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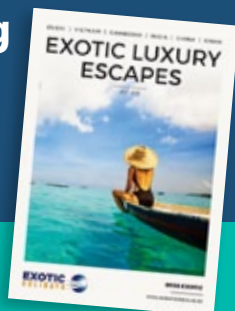
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Samoa's sporting chance: agents get the update

Top sports facilities and 'GNH' (Gross National Happiness) are good reasons for booking a trip to Samoa, says Samoa Tourism Authority chief executive, Sonja Hunter.

Speaking to a strong turnout of Wellington travel agents at the Beautiful Samoa Roadshow on Wednesday, Turner said not many people knew about Samoa's sports and training facilities. These included the Olympic size swimming pool, hockey turf, soccer fields, Apia Park Stadium and the Samoa Rugby Union's High Performance Facility.

'Aside from having a holiday, people and groups can come here for training as well, then training definitely becomes more fun,' she said.

For golfers, the Royal Samoa Country Club championship golf course is close to Apia and hosts the annual pro-am Samoa Open, attracting golfers from New Zealand, Australia and the Pacific.

International boxing has also become a focus in Samoa. Following Joseph Parker's successful WBO title defence fight, in Apia earlier this year, next month 'Showdown in Paradise' will draw top international youth boxers to the Samoan capital. The feature fight will be an IBF World

Continued on page 2

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Tom Pullan, Flight Centre Chews Lane; Lisa Patel and Amy Giddon, Flight Centre North City



Charlotte Scott-Hill, helloworld Featherston Street; Sonja Hunter, Samoa Tourism Authority; Donna Soler and Beks Noble, House of Travel, Hunter Street

Samoa's sporting chance: agents get the update

Continued from page 1

Youth Title Fight, pitching American Frankie Lopez against upcoming Australian/Samoan star Jai Opetiaia.

‘Overall, we are definitely seeing more interest in Samoa as a holiday destination, also for events, and it’s wonderful that a lot more New Zealanders are finding out about us,’ says Hunter.

The Beautiful Samoa Roadshow was in Christchurch on Tuesday and Auckland last night. For photos from last night’s Auckland event [CLICK HERE](#).



Maeleen Owen, New Zealand Travel Brokers; Manfred Berthold, Raukikini; Chris Martin, Seabreeze Resort



Jenny Felsner, ANZ Nature Tours; Elke Schaefer, Raukikini; Frank Hildebrandt, Jana Ubben and Claudia Reinhardt, ANZ Nature Tours



Susie William, Return to Paradise Resort & Spa; Soroya May, Le Vasa Resort; Nick Ridling, Tanoa Hotel Group

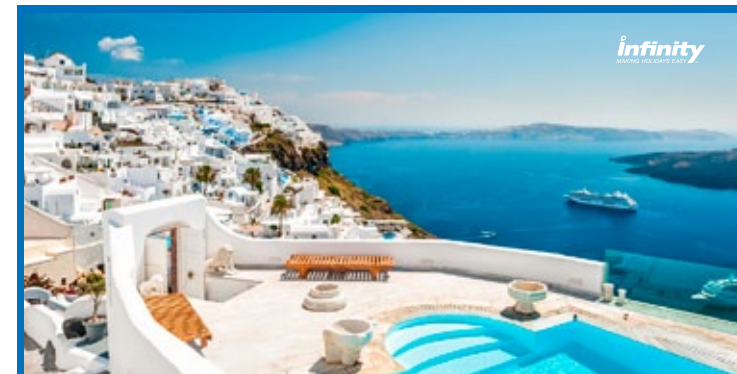
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GTN Conference – it's a wrap

AA promotes All American Pass

American Airlines was promoting its All American Pass to independent agents at the GTN Conference over the weekend.

Elaine Patton, national account manager American Airlines, says the pass includes AKL – LAX and then five stops anywhere in the greater North American, thus opening up Mexico and the Caribbean as well as Canada.

She says the pass, launched a couple of months ago but gaining traction and profile now, is a high yielding fare for agents and gives them the chance to add considerable land content in the various destinations.

A European version using partners British Airways and Iberia is also available.

Patton says the independent agents and brokers that attended the GTN Conference were receptive to hearing



At the GTN welcome function, sponsored by Cathay Pacific at Rydges Rotorua... Elaine Paton, American Airlines; Sonia Francis, GTN; Toni Paltridge, GTN; Mumtaj Agarbattiwala, Travel Bucket Tours & Travel

about the pass and about the premium economy offering when AA resumes its AKL – LAX service with the 787-9 Dreamliner early October.

'It gives people the chance to combine business class one way with premium economy the other. It makes it more affordable for people who wouldn't normally purchase business class.'

'There are many niche markets within this (GTN) group – a lot of VFR but there is more to it than that.'



Byron Deng, Leon Gan, Coco Su, all New Zealand International Travel Ltd at the welcome function



James Song (second from left), Korean Airlines; Taru Kothiwala, Mustak Kothiwala, Just Fly Travel; Mumtaj Agarbattiwala, Travel Bucket Tours & Travel



Rose Fong-Antony, Megan Arrenberg, both HOT Product



Qantas sponsored the themed gala dinner and awards night. Delegates were welcomed by QF's Felina Wright and Belinda Buck

VA welcomes opportunity

Recently introduced flights from Melbourne to Hong Kong and Melbourne to Los Angeles were among the developments being promoted by Virgin Australia's South Island product manager Terry Wakefield at the GTN Conference.

'We are also promoting our business class offering,' says Wakefield. 'This is an opportunity to remind these (independent) agents to upsell. In some cases there is not that much cost difference to upgrade to premium

economy or even business class.'

He says VFR (visiting friends and relatives) clientele tend to be of a more mature age group, have discretionary dollars and are looking for comfort when they travel.

Wakefield welcomed the chance to get in front of high quality independent agents.

'These people are very relevant for us and we need to be in touch with them. It is important for us that they are comfortable selling VA.'



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Please feel free to contact Rob or Allen for a confidential off the record chat.

Rob Beecher 0274569905 Rob@gtn.co.nz
Allen Bell 0274593607 Allen@gtn.co.nz

Middleton moves to NZ Travel Brokers



Chris Middleton

Chris Middleton is new with NZ Travel Brokers. His industry career has been evenly split between working in New Zealand and the United Kingdom. Previous NZ industry roles included South Island manager for

both Tek Travel and Navigant (where he met Guy Flynn & Steve Lee).

He returned to the UK late 2006 and worked as UK and European GM for Travelocity Business then moved to BCD Travel as global account manager managing Disney & Universal Music Group in over 30 countries. Previous companies worked for in similar roles were Cadbury Schweppes, Hilton PLC, Prudential, Omnicom Media Group and Lockheed Martin.

'I took a couple of years out from the industry on my return to NZ, that was never going to last and earlier this year I met up again with Guy Flynn and was impressed by the success NZTB had achieved. I decided to set up Fargo Travel under their tutelage.'

He says Fargo Travel is something he wants to continually evolve into a modern successful business model. 'A Vietnam road cycling camp with Hayden Roulston is scheduled late October followed up by a Tour Down Under group to Adelaide in January. 2018 will see ongoing efforts in this area along with pursuing further defined growth targets.'

Awards finalists impress

Travel Agents Association of New Zealand chief executive officer Andrew Olsen says he is 'really pleased' with the energy and effort made by National Travel Industry Awards finalists over the past four days.

His comments come as TAANZ NTIA 2017 judging week was conducted at SKYCITY Auckland this week.

'Some finalists were back for their fourth go, some new to the experience, defending champions and enthusiastic rookies all had their time with judges.'

'It's been a diverse pageant of people and brands and tremendous that the industry is led so well and in such good hands. Hats off to the brand leaders for encouraging agents and individuals to participate.'

'An awards programme has to be judged and NTIA is not possible without the generously



Three of the judges at SKYCITY this week... Ian Lorigan, Dean Minchington, Simon White

donated time and effort of the judges.'

The judges are Simon White, Rydges Hotels; Megan Roberts, AUT; Deb Martindale, Martindale consulting; Ian Lorigan, IATA; Dean Minchington, Service IQ.

SKYCITY have again been wonderful hosts and we'll be back here on the 30th of September for the NTIA Gala.

Queensland – still educating to do

Travel trade and consumers in New Zealand still need more educating about what Queensland has to offer, says Rick Hamilton, group executive – destinations and global partnerships Tourism & Events Queensland.



Wes Nobelius, Qantas; Sally Holyer and Rick Hamilton, both Tourism and Events Queensland

Hamilton has been in New Zealand this week visiting trade, and on Wednesday night hosted a select group of New Zealand wholesalers, product managers and airline representatives at Gusto Restaurant.

'All of our research shows that the consumer wants something different, so we need to expose Queensland in different ways. Queensland is doing well from a tourism perspective (out of New Zealand) but we always want to work with the trade to develop further opportunities. 'It's not about tactical (campaigns) any more, it's about value for money and experiences.'

More resources in new Viva website

Viva Expeditions has launched its new website:

www.vivaexpeditions.com

It focuses on usability and engagement and provides a huge amount of resources including interactive maps, destination information and FAQs, downloadable tour dossiers, informative blogs answering commonly asked questions and much more.

'It is still a work in progress - we are currently working on our Agents Resource Centre which will be a one stop shop for resources such as brochures, flyers, posters, videos, famils... the list goes on, and we are excited about being able to offer agents easy access to resources that will help them sell Latin America & Antarctica.'

To celebrate the release of the website Viva is offering a number of specials. Clients can save \$500 per person on Wild Patagonia & Enchanting South America Small Group Tours, save 10% on selected Amazon River Cruises and Galapagos Islands Cruises. They can also take advantage of saving on Antarctica Charter cruises, for example save \$4400 per person on Standard Cabins onboard their Discover Antarctica charter.

CLICK HERE for details.



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New Zealand

Lions boost to Wellington

Wellington experienced a boost to international visitor spending of more than 43% in the month of June 2017, according to Monthly Regional Tourism Estimates (MRTE) released by the Ministry of Business, Innovation and Employment (MBIE).

Wellington Regional Economic Development Agency GM, venues, marketing & destination development David Perks says the boost was clearly driven by Wellington hosting two matches in DHL New Zealand Lions Series.

Guest room makeover at Jet Park Auckland

Jet Park Hotel & Conference Centre, based at Auckland Airport, has given 40 superior twin rooms a makeover.

Rooms have been freshly painted, with new carpets, new headboards, block-out curtains and new extractor fans in bathrooms. These spacious rooms have either two double beds or two queen size beds and are an option for those organising conferences, incentive groups or for families. Accessible rooms are available on request.

One-bedroom executive suites have been updated with a new lounge suite with fold-out couch, which doubles as another bed, and new soft furnishings.



Guests are provided with a private lounge and dining area, kitchenette, with a separate adjacent bedroom and en-suite bathroom with spa bath and twin basins. reservations@jetpark.co.nz

Return of rentals

The International Rental Car Precinct Hub opened in Christchurch this week, signalling the return to the central city of several companies that were 'driven out' by the earthquakes six years ago.

Avis Budget Group New Zealand general manager Bruce Vincer says the new step is a positive step forward as the city continues to regenerate.

The building offers easy access for customers and vehicle drop off on the ground floor.

Hertz New Zealand is also in the precinct and country manager Mark Righton says the day has been a 'long time coming.'

New Zealand hotel occupancy and room rates surge, says research

An increase in international visitors, strong economic growth and lack of supply has helped fuel a surge in hotel occupancy and room rates, according to new research by the real estate firm CBRE.

Nationwide hotels in New Zealand achieved an occupancy rate of 80.9% in the year to June 2017, with average daily rates (ADR) up 11.7% to \$182.63 and a key indicator of commercial performance – revenue per available room (RevPAR) – increasing by 12.3%, according to the report.

It comes as New Zealand experienced a 10.2% increase of international visitor arrivals in the last year with

many staying for longer. The research also indicates a recent influx in Chinese visitors is plateauing while there's been a 26% increase in visitors from USA as a result of increased air capacity across the Pacific.

Peter Hamilton, director – hotels and leisure at CBRE New Zealand says the strong growth in recent years has been great for the industry and when looking across a 10-year period, it's clear to see when the trend began – but how sustainable it is is another matter.

'If we look to the data in the first half of the decade post GFC we see a general theme in terms of a decline in ADRs for Auckland, Rotorua, Wellington,

Christchurch and Queenstown. 2011 seems to be a key year for the market with the Rugby World Cup and the Christchurch earthquake in their own way helping to trigger a surge in occupancy and rates witnessed in recent years,' Hamilton explains.

'It's clear though that we're coming to the peak of this recent trend, with some regions there already, with future sustained growth reliant on new stock to keep pace with the demand.'

In Auckland, the report notes occupancy nearing 95% up from around 76% five years ago with ADR also increasing significantly from around \$140 post Rugby World Cup to \$200 in

June this year.

Rotorua hotels have enjoyed occupancy close to 80% in the last two years in a market that is usually dependent on summer months to drive visitation but recently also benefiting from increased visitation in the low season, according to the report.

The hotel market in Christchurch is still feeling the impacts of the 2011 earthquakes, which initially led to a sharp increase in occupancy due to loss of stock and increased accommodation needs as part of the rebuild, but more recently has seen occupancy rates decreasing as more stock has become available.

Exotic promotes Borneo for families

Malaysian Borneo is being promoted by Exotic Holidays as a family holiday for everyone - even if one parent likes to scuba dive, the other wants to venture off the grid, and the two children are of different ages and genders.

‘The provinces of Sabah & Sarawak are home to jungles filled with wildlife that appeal to nature lovers of any age,’ says Rahul Sharma, managing director of Exotic Holidays. ‘Ancient villages are home to head hunter tribes that still live in traditional long houses, and the excellent off shore reefs offer some of the world’s best diving and snorkelling.’

He says a first stop could be down on the southern coast of Sabah, which has many islands featuring pristine beaches fringed with palm trees. ‘The waters teem with resident green hawksbill turtles and spectacular coral reefs supporting an abundance of marine life.’

CLICK HERE for details.

Meet the local wildlife



Agents famil to Cambodia – apply now

Active Asia, in conjunction with Singapore Airlines, is operating an agents educational to Cambodia.

It is eight days departing 10 October, with options to return into either Wellington or Christchurch. The cost is \$995 per person.

The group will visit the Royal Palace, Silver Pagoda, Tuol Sleng Museum and the Killing Fields in Phnom Penh;

a lunch and inspection of Song Saa Private Island, Aspara dinner and dance show, sunrise at the Ankor Wat Temple complex, including visits to Ta Prohm and The Bayon temple.

All applicants will be considered as long as they have a proven sales record with Active Asia.

activeasia.co.nz/agents/famils/

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Getting around by rail in Korea is fast, and you can travel from Seoul-Busan, the length of the country in around two hours due to the super-fast KTX services.

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Pass users can purchase tickets and make seat selections through the

Korail website up to thirty days in advance without having to visit the train station in person. Passes available range from 1, 3, 5 and 7 consecutive day passes, and a 2 and 4 day select pass which is for flexible use.

www.letskorail.com



Stars: hello to WA

WESTERN Australia is rolling out the red carpet for top performing agents from around Australia and NZ as they converge in Perth for the inaugural Global STARS event this week.

The program includes some of WA's most popular destinations such as Broome, the Kimberley, Kununurra, the East Kimberley, the Golden Outback, the Margaret River region, Exmouth and Ningaloo Reef as well as Rottnest Island and Perth.

Tourism WA executive director strategy, brand and marketing services Louise Scott said the event was an excellent opportunity to showcase extraordinary WA and explain all the changes that are happening around Perth to these important members of the travel industry.

Agents from across the Helloworld Travel networks, including 15 New Zealanders, are taking part.



Broome in Western Australia

Europe – Africa

Agents fund jumpers for needy children

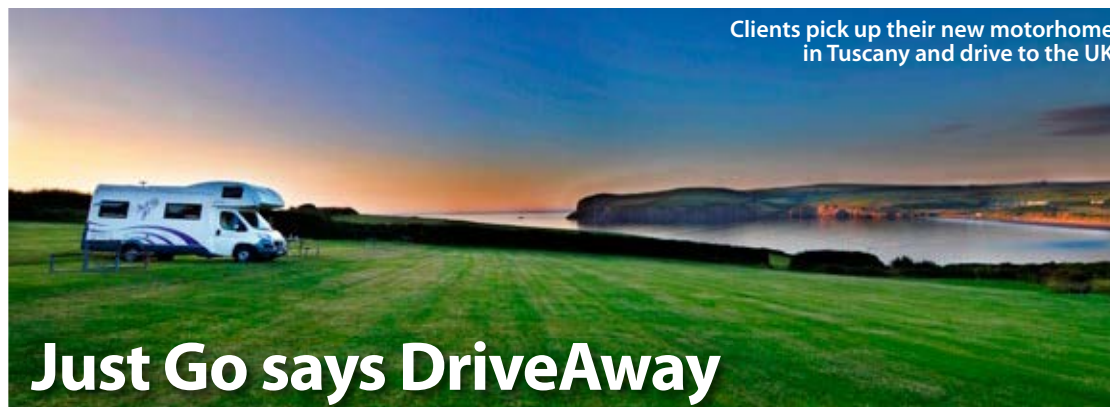
Agents who participated in Adventure World's Africa faml earlier this year have funded the purchase of 15 warm jumpers for local children.

During their stay at the Camelthorn Lodge in Hwange National Park, agents passed a hat around and with the help of Imvelo Safari Lodges raised enough money to buy 15 jumpers for the children.

'There are now 15 little ones who have jerseys to put on every day when they walk to school,' says Imvelo Safaris managing director Mark Butcher.

Ten Kiwi agents visited Camelthorn Lodge on their exploration of Zambia and Zimbabwe with Adventure World's Africa specialist Nicola Harris.

www.adventureworld.co.nz



Just Go says DriveAway

DriveAway Holidays is offering a Just Go Euro motorhome lease for pick ups from March through until May 2018 at half price. Be quick – stocks are limited.

The vehicles come in a variety of sizes catering for groups of two, four or six people and all feature toilet and shower as well as a fully operational kitchen. Clients start from Tuscany, Italy and return to the UK with prices from just NZ\$48.20 per day, including unlimited kilometres and duration, no one-way

fees, full European insurance cover, kitchen packages, and much more.

Customers have the option to travel through 18 countries with the Just Go motorhome.

Driveaway says motorhome bookings for Italy have increased by 67% over the past 12 months and motorhome renters in Europe are organised and prepared, booking on average 143 days in advance. www.driveaway.co.nz/motorhomes

'Last chance' with Topdeck

Topdeck travel has launched a last chance sale for clients wishing to head to Europe for the northern summer. It has savings of up to 50% off on selected 2017 Europe summer departures.

This sale provides an opportunity to fill final spots on last minute departures for spontaneous travellers looking to head off between August and October.

Customers can see Europe in 11 days from \$1063 on Topdeck's Europe Express trip. Visiting

five countries including France, Switzerland, Italy, Germany and the Netherlands, the company says this trip is perfect for customers who are 'big on ambition but short on time'.

Also on sale is Topdeck's 13-day Bravo Italia starting from \$1798 – that's a massive saving of up to \$1797! Departing 20 August 2017, the trip showcases Italy from the ancient wonders of Rome to the renaissance beauty of Florence.

www.topdeck.travel/last-chance-sale

European Travel Expo

Learn more about Salzburg or other parts of Austria at the European Travel Expos taking place in Sydney, Brisbane or Melbourne. The pint-sized city boasts ornate Baroque architecture and an artistic heritage that rivals Europe's capitals. Salzburg's music scene celebrates the legacy of Mozart, the famed Salzburg Festival and the Sound of Music. Beyond Hohensalzburg Fortress, the SalzburgerLand region tempts with equally impressive natural sights. Travellers can tour the world's largest ice caves, explore old salt mines, or cool off at one of Europe's tallest waterfalls. All within two hours of the city.

Pre-register your attendance for the European Travel Expos now for your chance to win 1 of 3 \$500 Visa gift cards! [CLICK HERE](#) for details.

The European Travel Expo are being held Sunday 27 August in Sydney, Sunday 10 September in Brisbane, and Sunday 17 September in Melbourne.



Cruising

A&K Luxury Greek Isles Cruise

A new luxury cruise of the Greek isles has been launched by Abercrombie & Kent on board the new chartered mega yacht 'Le Laperouse' where guest numbers are limited to just 150.

This cruise visits Greek islands: Crete, Santorini, Rhodes and Mykonos; and the lesser-known Simy, Delos and Syros plus a stop in Turkey to visit Bodrum.

Throughout the voyage there are daily choices of shore excursions that include art, nature, architecture, food and wine.

The designed staterooms and suites all have large windows and balconies. A heated, infinity pool is another feature, while an interactive underwater lounge will be the first-of-its-kind.

A&K's 10 day 'Sailing the Greek Isles' 10-19 October 2018 with prices from US\$9,995 per person twin share. Single supplement from US\$4,995. Book by 31 December 2017 and save US\$1,000 per person on stateroom categories 1-3.



Captain Cook launches new service

Captain Cook Cruises will commence its ICC Sydney Ferry service from Wednesday 9 August 2017, using a new ticketless 'ICC Delegate eTravelPass'. To launch the service Captain Cook Cruises are offering 10 trips for only A\$5, available for sale until 16 August 2017 or until sold out.

The ICC Sydney ferry will operate between the ICC Sydney, Convention

Wharf, Barangaroo, King Street Wharf No.1 and Circular Quay, Harbour Master Steps. Ferries will depart daily and approximately every 30 minutes between 6.35am and 7.50pm.

Download the Captain Cook Cruises app, create an account and purchase the ICC Sydney Delegate eTravelPass. **CLICK HERE** for details.

New terminal for Belgium

The port of Zeebrugge, Belgium is expected to have a new terminal building for cruise turnarounds by 2018.

While the port is mainly used as a transit port, there is significant hotel and transport infrastructure that could add to its appeal as a homeport base.

More than 160 ships will call in 2017 and 144 have applied for berth space for 2018.



Petra Nemcova U by Uniworld's 'Guardian Angel'

U by Uniworld, the new river cruise brand for 21 to 45-year-olds sold in New Zealand through youth travel company Contiki, has selected Petra Nemcova as the brand's 'Guardian Angel'.

U by Uniworld will begin sailings in spring 2018 with nine itineraries on the Seine, Rhine, Main and

Danube Rivers, among two renovated ships with a maximum capacity of 120 passengers.

Ahead of its launch U by Uniworld will also support the Happy Hearts Fund, an organisation founded by Petra following her experience during the 2004 Indian Ocean tsunami to rebuild safe, resilient schools

in areas impacted by natural disasters.

U by Uniworld is now live on contiki.com with prices starting from \$2699. Shipboard credits of US\$100 are available for cruises booked and deposited before 30 September 2017 for departures from 14 April to 27 October 2018.

Drone to South America? Leave it at home is advice

World Journeys have had several requests lately for information about travelling to South America with a drone for aerial photography. 'It's complicated,' says director Chris Lyons. 'Each country has its own rules and they are changing all the time. For example, Ecuador bans the use of drones in the very places you'd want to use them – the Amazon and the Galapagos Islands. Drone use in Quito and other major cities is possible in theory but is so highly regulated, with a large fee due and an approval process that takes at least three months.'

'Likewise, drones are banned at Machu Picchu, and in the National Parks of Peru and Chile. Distinctions are made between private use and commercial use, the weight of the drone, the height at which its flown, how close to borders or military facilities you are flying near to, let alone laws around privacy. Many airlines also view drone propeller blades as potential weapons, so require the drone to be checked in as luggage, which comes with its own risks. In a nutshell, leave your drone at home and settle for a great camera and memories of a lifetime,' says Lyons.
info@worldjourneys.co.nz



Big growth sees more Intrepid in Canada

Intrepid Travel is launching new trips to Canada for 2018 in response to growing demand for the Great White North, which has seen sales on popular trips increase by more than 150% in the past year.

Winter trips are also on Intrepid's 2018 hot list, with three new trips into the North American winter added to the range, including the 12-day US and Canada Discovery Winter trip, which includes a white Christmas in New York, ice skating in Ottawa and a snowshoe hike in Vermont.

'Canada has always been popular, but the 'Justin Trudeau effect' has made it even cooler this year. These new trips let travellers experience the magic of a North American winter like a local,' says Brett Mitchell, Intrepid Travel's regional director Asia Pacific.

Intrepid has seen a 20% decrease in bookings to the United States since January 2017, with the country sliding down the hot list almost immediately after Trump's inauguration.

Intrepid's new North America programme offers more than 34 itineraries, including the first dedicated tour of Victoria Island.

Intrepid Travel recently announced that it would double its carbon offsetting on all trips to the United States, in response to President Donald Trump's withdrawal from the Paris climate agreement. This increased commitment to supporting sustainable tourism in the United States includes the new range of 2018 trips.

www.intrepidtravel.com/nz

NZ increases its Vancouver flights

Air New Zealand is growing its Vancouver-Auckland operation by nearly 20% from January to July 2018, providing customers with greater choice and flexibility.

The airline will kick the increases off by moving from seven to eight weekly services during the first half of January peak period, making it easier than ever for Kiwis to escape to the snow.

Frequency of services will also grow over the shoulder season with the airline moving from five weekly services to daily flights during February, and increasing to five services a week in March and April (up from four) and four weekly services during May – mid-June (up from three).

Air New Zealand chief revenue officer Cam Wallace says the airline is delighted to be able to offer its customers more scheduled flights to and from Vancouver.

'We recognise how popular Canada is as a winter destination for Kiwis. We also see the value in increasing services to New Zealand for Canadian tourists, allowing them to escape the winter.'

airnewzealand.co.nz



There's more to do in Vanuatu



Air Vanuatu

helloworld Conference – it's a wrap

All upstanding for outstanding retailer

A standing ovation greeted retiring helloworld retailer, Wayne Orchard when he accepted the inaugural Outstanding Contributor to the Brand Award 2017, at the helloworld awards in Christchurch.

'It's been an outstanding year for us and you've all contributed, but this gentleman has been particularly outstanding,' says helloworld chief executive, Simon Mckearney.

Orchard, helloworld Kaiapoi, was a key member of the Strategy Group, representing all franchisees during the transitional stage moving Harvey World Travel stores into the helloworld brand.

He says it was a long and complicated

transition. 'We did a lot of work, representing all the franchisees, focusing around details such as documentation. The biggest satisfaction for me was working with other managers, developing training programmes, sharing ideas and encouraging each other.'

Orchard says the transition has been a success and that the helloworld brand is starting to really get some traction. 'It's so great to have all that support and expertise from the Auckland team, the technical knowledge, market research, legal knowledge.'

All that notwithstanding, after 21 years in the industry, first with a Holiday Shoppe prior to Harvey World Travel,



Simon Mckearney, helloworld ceo; Wayne Orchard, helloworld Kaiapoi; Kim Grafton, helloworld southern

then with helloworld, Orchard has decided it's time for retirement and has officially 'hung up his boots'.

**Cardboard team mate makes the cut**

When Helloworld Richmond's Vicky McLean said she couldn't come to the helloworld Gala Awards, held in Christchurch on Saturday night, their colleagues brought her anyway. The winners of the Go Holidays sponsored Top \$1.5 million Store carried a cardboard cut out of Vicky to the stage to receive their award. From left: Vicky McLean (in cardboard), Nick Tilly, Rhonda Doole, helloworld Richmond; Marija Tolj, The Travel Corporation; Tim Dunnill, helloworld Richmond; Reece Scott, The Travel Corporation.

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MYSTERY PERSON



Mystery woman

Our caption writer got the names of Thomas Gentz, Air New Zealand and Margaret Spiro, First Travel Group when he was out and about with Tourism & Events Queensland this week. But in his excitement to get to Gusto Restaurant in SKYCITY Grand, Auckland, he forgot to find out who the mystery lady on the left was. If you know, send your answer to competitions@promag.co.nz and don't forget to put Mystery Person in the subject line. Congratulations to Joanna Corbett of World Travellers who figured out last week's confusing Mystery Person! A *Lonely Planet* book is on its way.

Knowledge and prizes at train event

Travel agents will have an opportunity later this month to learn more about the world's greatest rail voyages and win luxury prizes, when Rail Plus unveils its 'Great Train Journeys Showcase' in Auckland.

The three-hour evening event is at Pullman Auckland on 23 August.

The line-up will feature famous and fascinating train voyages from across Europe, Asia, North and South America, and Australia - including every journey featured in the Rail Plus Great Train Journeys brochure.

Agents attending will not only be able to update their knowledge on one of the travel industry's fastest-growing sectors, they will put themselves in the running to win a range of great rail-related incentives, with details on the prizes to be released closer to the events.

Rail Plus commercial director Ingrid Kocijan



Ingrid Kocijan

says the 'Great Train Journeys Showcase' gives agents the chance to tap into an emerging and profitable product category.

'Many agents are fully aware of the quality and wide range of rail voyages on offer,' says Kocijan. 'They appreciate the appeal these products offer travellers, especially those looking to replicate a cruise experience on land.'

'We believe the time is right, therefore, to take agents' understanding and exposure to a new level by bringing together a selection of the very best great rail journeys from around the world.'

As well as rail operators, the showcases will feature airline sponsor Emirates and a collection of national tourist offices representing key rail destinations, allowing agents to learn more about pre- and post-rail tours.

CLICK HERE for details.

New members



SKAL Auckland's lunch event was held at Mikano's Restaurant. New members were welcomed to the club. Pictured with president Gary Dickson is (from left to right) Deb Summers (ID NZ Ltd), Maria Barciela from Across Argentina and David Graham (Quinovic Viaduct)

TRAVELinc

Your personal magazine twice a week

MEMO

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CTS in award running

China Travel Service is one of the four finalists in the Auckland Airport Tourism Industry Champion Award category of the 2017 New Zealand Tourism Awards. This recognition follows winning the Auckland Airport Award for Contribution to the growth of Chinese Tourism in New Zealand at the HSBC-NZCTA China Business Awards recently.

The timing is ideal with preparations underway by the CTS team for New Zealand – China Tourism Year 2019 with numerous events being considered to promote bilateral tourism.

Many leaders in the \$30 billion industry will gather to celebrate the 24 finalists in the revised Tourism Industry Awards at a Gala dinner in Christchurch on Thursday 7 September to announce the winners of the two individual and eight business categories.

PEARL's PEARLER

'My wallet is like an onion, opening it makes me cry.'

CLICK HERE to read TRAVELinc digital's latest supplement: Focus On Romance

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