and Steve and Vicky Labroski from itravel.

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



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