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## Tip for agents: Stay on top of share economy and other innovations

A need to keep up with the fast changing business environment has been identified as a crucial factor if travel agents wish to remain relevant and successful.

Margot Dow, who is a finalist in the best Travel Agency Manager – Corporate category of the upcoming National Travel Industry Awards, says it is critical for the industry to keep well informed on products such as Uber and Airbnb.



Margot Dow

‘This means we are best placed to give educated advice on how clients can incorporate and manage these share economy services - the risks and legal implications.’

Wellington-based Dow, of APX Travel Management, says a key challenge for a corporate travel agency is the integration piece – ensuring products chosen are offering the best solution for the customer’s specific requirements.

‘There is a greater focus than ever before on technology and innovation, particularly in regards to mobile devices and expense management solutions.’

Continued on page 3

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## Future looks good for Fuzion

Fuzion Travel's move into new Auckland premises on Dominion Road was marked with an industry open day this week.

The move has seen significant growth for the company.

'We have Toby Stanton and his team in Queenstown, plus brokers in Wanaka, Dunedin, Christchurch and Wellington. We've got almost 20 brokers now,' says Stuart McKay, director of Fuzion.

'And there's room for more Auckland brokers to claim a desk in the new Auckland digs,' says McKay.



Andrew Park, Fuzion; Anne Radonich, RAD Marketing and Laura Wadsworth, Sunseeker Travel Marketing



Jack Walshe, Philippine Airlines (centre) with Aish Rangarajan and Bjorn Burton from Qatar Airways



Dave Nicholson, Adventure World; Graeme Moore, World Travellers and Stu McKay, Fuzion



Jacqui Brook, Delta Air Lines, Nicky Keay, Fuzion and Cathy Gibson, ANA



Wendy Stanton, Travelport; Grach Yang and Lishelle Vito, both Air NZ and Rochelle Meharry, Travelport

# You are invited to an Argentinian dinner!

The National Institute of Tourism Promotion of Argentina (INPROTUR) invites you to a dinner with our industry partners.



**When :** Monday 25th September, 6pm

**Where :** The Pullman Hotel, Auckland

**RSVP essential** - Places are limited

**Click here to confirm your presence**

**Argentina**  
WORLD FRIENDLY



## Stay on top of share economy

Continued from page 1

Dow says keys to success in a travel management company include energy, a strong work ethic, resilience, teamwork and a sense of humour.

She says she enjoys the challenge of the industry. 'No two days are ever the same. Travel is a dynamic industry filled with hard working individuals who embrace change, and best of all we have a lot of fun along the way.'

Emily Johnson, House of Travel Whangarei, is in the running for the Best Rookie of the Year title.

She entered the travel industry as a leisure consultant two years ago, with no previous training or experience, after taking the plunge and leaving her 'safe place' at an accountancy firm for seven and a half years.

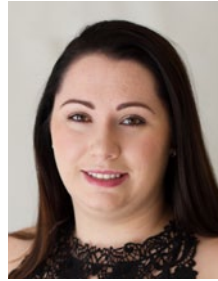
'A few of my tips for success would be to know your point of difference

as a consultant and be confident, build a strong rapport from the first point of contact and listen to your clients and provide them with what they are after.'

She says travel consultants don't know what part of the world they will be taken to – which makes it exciting. 'The best holidays are created together and I love that I am able to help my clients plan a holiday to best suit their needs.'

'Hearing all the memories clients have made while they are away really shows that I am doing my job well and gives me huge satisfaction.'

• *This is the second of our series interviewing finalists in the upcoming NTIA. See also Tuesday 12 September.*



Emily Johnson

## Earlybird has 'had its worm'

Adapting to booking patterns and constantly monitoring the costs to travel are two key factors in being a successful travel agent now, says Billy Ballantine, of Lakers House of Travel in Invercargill.

'I think within five years no one will book anything until within six months of travel,' says Ballantine, who is a finalist in the best travel consultant – retail category of the TAANZ National Travel Industry Awards.

'The earlybird has had its worm and we need to adapt to this. Getting ready for the next step – as a travel agent or any business – we must always be relevant and be prepared for the unknown, continually working on our point of difference.'

He says monitoring airfares is critical. 'My thinking is that Kiwis will travel regardless, so is it really necessary to have the rock bottom cheap deals out in the market that we are currently experiencing?'

Ballantine is clearly not an agent who



Billy Ballantine (left) advising a client at Lakers House of Travel, Invercargill

feels threatened by the internet. 'Maybe the online thing will end up being a fad as a lot of time can be wasted in people's time-pressured lives, searching online never actually knowing if you have the best deal or not.'

'Maintaining relationships is the key and being transparent to show what we do is also what the public want.'

## Boutique operator appoints NZ rep



Lisa Pagotto

Boutique tour operator Crooked Compass is now represented in New Zealand by Mark Snoxell of Exposure Downunder.

Crooked Compass was founded by Lisa Pagotto in 2014 and has made good traction in Australia since. Focusing on small group touring and customised itineraries, the company focuses on inspiring, educating and encouraging travellers to understand responsible tourism. It provides culturally immersive experiences and supports local communities and projects.

[info@exposuredownunder.com](mailto:info@exposuredownunder.com)

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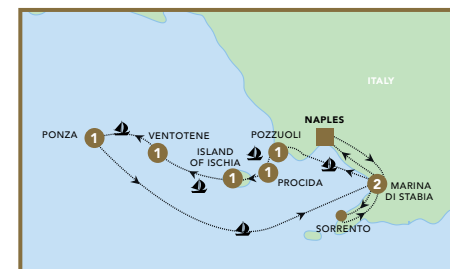
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## Americas

### Argentina in Auckland: agent function details

As the trend for New Zealanders to travel to South America continues to flourish, the National Institute of Tourism Promotion of Argentina (INPROTUR) will give this a further boost by hosting travel agent roadshow events in Auckland.

The Argentina roadshow will be holding events on Monday, 25 September 2017 at the Pullman Auckland. Travel agents are invited to learn from industry partners about this destination and its diverse offerings.

In addition, INPROTUR will be hosting separate special workshops for wholesalers with a focus on a more individualised approach.

Amid a continent and a culture considered to be largely unfamiliar to most New Zealanders, INPROTUR presents an opportunity for those in the travel industry to discover what makes Argentina attractive for all types of traveller.

Given its incredibly varied climate, Argentina is home to a myriad of extreme landscapes, each offering their own blend of exclusive activities and

highlights. The options are endless; explore the vast expanse of Patagonia, trek across the glaciers of Perito Moreno, or roam the streets of Buenos Aires – the cultural and food capital of Argentina.

Argentinian partners attending the roadshow include: Acrossar.com, Eurotour, Furlong Incoming, Scenery Travek Service, Tower Travel, and La Ventana.

To register, go to:

[www.eventbrite.com.au/e/argentina-roadshow-auckland-2017-tickets-37594019725](http://www.eventbrite.com.au/e/argentina-roadshow-auckland-2017-tickets-37594019725)

### Cuba after Irma

Viva Expeditions & Chimu Adventures will revise each booking to Cuba that includes visits to Hurricane Irma affected areas on the island during September and October.

‘We will advise in each particular case when alternative plans need to be implemented. If we do not advise of any changes, it means that the itinerary can be carried out without any difficulties,’ says Viva managing director.

‘For new bookings and quotations we will be considering all the information above in order to design a nice itinerary for our mutual clients. We do believe that there is a beautiful island waiting for them.’

Williams says that after the hurricane has passed, the Cuban Government is taking all the necessary measures to reinstate the main services and



Cuba is recovering after Hurricane Irma

operations as soon as possible.

‘This has been one of the most powerful storms that have hit the island. Almost every province has been affected in one way or another. However, many of them are in the recovery stage.’

### Yoga in the Refectory

The High Line Hotel has announced new dates for its popular Yoga in the Refectory series. The classes will take place in the hotel’s refectory on 18 and 25 September and will feature yogis from two of New York City’s top studios, Modo Yoga NY and Yogamaya.

Designed to provide hotel guests and neighbour’s with an escape to welcome New York City’s fall season, the yoga series will feature classes of various disciplines for novices and advanced practitioners.

All classes are complimentary. To secure a place in each yoga class, participants are asked to email [yoga@TheHighLineHotel.com](mailto:yoga@TheHighLineHotel.com) as space is limited.

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 **Viva!**  
EXPEDITIONS

## New at Carlson

Carlson Rezidor Hotel Group, has appointed Katerina Giannouka as president, Asia Pacific. She will be based in Singapore, at Carlson Rezidor Hotel Group's Asia Pacific headquarters, and will join by 4 December 2017. Giannouka will be a member of Carlson Hotels' executive leadership committee, where she will work in tandem with the global and Asia Pacific leadership teams to drive success and growth for Carlson Rezidor Hotel Group. In her role, she will be responsible in leading the Asia Pacific executive committee and its corporate offices in Singapore, Shanghai and Delhi.



Katerina  
Giannouka



Crooked Compass is running a ladies only tour in Nepal next year

## Females' foray to Nepal

Crooked Compass is offering a women's only tour in Nepal.

The tour visits the Himalayas including Mt Everest, flat lowlands and tropical jungles.

The experience in Kathmandu starts with a morning yoga class before clients head into the city to mingle with ethnic minority groups and embrace two of the world's great religions,

Hinduism and Buddhism.

They will also unwind at one of the finest spa resorts in Nepal offering a blend of Vedic philosophy, Buddhist medicine and traditional Himalayan knowledge.

The 10 day tour runs from 15 to 24 September 2018.

Crooked Compass is represented in New Zealand by Exposure Downunder. [info@exposedownunder.com](mailto:info@exposedownunder.com)



## Romance in Bali

Exotic Holidays is highlighting Bali as an ideal destination for clients seeking a romantic holiday.

Managing director Rahul Sharma points out that agents can recommend villa accommodation, offering more space and a greater sense of privacy than regular hotel rooms.

'Often these combine tropical and traditional Balinese elements in décor and architecture,' he adds. 'A romantic stay in Bali can be within easy reach of the beach, so clients can enjoy Bali's magnificent sunsets then return to their own homely villa with a bathtub full of rose petals, or a poolside dinner complete with candles floating on the water.'

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## Asia – Africa

## A&K's new Africa, Arabia & Persia brochure

Abercrombie & Kent has released its new collection of journeys through Africa, Arabia and Persia. Twenty-four countries are covered with a range of travel styles.

In Africa there are wildlife experiences available, for independent travellers and small groups. There are over 20 different safaris on offer, in East and Southern Africa. Beach stays on the Indian Ocean are also featured as well as cultural trips in West Africa and Ethiopia.

A new journey for rail enthusiasts, includes the Blue Train between Pretoria and Cape Town and safaris in two South African game reserves. For a family adventure, a new Southern African safari is available. Accommodation is in villas and houses and guests have their own guides, vehicles and chefs. In Kenya a new safari includes boutique lodges and safari experiences from Nairobi North to Samburu and concluding in the Masai Mara.

Egypt has three journeys featuring Nile cruises. With over 30 years' experience in Egypt and nine offices throughout the country, A&K understands the local political climate, gauging traveller safety.

In Arabia there cultural journeys through Jordan and Israel, Oman and the U.A.E. Two experiences on offer in Iran, are becoming popular due to the array of ancient sites, landscapes and the hospitality of its people and Persian culture.

## Innovative guarantees over 100 departures

Innovative Travel has released its new Asia brochure with an increased focus on boutique small group tour departures for 2017 and 2018.

'Travel agents and clients are seeking peace of mind when they're booking a small group tour. With all of our tours guaranteed with a minimum of two clients, it creates assurance at the time of booking,' says Innovative Travel managing director Robyn Galloway.

'It is exciting to see the Small Group tours trending upwards, hence for the later part of 2017 and for 2018, over 100 guaranteed departures are offered.'

Galloway says traditional small group destinations for Vietnam, Myanmar and India have been supplemented by new destinations – Japan and Sri Lanka.

'Our philosophy is to continue to have the best local representatives in each country ensuring authentic local experiences. This is important as our typical client is an experienced traveller and wants to connect with the locals, whilst staying at more boutique hotels. With over 27 years' experience, we are the 'trusted travel choice,' says Galloway.

[www.innovativetravel.co.nz/brochures](http://www.innovativetravel.co.nz/brochures)

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## New bike & barge tour

France meets Belgium by Bike & Barge is one of the new tours in Cycling Europe's latest offering.

This 15-day bike tour, detailed in the company's Bike, Boat & Barge brochure, is between Paris and Bruges and explores 'less touristy' northern France and Flanders where small art-deco towns mingle with grand palaces like Chantilly, Compiègne and Bierancourt.

Cycling Europe's founder Jill Grant says World War I memorials in the Somme Valley, Vincent Van Gogh's heritage and Belgian beer are just some of the highlights.

The barges are small and intimate with 20-24 passengers only. The cycling grade is easy and relaxed and between 35-65km per day.

The cost is from \$3845 plus bike hire \$274.

[cycling-europe.com/images/bargebike18.pdf](http://cycling-europe.com/images/bargebike18.pdf)

## Thronies unite

Fans of Game of Thrones will have the opportunity to meet a Knight of the Kingsguard and a member of the Night's Watch at the Winterfell Festival on 24 September.

The festival, which is being hosted by the National Trust, invites visitors to step into the world of the Stark family at Castle Ward, the iconic filming location for Winterfell, House of Stark, in the popular HBO series.

Tickets for the festival are proving hugely popular with visitors travelling to County Down, Northern Ireland for an insight into George R. R. Martin's mythical world of Westeros.

Ian Beattie, aka Meryn Trant, Knight of the Kingsguard and Michael Condron, aka Bowen Marsh, First Steward of the Knight's Watch will be hosting a series of 'walk and talks' during the one-day festival. Festivalgoers will be able to meet the actors and learn about their experiences on set filming Game of Thrones.

Visitors will also get to see Grey Wind and Summer, two of the Direwolves raised by the Stark family.

Winterfell Festival centres round the King's Tournament Games. Historical reproduction company Irish Arms will perform a series of medieval jousting performances on horseback throughout the day. Sword sparring, jesters and falcon flights will add to



Visitors to the Winterfell Festival will get a chance to meet Ian Beattie, Knight of the Kingsguard

the atmosphere in the tournament ring where visitors will be able to feast on roast hog washed down with local cider.

[www.nationaltrust.org.uk/castle-ward/features/winterfell-festival-2017-](http://www.nationaltrust.org.uk/castle-ward/features/winterfell-festival-2017-)

## Swiss earlybird deals

Tempo Holidays and Switzerland Tourism are offering agents early bird discounts on a range of Switzerland rail packages until 31 October 2017.

Travellers can save up to \$427 with Tempo's free upgrade to first class, on the 8-day package Ultimate Swiss rail adventure. This package also includes a bonus Gornegrat excursion as well as seven breakfasts and a paddle steamer cruise. Prices for this package start from \$2168pp.

Or clients can save up to \$283pp on Tempo's three-day Glacier Express package. This package includes two breakfasts, accommodation in standard hotels and includes lunch onboard the train. Prices start from \$907 per person.

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## Airlines

## Wellington embraces global connections with SQ flights

Since the launch of the Singapore Airlines 'Capital Express' service last September, Wellingtonians have embraced the connectivity that the flights have delivered, travelling to a variety of destinations across the Singapore Airlines global network.

The service, which operates four times per week, has connected Wellington to the world via Singapore's world famous Changi hub with the Singapore Airlines, SilkAir and Scoot network opening the door to explore over 135 destinations in 37 countries.

Singapore Airlines general manager New Zealand, Mr Simon Turcotte said the 'Capital Express' service had certainly appealed to New Zealander's appetites to travel.

Over the last 12 months, the top 10 end-point destinations that Wellingtonians have travelled to using the Capital Express service, are: Canberra; Colombo; Delhi; Hanoi; Ho Chi Minh City; Kuala Lumpur; London; Mumbai; Phuket; Singapore.

Wellingtonians haven't been the only ones taking advantage of the new service with customers from around the globe making use of the direct services to New Zealand's capital.

The top 10 destinations inbound customers have travelled from since the service began operating last year are: Bangkok; Canberra; Delhi; Frankfurt; Jakarta; Kuala Lumpur; London; Manila; Mumbai; Singapore.

Emirates will add another A380 service to the Sydney route



## Emirates adds extra Sydney flight

Emirates is set to introduce a fourth daily service between Sydney and Dubai from 25 March 2018, complementing its existing three daily A380 services.

The new service will also be operated by Emirates' A380 aircraft and will increase passenger capacity on the route by 6846 seats a week, inbound and outbound between Sydney and Emirates' hub in Dubai, and represents a 7.3% increase in capacity for Emirates' Australian services.

It also builds on Emirates' partnership with Qantas, meeting continued demand for services to Dubai and complementing Qantas' re-routing of its current Sydney to London service via Singapore (instead of Dubai).

Earlier this year Emirates announced plans to enhance its Australian services, with a third daily service set to be introduced between Dubai and Brisbane from 1 December 2017 and operated by a B777-200LR. Emirates will also upgauge its third daily flight between Dubai and Melbourne from a B777-300ER to an A380 from 25 March 2018. This change will ensure all three of Emirates' daily flights to Melbourne will be serviced by A380 aircraft.

The A380 aircraft offers 489 seats in a three-class cabin configuration with 14 private suites in First Class, 76 flat-bed seats in Business Class and 399 spacious seats in Economy.

[www.emirates.com](http://www.emirates.com)

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## Pacific Islands



### Fijian resort adds water park

Shangri-La's Fijian Resort and Spa has installed the first water park in the Coral Coast region, adding to its array of water activities for guests. Geared towards children from aged seven years and older, the water park is now open.

The water park, which measures 25 metres by 25 metres, comprises of 19 interconnecting pieces that include a rodeo slide, monkey bars, wiggle bridge and an action tower. It is three metres tall at its highest point. Access to the water park is complimentary and for registered hotel guests only.

### Developments at Club Raro

Club Raro Resort has begun construction on what was previously its tennis court site due to an increase in demand for accommodation at the property.

The new development is a studio apartment with a private courtyard. The work is scheduled to be completed and ready for business in early 2018.

Guests booked to stay in the self-contained units close to the construction site will be offered an upgrade to a higher room category, subject to availability at the time of check-in and

an upgrade to a cooked breakfast by way of compensation.

In addition to the new upcoming apartments, Club Raro Resort has converted the previous four-bedroom house into two new apartments. Each apartment features two double bedrooms with televisions, kitchenette, spacious bathroom, lounge area and a small garden. The resort no longer has the tennis court or table tennis as activities but still offers the free dive lessons on Tuesdays and Fridays, a pool table and board games.

### Nanuku's bed & breakfast option

Nanuku Auberge Resort has introduced a new bed & breakfast option.

Priced from F\$1447\* per couple per night, the offer comes with an a la carte breakfast choice served in the resort's Kanavata Restaurant including coffees



and teas.

The bed & breakfast option also includes complimentary extras ranging from a selection of non-alcoholic beverages, wifi, in-villa IPTV and complimentary movies to the services of a 'Villa Mama' and 'Nanuku buddy'.

Free use of the resort's non-motorised water sports equipment includes snorkelling gear, paddle boards, kayaks, hobie cats and bicycles.

A daily complimentary activities programme features scheduled yoga sessions, guided beach walks and hikes, afternoon tea with scones and jam and canapes at the resort's bar during cocktail hour.

Conditions apply.

[www.aubgereresorts.com](http://www.aubgereresorts.com)



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## Australia

Peppers Noosa Resort & Villas



### Peppers partners Noosa Film Festival

Peppers Noosa Resort & Villas has partnered with the Noosa International Film Festival (NIFF) as the preferred accommodation provider for the film festival's four-day event from 26 – 29 October 2017.

The festival will present 100 short and feature length films from 31 countries, inspirational talks and workshops, and a

special digitally remastered screening of The English Patient by award-winning cinematographer, John Seale, who is returning to Noosa as the festival's Founding Patron.

This year, all festival goers are entitled to 10% off the daily rate on Peppers Noosa Resort & Villas accommodation.

### Whitsundays bounces back

The Whitsundays tourism industry has welcomed \$7m in funding from the state and federal governments to help it bounce back from the effects of Tropical Cyclone Debbie.

Four key tourism infrastructure projects in the Whitsunday region will receive funding under the landmark joint Federal and Queensland Government funding package, which was announced on Saturday following consistent lobbying during the past six months by Whitsunday Mayor Andrew Willcox and Tourism Whitsundays' chief executive officer Craig Turner.

Of the \$7m funding, \$4.5m will go to four infrastructure projects located in the Whitsunday Islands, Bowen and Lake Proserpine, an additional

\$2 million Tourism Recovery Fund will provide grants for projects that will drive tourism to the Whitsunday Regional Council area, and up to \$500,000 will fund coral propagation research and coral gardening.

Turner says it was important that the projects were tourism infrastructure projects designed to drive visitation and length of stay in the region.



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## New Zealand

### South Island tours aim at Australians

A \$1 million campaign started recently is designed to encourage more Australians to tour the South Island in autumn.

The Tourism New Zealand-led campaign is being run in partnership with Christchurch Airport, and 14 South Island regional tourism organisations. The focus will be on five touring routes, starting from Christchurch.

Tony Saunders, Tourism New Zealand's general manager Australia, says Australians want to experience the South Island but tend to think it's just for adventure travellers. 'This campaign provides them with a selection of itineraries that include well known touring routes covering a variety of experiences and attractions. We want to make it easy for them to imagine, plan and book a South Island holiday.'

Starting all journeys in Christchurch is important to the success of the campaign. 'Regional dispersal is a key part of Tourism New Zealand's strategy to drive visitors to non-gateway regions. When travellers fly into Christchurch, they tour and tend to visit more than three other regions.'

The South Island Journeys campaign targets independent travellers and first time arrivals and focuses on travel between March and May 2018. Key trade partners are Flight Centre and Air New Zealand.

### Trifecta for Jet Park

Jet Park has been named as a finalist in three different hospitality awards for 2017 – Hospitality Association of New Zealand National Awards, Westpac Auckland Business Awards and Westpac Rotorua Business Awards.

Jet Park Hotel & Conference Centre has been nominated as national finalist in the categories of best hotel and best redeveloped accommodation in the Hospitality Association awards.

The hotel is a finalist in the Excellence in Customer Service Delivery section of the Westpac Auckland awards, and the



Finalists in three different awards... something to celebrate for the Jet Park team

Westpac Rotorua Business Awards 2017 – see Jet park Hotel Rotorua make the cut as a finalist in the Hospitality and Attractions Business Award.

### Auckland unleashes tourism ambassadors

A new initiative to develop Auckland tourism ambassadors launched this week.

The training programme is designed to upskill frontline staff from Auckland tourism businesses, helping them expand their local knowledge, and providing them with simple tools to create positive and memorable experiences for visitors to the region.

Auckland Tourism, Events & Economic Development (ATEED) head of tourism, Jason Hill, says the programme will equip tourism staff who interact with visitors each day with useful information about the Auckland region.

'International visitors already rate us highly as a destination, and this course will add to the warm welcome visitors already receive when they come here.'

Participants will take part in a three-hour



Jason Hill

workshop that delves into the history and story of Auckland, including local Māori history and legends, the experience of early settlers and how the local economy has evolved.

They will also receive tips on how to better connect with visitors from key international markets, ensuring they are left with a positive and lasting impression of Auckland.

The course has been developed by Queenstown Resort College, which has successfully rolled out variants of the programme in four locations including Queenstown and Wanaka. The Auckland Ambassador Programme will be the first of its kind in the North Island.

The programme is open to everyone for a small fee of \$40+GST per person.

[nzambassador.com/](http://nzambassador.com/)

### YHA, Tomahawk team up

YHA New Zealand has confirmed Tomahawk as its new digital marketing agency partner.

'Tomahawk was appointed following a selection process from a group of innovative digital leaders invited to respond to the RFP,' says manager, marketing and sales of YHA New Zealand, Brian Westwood.

He says YHA New Zealand's market audience are predominantly digital natives. 'That means they expect, in fact demand, fast efficient and intelligent online experiences when booking their accommodation. It sounds obvious, but delivering simple, efficient and effective online solutions for a network of 40 hostels and hosting over 700,000 guest nights is far from simple. We compete against distribution giants like Booking.com and Hostelworld who spend millions on their online tools and as a result are gaining a significant share of bookings. In order to meet that demand and regain more control of our distribution channels we need to undertake a complete refresh of our booking engine and website presence.'

The new interactive website is due to be launched May 2018.



Experience exceptional dining in our award-winning restaurant!

New Bistro menu out now



## Expo showcases New Zealand travel

Travel and tourism personnel in Auckland are being urged to head along to the first NZ Experience Travel Expo this week.

Being held on 16 and 17 September at Ellerslie Event Centre, the expo is free to enter and parking is also free.

Organiser Matt Riley says the expo is offering a number of prizes. 'Whether attendees want a rental van, rental vehicle, activities or accommodation, we have a large pool of prizes available.

'And to help ease the stress on families, we have some activities and amusements available to children to allow the adults to take in all that is on offer.'

[www.nzexperienceexpo.co.nz](http://www.nzexperienceexpo.co.nz)

## Global Travel Network updates managers

Global Travel Network held its quarterly managers update in Auckland this week, with over 20 different managers attending.

'These updates give the GTN independent agents a new found opportunity to network, something that hasn't previously been available to them,' says GTN director Rob Beecher.

'Topics such as airline overviews, GTN dedicated famils, conference feedback and plans, marketing and more were covered.

'With the growth from 18 to 29 airlines servicing New Zealand in a short two years, it's important to keep our agents updated and get them networking and sharing ideas.' states Beecher.



Rob Beecher, GTN director; Terri, Supreme Tours and Travel; Noriko Fujioka, H.I.S NZ Ltd

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## Pink Star Walking with Trafalgar

Trafalgar invites agents to join the team at this year's Pink Star Walk events in Auckland, Wellington and Christchurch, in support of the New Zealand Breast Cancer Foundation.

As a supporting partner of this year's walk, Trafalgar has donated a 12-day European Spotlight trip for two including flights to one lucky walker who raises \$100 or more on their Pink Star Walk fundraising page.

The Auckland event will run during the evening of 7 October at the Domain, the Christchurch event is happening on 28 October at Hagley Park and the Wellington event will begin at Frank Kitts Park on 11 November. 5km and 10km are available in Auckland and Wellington, with a 5km option in

Christchurch.

Trafalgar will cover the cost entry for agents wishing to walk alongside them at the events and provide a pink tshirt to wear on the night. Spaces are limited so please RSVP to [rsvpnz@ttc.com](mailto:rsvpnz@ttc.com) along with your tshirt size by 20 September.



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## MYSTERY PERSON



## Who is this mystery person?

When our photographer attended the opening of the new Fuzion World Travellers office in Auckland this week she noticed that this guy was too busy to stop working – and obviously she was reluctant to interrupt him. But who actually is he?

If you know, email the mystery man's name to **competitions@promag.co.nz** and remember to put mystery person in the subject line.

Congratulations to Warwick Andrew, Prestige World Travel who correctly guessed himself as last week's Mystery Person! A *Lonely Planet* book is on its way.

## Young travel industry Skål Club group forms in Christchurch

What is reputed to be the first Young Skål Club in Australasia was launched in Christchurch this week.

Young Skål groups were set up by the travel fellowship organisation Skål Club International in 1999, with the aim of creating a great awareness of the club among young people studying for or training in the various sectors of the travel and tourism industry.

However, until now there have been no Young Skål Club established in New Zealand or Australia, according to Bruce Garrett, president, Skål Club Christchurch.

'Approximately 40 travel and tourism students from Ara, Avonmore, Lincoln and the NZ School of Tourism were given an introduction to the concept and a presentation from the Christchurch Skål Club,' Garrett says.

'The students were then invited to

become inaugural members. Being members of Young Skål will not only give them an opportunity to network with fellow students and young professionals making a start in their careers in travel and tourism, but also access to many of the leaders and decision makers in the local tourism community who make up the Christchurch Skål Club.'

Garrett says the Christchurch Skål Club has nearly 100 members who are all keen to assist with the development of young talent, and many of whom will act as mentors for the Young Skål members. 'This will provide a valuable network of contacts for the youngsters and access to a pool of young talent for the professional members.

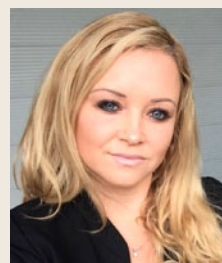
The Young Skål members will establish their own committee and develop their own meeting schedule and format, and will be represented on



Junel Katuin, Georgie Lawrence, Amelia Lay, all from Lincoln University attending the launch of Australasia's first young Skål information event at The George

the board of Christchurch Skål. They will be encouraged to attend regular Skål meetings and events whenever possible. Christchurch Skål will also have representation on the Young Skål board to assist with the Club establishment and ongoing development, and to provide a conduit between the two groups.'

## New Thailand rep



Angela Farrelly

Angela Farrelly has been appointed as Tourism Authority of Thailand's new marketing representative for New Zealand, effective 1 October.

Farrelly has worked in top tier corporates such as Air New Zealand and IAG.

## TRAVELinc MEMO

Your personal magazine twice a week

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## PEARL's PEARLER

'This girl said she met me at the Vegetarian Club, but I had never met herbivore.'

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

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