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## Corporate agents urged to say 'bonjour' to New Caledonia

Incentive operators, corporate travel agents and meeting planners have been urged to consider New Caledonia if they are looking for somewhere different to recommend to clients.

New Caledonia Tourism hosted key players on the business tourism side of the trade to lunch at Maison Vauron, Auckland on Friday and promoted both the 'France in the Pacific' appeal of Noumea and the various attractions beyond the city.

Incentive travel practitioner Moni Collins, managing director of MTC Concepts, gave a brief presentation during the lunch and says he has recently taken an initially reluctant group to the destination.

'New Caledonia was not the first choice and a lot of people in the group didn't understand the destination,' says Collins. 'That's a challenge, but it's one to overcome. When the group got back, people were saying it was the best trip ever. So if you haven't taken a group or done a programme in New Caledonia, give it a go.'

Sally Pepermans, New Zealand representative of Tourism

*Continued on page 3*

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## YOU Travel now open in Ponsonby

YOU Travel Ponsonby has opened its doors at its new location on College Hill in Ponsonby.

A division of Fortis Travel Group, YOU Travel brings its retail entity to enhance the overall business offerings.

‘If we were to be serious about growing our retail travel business, then we needed a strong retail brand that suited our customer demographic,’ managing director Blair Huston says.

‘We believe that YOU Travel certainly fits that description, and being part of the First Travel Group, everything just made a lot of sense.’

Last Thursday night Fortis Business



Travel held a function to open the new office. All divisions of Fortis Travel Group, which include Fortis Business Travel, YOU Travel and Global Sports and Events, are housed in the new premises. About 70 customers and preferred partners attended the event.

## TAANZ and Dubai Tourism new partnership

The Travel Agents' Association of New Zealand (TAANZ) yesterday announced it has joined Dubai Tourism in a partnership designed to extend agency knowledge and selling expertise of the region.

TAANZ chief executive Andrew Olsen says the two organisations talked a lot about ensuring the programme is user friendly and realistically achievable for agents participating.

‘We’re comfortable that the web based format is just that, offering a fun and interactive learning experience for selling agents. Dubai Expert designed by Dubai Tourism will lead to a high number of programme graduates who

will be experts in selling the excitement and diversity that Dubai offers.’

Julie King, director, Dubai Tourism – Australia & New Zealand, says New Zealand is an important market for the destination.

‘This year alone we are experiencing a 7% growth from the market, which is an indication of the appeal of the destination. We are confident with further tools and continual education and the strong partnership with TAANZ we can grow this further.’

TAANZ will host Dubai Tourism content on its website as well as sending out regular news updates.

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## Grants to help grow domestic tourism

Three tourism operators are aiming to grow their domestic market share after winning \$4000 marketing grants from Tourism Industry Aotearoa.

Shantytown Heritage Park in Greymouth, River Valley Ventures in Taihape and Dart River Adventures at Glenorchy were the successful applicants for TIA's 'DGIT Do It' grants.

The 'DGIT Do It' grant programme aims to promote the online domestic marketing tool DGIT (Domestic Growth Insight Tool), which helps tourism operators identify domestic market segments and how best to target them.

The grants were provided by TIA in partnership with digital marketing agency Tomahawk and the Domestic Tourism Working Group. Each winner receives a \$4000 (+GST) marketing grant to undertake a social media marketing campaign aimed at the domestic visitor market.

TIA advocacy manager Steve Hanrahan says the grants were in hot demand, with almost 60 applications.

'The applications were of a very high standard, with many applicants demonstrating they were keen to have a far greater focus on attracting domestic visitors. DGIT provided them with the data to assist in focusing their campaign on a particular segment and region, and many had built strong business cases to show an investment in marketing would likely provide a good outcome,' he explains.

'The grant process has met its goal of encouraging operators to use DGIT and, just as importantly, given them the confidence and insight to invest in marketing to the domestic market,' explains Hanrahan.



Moni Collins, MTC Concepts; Charlotte Michel, Chateau Royal; Mark Hutchinson, NZ Travel Brokers; Vanessa Tjemplon, Aircalin

## Agents urged to say 'bonjour' to New Cal

*Continued from page 1*

New Caledonia says the destination has had a massive year in the corporate groups area and the aim is to keep the momentum going.

She says both corporate and leisure groups can discover more than they



Put your business cards in for the draw ladies, says Sally Pepermans (centre), New Caledonia Tourism to Pauline Pastoors and EJ Goodhew, both Event Dynamics



Marieke Mendez, Marriott; Stacey Butcher, Orbit World Travel; Tanya Stranks, World Travellers; Suzanne Kenyon, New Caledonia Events

realise – from French Cowboys in the New Caledonian outback, to seeing whales in the lagoon, taking a trip to Isle of Pines, and exploring the Melanesian culture – particularly of the Kanak people on the east coast.



Camille Monvoisin, Marriott; Franck Castillo, Oceania Football Confederation

## Communicating for HoT

Marissa Kirkham recently joined House of Travel as the new communications and sponsorship manager following a previous position at Mango Communications.



Marissa Kirkham

Kirkham is responsible for the public relations strategy of the brand as well as management of key partnerships with Hospice New Zealand, Netball New Zealand and the New Zealand Olympic Committee.

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## Cruising

### Southern sailings

The all-suite paddlewheeler American Duchess is in New Orleans for final preparations before her 14 August 2017, inaugural sailing. Everything from the hull up was assembled in Morgan City, Louisiana, and underwent sea and river trials under Coast Guard supervision. The 166-guest vessel will join American Queen, sailing itineraries on the Mississippi River and tributaries, with overnight stays in cities like Nashville and New Orleans.



### Online tour

Clients can get aboard the luxurious Seven Seas Explorer without leaving their seat, thanks to Regent Seven Seas Cruises' new 360-degree virtual tour.

The online showcase marks the first anniversary of the ship's launch, allowing guests to explore the atrium, the Compass Rose restaurant, the Meridian Lounge, and the Canyon Ranch SpaClub, as well as taking a moment to appreciate Seven Seas Explorer's art collection.



View the Seven Seas Explorer virtually

### Croatia small-ship cruise deal

World Journeys has a special offer on one of its popular eight-day Croatian small-ship cruises this year.

Clients who book by 31 August 2017 will save \$400 per person on departures 30 September 2017 Porec to Dubrovnik; and 7 October 2017 Dubrovnik to Porec, subject to availability.

The cruises are priced from \$2595 per person share twin (after the

saving), which includes airport transfers, guided sightseeing, breakfast daily/six lunches/three dinners, coffee/tea/water, luggage handling, free wifi, service taxes and a cruise manager throughout. Port tax of \$175 per person is additional.

**worldjourneys.co.nz/destinations/europe/croatia/adriatic-cruise/25000907/**

### HAL has explore4

Holland America Line has launched its explore4 deals.

Clients can choose from 600+ cruises and take advantage of all four special offers – a signature beverage package, free or reduced fares for third and fourth guests, dinner in the Pinnacle Grill, and 50% reduced deposit. A bonus offer for suites is a US\$200 onboard spending money deal.

Offers are applicable on select 2018 – 2019 sailings and agents should check terms and conditions.

**[www.ftmcruise.co.nz](http://www.ftmcruise.co.nz)**



## Aqua Expeditions – Savings on the Mekong

### Save on Aqua Mekong Departures between 01 May 2018 and 27 July 2018

- 3 Night Discovery Cruises from US\$2,835pp – Save US\$1,215\*pp
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What's Included: meals and beverages onboard, shore excursions, bicycle use, internet, laundry and group transfers.

\*Rates shown are in USD, twin share in First Deck Suite, includes taxes and all discounts. Savings based on cruise fares between 01/05/18-27/07/18 compared to fares outside of that time. Additional Terms & Conditions apply.

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## NEWS IN BRIEF

## CX's silver lining

Cathay Pacific is reminding agents that it only takes one return business class trip to Europe for clients to earn enough points for Marco Polo Silver status, which offers a host of benefits including advanced seat reservation, no cost for extra-legroom seats, additional luggage allowances, lounge access and more.

## QF special to Japan

Qantas has special return fares from New Zealand to Japan. Fares start from \$849, AKL/CHC (via BNE/MEL) to Tokyo (NRT) or \$1049 AKL/WLG (via SYD) to Tokyo (HND). Valid for sales and ticketing until midnight 20 August 2017. [www.qantas.co.nz/agents](http://www.qantas.co.nz/agents)

## Asia-Pacific airlines' strong growth continues

Asia-Pacific airlines' June traffic jumped 9.1% compared to the year-ago period, according to the latest figures from the International Air Transport Association (IATA).

Capacity in Asia-Pacific rose 7.9% and load factor edged up 0.9 percentage points to 79.3%. The overall upward trend in seasonally adjusted traffic remains strong, although volumes have slipped in recent months.

Traffic on Asia-Europe routes continues to trend upwards, following terrorism-related disruptions in early 2016. However, solid demand

growth on international routes within Asia has paused.

June international passenger demand overall rose again compared to June 2016. All regions recorded growth, led by airlines in Africa.

European carriers saw traffic rise 8.8% in June compared to June 2016, which was up from a 7.5% year-over-year increase recorded in May. Capacity climbed 6.5% and load factor rose 1.8% percentage points to 85.9%, highest among the regions. The stronger growth reflects both a favorable comparison with the year-ago period, as well as increased momentum in the

regional economic backdrop.

Middle Eastern carriers posted a 2.5% traffic increase in June, which was a slowdown from the already subdued 3.7% growth seen in May.

North American airlines' demand rose 4.4% compared to June a year ago. Capacity climbed 4.1%, with load factor inching up 0.3 percentage points to 84.5%. The comparatively robust economic backdrop in North America is expected to continue to support outbound passenger demand. *(Earlier story in yesterday's One Minute Memo)*

## Aircalin special in August

Aircalin has a new special, Goodbye Winter, Bonjour New Caledonia, flying to Noumea from only \$265 one way including taxes.

Sale period is from 4 August 2017 to

25 August 2017 and the travel period is from 25 August 2017 to 30 September 2017 inclusive.

Surcharge dates may apply.

[vanessa.tjemplon@aircalin.co.nz](mailto:vanessa.tjemplon@aircalin.co.nz)

## Savings on the river with Uniworld

Uniworld Boutique River Cruises is offering 25% off selected 2017 sailings along Europe's Danube, Rhine, Main and Seine rivers booked before 31 August, with an emphasis on cruises visiting the European Christmas markets.

Uniworld operates boutique ships

with an average capacity of 130 guests, exclusive excursions, gourmet cuisine and one of the highest staff-to-guest ratios in the river cruise industry. Among the itineraries eligible for this promotion is European Holiday Markets – an eight-day journey from Nuremberg to Vienna.



## Samoa Airways shows logo

Samoa Airways, Samoa's new international airline, has revealed its new logo as it prepares to launch international jet services.

The logo, which acknowledges the airline's origins and links, features an adapted version of the coconut tree, which since 1959 has been the symbol of the national carrier.

Samoa's national airline was the first and is still the only carrier in the South Pacific to use the coconut tree in its branding.

The airline's logo prominently features 'SAMOA' and uses the three colours of the Samoan flag.



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Caryn Young on Star Clippers in Bali

## Caryn stars in clip of Bali

Adventure World product manager Caryn Young has just returned from a Star Clippers adventure in Bali with her family and is sharing the highlights of her trip with agents.

'We chose the Star Clippers' Bali Eastbound itinerary, which travels from Benoa to Gili Kondo, Komodo National Park, Pink Beach, Satonda Island, Gili Meno, Gili Trawangan, Gili Naggu and back to Benoa,' Young says.

'I was completely blown away by my experience and would highly recommend Star Clippers to families, couples or anyone who loves sailing. There was always something to do, whether it be shore excursions, water sports, talking to the captain or simply relaxing on the ship. My kids loved it.'

Adventure World has extended its \$900 air credit offer on selected 2017 Star Clippers sailings until 31 August 2017, due to popular demand.

**CLICK HERE** for details.

## Royal time in Rajasthan

Exotic Holidays is highlighting the luxury Royal Rajasthan train journey to New Zealand agents.

Managing director Rahul Sharma points out that the steeped-in opulence, glamour and comfort, with some enthralling excursions at stopovers, an amazing fine dining experience with a lavish spread of exquisite food, and picture perfect views make for an exceptional journey.

'The Royal Rajasthan on Wheels plies on a route that covers all of the fabled cities of Rajasthan along with Varanasi and Khajuraho,' he says.

The Rajasthan Tourism Development Corporation, spurred on by the

immense success of Palace on Wheels, modelled a brand-new train along the same lines and called it Royal Rajasthan on Wheels. The train commenced its first journey on 11 January, 2009. The 25 years of experience gained in operating the Palace on Wheels was put to optimum use by RTDC.

The train commences its week-long journey from New Delhi, covering Jodhpur, Udaipur, Sawai Madhopur, Jaipur, Khajuraho, Varanasi and Agra before returning to New Delhi in a seven nights / eight days royal extravaganza.

**CLICK HERE** for details.



Glamour and comfort can be found on the Royal Rajasthan train journey

## Hotel launches Kuala Lumpur city tour



The recently revamped ANSA Kuala Lumpur has a new City Tour package.

It includes two Hop-on Hop-off bus tour tickets plus four Starbucks vouchers to spend at any outlet including the Starbucks located just outside the ANSA lobby.

ANSA Kuala Lumpur is close to many attractions that Kuala Lumpur has to offer. Located within KL's Golden Triangle on the famous Bukit Bintang Road, ANSA is in the middle of KL's shopping and entertainment district.

With the KL Hop-on Hop-off bus stop outside the hotel and a monorail station just steps away, guests can tour the whole city and make their way to destinations such as China Town, the Petronas Towers and the business districts.

ANSA Kuala Lumpur has 167 open plan rooms ranging from the lead in superior room to suites that include a separate living area overlooking the vibrant neighbourhood. Prices for the City Tour package begin from \$A93 per night twin share.



## Final week of TTC's America incentive

The Travel Corporation is reminding agents that there is still time to earn a \$50 Lone Star voucher for their store for every Trafalgar or Insight Vacations USA & Canada 2018 trip booked before 11 August.

Agents simply place a provided gold star for each booking on the American flag supplied and record the booking number. At the end of this week, send the flag back to The Travel Corporation Marketing Team at DX CX10201 to be redeemed.

Trafalgar's 2018 USA & Canada programme offers 43 itineraries and six different travel styles across Canada, the United States, Mexico, Costa Rica and a brand new destination, Cuba. Insight Vacations' USA & Canada programme comprises 15 holidays throughout North America, from the lights of New York City to the the Grand Canyon.



## Three's not a crowd for South American event

Three of New Zealand's key wholesalers have joined forces to promote travel to South America.

Adventure World, Viva Expeditions and World Journeys say the time has come to get more agents onboard with the huge potential they all believe exists to grow sales.

'South America is one of the fastest growing destinations for New Zealand travellers and agents need to get upskilled to get their share', the committee says.

'What's driving this demand is multi-fold,' says Chris Lyons of World Journeys. 'There is now far greater air capacity to South America, which will be demonstrated by the participation of Air New Zealand and LATAM Airlines, both of whom are providing generous prizes of return tickets for two to South America. Aerolineas Argentinas joins the carriers in covering the continent.

'There has been a vast improvement in infrastructure over the years, and clients can now enjoy world-class hotels, cruises and touring options that make South America all the more accessible,' he says. 'Yes you can find the international brands such as Hilton and Marriott, but there is also a great range of boutique hotels bursting with character and local flavour.'

Also being featured at the evening is Antarctica, currently more affordable than ever. The potential to present Patagonia in conjunction with an Antarctic cruise creates valuable up-sell options.

Dave Nicholson of Adventure World says Kiwi travellers, including both young professionals and baby boomers, are always looking for somewhere new



Cusco is one of the destinations being promoted at the South America event

and exciting to travel.

South America on Show in Auckland on 29 August will focus on destination knowledge, rather than each wholesaler flying their own flag.

Rachel Williams of Viva Expeditions, adds, 'We know some agents view South America as 'too hard' so we aim to get more of them up to a level where they are familiar with the highlights, and are able to deal with initial enquiries.

'They then can be confident in accessing the expert information and advice available from their wholesaler to progress the booking,' she explains. 'The earning potential is huge. These tend to be high value bookings, and once an agent becomes confident in selling South America, and even gets a name for it, the sky's the limit.'

Invitations to the 29 August event in Auckland are being sent out this week. Due to demand, space will be limited.

## Canuckiwi can do

Canuckiwi is the inaugural award winner of the AmCham – DHL Success & Innovation Contribution to Tourism award.

The Contribution to Tourism award is a brand-new award added to this year's line up and was created to recognise the passion and dedication that a tourism entity has contributed to the growth of travel and tourism between New Zealand and the USA or vice versa.

It was a tightly contested category with six finalists all in contention for the award, including American Airlines, The Walshe Group, Brand USA, The Big Foody, Virtuoso & Canuckiwi.

'Canuckiwi, led by Corey Marshall, were chosen as the award winner for their extensive presentation showcasing their Kiwi Can Do attitude towards tourism,' commented the judges of the category.

# Selling Romance?

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## Family safaris on the rise

World Journeys reports a steep increase in demand for family safaris in East and Southern Africa.

'Increasingly we're seeing families travelling with kids, and even three generations travelling together,' says director and Africa specialist Ange Pirie. 'This increased demand has led to many safari operators adding family accommodation to their offering. The most recent additions include a new family villa at MORE Tinga Lion Sands, South Africa, due to open this month, and a new Family Tent at andBeyond Bateleur Camp in Kenya's Masai Mara, due to open in June 2018.

'Agents need to be aware that as many lodges and camps in wilderness hot-spots still have limited family accommodation, you need to book well in advance, and be aware that the various properties each have their own rules around minimum ages, and the maximum number of children they will accommodate at any one time.'

[info@worldjourneys.co.nz](mailto:info@worldjourneys.co.nz)

## Egypt back on the radar

There has been a resurgence in the number of people interested travelling to Egypt in 2017, following a period of political upheaval for the past five years that proved a significant deterrent to tourism to the country.

Luxury travel company Sanctuary Retreats has been operating river cruises on Egypt's Nile River for almost two decades and remains confident in the destination.

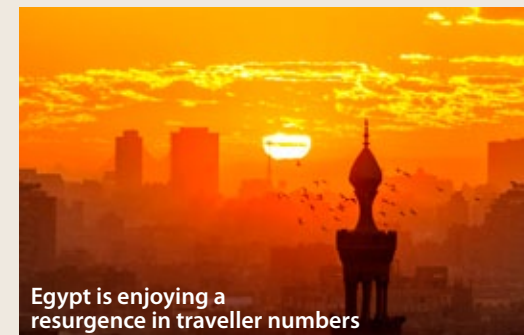
'The company is optimistic about Egypt's stability and safety, and we are buoyed by the strong level of renewed interest in it from both consumers and agents,' says Michael McCall, Sanctuary Retreats' director of sales Australia, NZ & Asia.

'Right now visitors to Egypt can still enjoy all of the major landmarks almost

completely free of tourists, with quite a few previously restricted archaeological areas opening up to sightseers,' he adds.

According to McCall, one thing is certain: Egypt's ancient past lives on in its monuments and relics created by one of the most impressive civilisations history has seen. McCall says there is simply no better way to experience them than a cruise along the mighty Nile.

'Follow the river from Aswan to Luxor right through the heart of Egypt, and you can take in some of the best-known highlights including the Valley of the Kings and Queens, the Unfinished Obelisk, Philae and Luxor. Plus there's ample opportunity to explore the more remote, but equally spectacular Denderah, Kom Ombo and Edfu Temples



along this section of the river.'

Sanctuary Retreats' four intimate river cruisers – Sanctuary Sun Boat III, Sanctuary Sun Boat IV, Sanctuary Nile Adventurer and the Sanctuary Zein Nile Chateau, each provide a combination of elegant surroundings, luxury service and cultural itineraries.

Prices start from US\$870 per person for a three-night cruise.

**CLICK HERE** for details.

## New flights to Victoria Falls

World Journeys is highlighting the introduction of new direct flights with Airlink between Cape Town and Victoria Falls, Zimbabwe, offering a daily service, except on Saturdays.

The flight departs from Cape Town International at 08h30 arriving at Victoria Falls International at 11h15. The early arrival in Victoria Falls gives travellers the opportunity to enjoy an afternoon activity, or the ability to travel comfortably onwards to destinations such as Hwange National Park. The return flight departs Victoria Falls

International at 11:45 arriving at Cape Town International at 14:40, again allowing clients to avoid peak traffic on arrival in Cape Town and to check-in to their accommodation with ample opportunity to enjoy the rest of their afternoon at leisure.

World Journeys says the new flights will enhance leisure travellers' itineraries, ensuring arrangements can flow smoothly and efficiently, maximising clients' time on safari.

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## Australia

## Cruise the Murray with early saver fares

Clients who book a Murray River cruise more than 60 days prior to departure will save up to 15% with Captain Cook Cruises 'Early Booking Saver' fares. These cruises on the Murray Princess replicate the paddle wheelers that first cruised the Murray in the 1800's.

[www.murrayprincess.com.au](http://www.murrayprincess.com.au)



The new Birkenhead Point Premium Precinct is now open and welcoming visitors at outlets including Bally, Coach, Ital Collezione – House of D&G and Versace, Harrolds, Orotton, Peter's Of

Kensington and Zanerobe.

All the top end brands are at outlet prices. This new precinct joins level 2 stores with Hugo Boss and Armani Outlet. Michael Kors will be opening in October.

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## Mantra Group Acquires Art Series Hotels

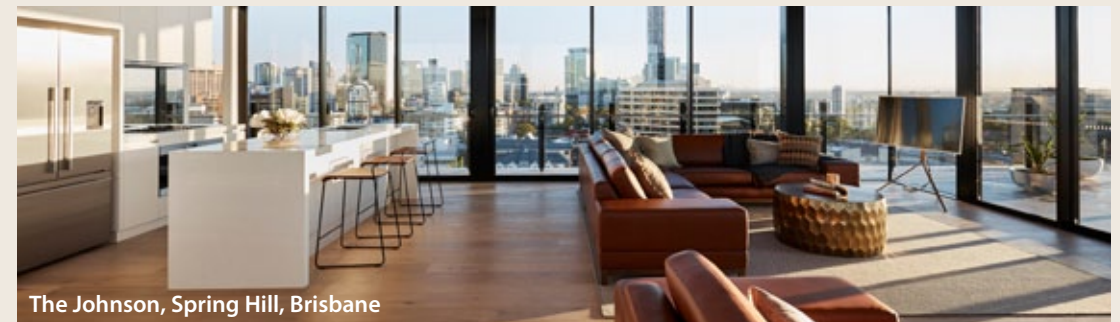
Mantra Group has entered into an agreement with the Deague Group to acquire the Australian-owned Art Series Hotel Group for approximately \$52.5 million (excluding transaction costs), subject to customary completion conditions.

The acquisition will see seven luxury hotels (representing more than 1000 guest rooms and including a number of conference and event facilities, restaurants and luxury hotel-style amenities) added to Mantra Group's ever-expanding portfolio of 128 properties and more than 21,500

rooms in properties under management across Australia, New Zealand, Indonesia and Hawaii.

The seven hotels are:

- The Cullen, Prahran, Melbourne
- The Larwill Studio, North Melbourne
- The Olsen, South Yarra, Melbourne
- The Blackman, St Kilda Road, Melbourne
- The Chen, Box Hill, Melbourne VIC (which is currently in the final stages of construction and is set to open in November 2017)
- The Johnson, Spring Hill, Brisbane
- The Watson, Walkerville, Adelaide



The Johnson, Spring Hill, Brisbane

These boutique properties are suited to both leisure and corporate travellers and are located in some of Australia's hottest art and cultural hubs, most of which Mantra Group already has a long-standing and high

performing presence.

Settlement of the 'Art Series Acquisition' is expected to be completed in late 2017, subject to closing conditions customary for an acquisition of this nature.

## New Zealand – Pacific Islands

### Teh for two Hiltons



Adrian Teh

Adrian Teh has been appointed general manager of Hilton Auckland and Hilton Lake Taupo.

With a career in the hospitality industry spanning some 20 years,

Teh began his hospitality career with Starwood Hotels & Resorts in Perth within concierge and then front office. Upon completion of his business degree, he relocated to Sydney and from there his career saw him work in various Australian cities including, Adelaide, Newcastle, Darwin and the Gold Coast.

### Malamala firms details

South Sea Cruises has released details of Malamala Beach Club, Fiji's menus, confirmed prices and industry rates.

Set to welcome guests from 14 August, the beach club is 25 minutes from Port Denarau and offers snorkelling in a surrounding reef, complimentary non-motorised water sports, beachside cabanas with butler service, and an à la carte menu from light bites to Pacific inspired meals and shared platters.

A curated cocktail collection has been especially mixed for Malamala Beach Club by a San Francisco-based mixologist.

Clients can experience up to seven days at Malamala Beach Club, including their first vessel transfers with coach connections from most Nadi, Denarau, and Coral Coast resorts and hotels. Additional visits within the seven days are available for a discounted return transfer price.

A Malamala Beach Club seven day club membership rate costs \$F169 per



person from Denarau and Nadi hotels and resorts, F\$199 per person from Cora Coast hotels and resorts – no child or infant rates. However, there is an opening offer for travel booked before 30 September for Travel until 22 December 2017 – F\$119 (Denarau, Nadi) and \$149 (Coral Coast).

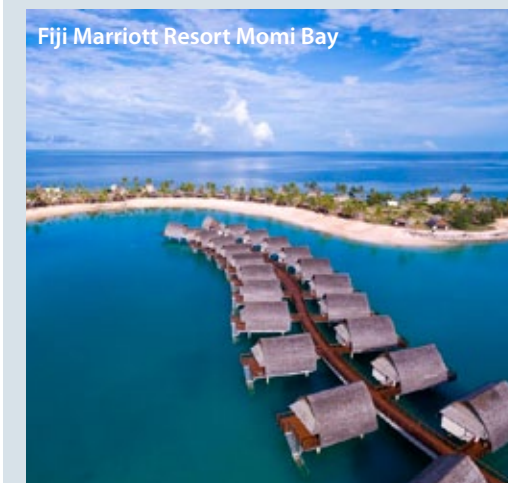
Travel industry discounts are available at 50% off retail rates with valid industry ID presented at check-in at Port Denarau. **agents@malamalabeachclub.com**

### Marriott at the roadshow

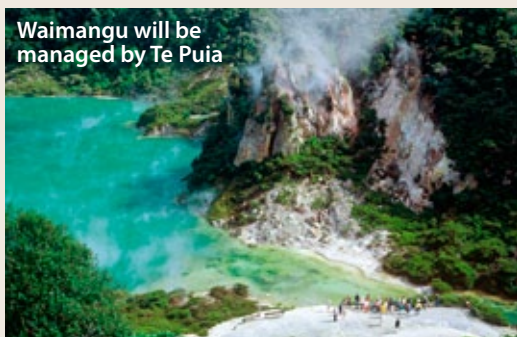
The recently opened five-star Fiji Marriott Resort Momi Bay is the only resort on the mainland to offer overwater bures. And it will be showcasing its wares at the upcoming Tourism Fiji Luxury & Couples Roadshow, taking place throughout New Zealand 4 – 8 September.

The bures stretch across an expansive lagoon offering guests direct access to the lagoon, with other resort accommodation options featuring a balcony or terrace with views of the pool, lagoon or ocean. To learn more about Marriott Resort Momi Bay and other Fiji luxury and couples product agents should register for the roadshow.

**avenues.eventsair.com/tourism-fiji/registration/Site/Register**



### Te Puia to manage Waimangu Volcanic Valley



Waimangu Volcanic Valley has been part-purchased by Te Puia | New Zealand Māori Arts and Crafts Institute (NZMACI), in partnership with local iwi Te Mana o Ngāti Rangitihi and Tūhourangi Tribal Authority.

Waimangu will continue to operate as a separate entity. Te Puia will manage Waimangu on behalf of the partnership, complementing its existing geothermal and cultural manuhiri (visitor) offering in Te

Whakarewarewa Valley.

Te Puia | NZMACI Chairman, Harry Burkhardt says the Waimangu Volcanic Valley was created following the Tarawera eruption – the same eruption which saw the Tūhourangi people relocate to Te Whakarewarewa Valley, the home of Te Puia and NZMACI.

'The purchase of Waimangu is almost a coming of a full circle, which is a lovely development.'



## Cuba travel advice – ‘avoid flights originating in USA’

Viva Expeditions & Chimu Adventures are advising ‘strongly’ against all travel to Cuba on flights originating in the USA.

‘We are no experts of Cuba & USA law/legislation, but are led to believe through recent announcements that the “People to People” programme Visas that travellers have been obtaining from the airlines/airport when checking in in the USA are no longer available,’ says Rachel Williams, managing director of Viva Expeditions.

‘Should you have clients arriving into Cuba on a flight originating in the USA, please contact the airline and Embassy of the United States of America for further information. We cannot offer any interpretation of the USA/Cuba policy on travel to Cuba.

‘For this reason we strongly advise until we have clear advice and information informing us otherwise, that all travellers should seek alternative routes i.e. via Central America or Mexico.’

Williams says should agents have clients wishing to travel to Cuba, ‘We are the only Travel Agent in NZ, approved by the Cuban Embassy in Wellington, whom can provide your clients with a Cuba Tourist Card (providing they are not flying via the USA) at a cost of NZD\$110.00 per person nett or NZD\$100.00 per person nett should they have Cuba land arrangements booked with us.’



Debbie Hodder, NZ Travel Brokers; Bill Templehoff, Elma Templehoff, Mango



Jeff Shiu, Tandem; Mary Wilson, Kim Foong, Jane MJ, all Air New Zealand

## Samoa wraps roadshow in Auckland

More than 100 people turned up to the Auckland edition of the Samoa Roadshow in Auckland last night. Held at the Aotea Centre, it was the last stop on a whirlwind

tour through Australia and New Zealand. Earlier last week the roadshow had visited Christchurch and Wellington (see TRAVELinc memo Friday 4 August).



Rhianon Seers, Flight Centre Warkworth; Jenna Musgrove, Flight Centre Silverdale



Aroha Walker, Priya Kumari, Flight Centre Manukau



Rob Macready, Laura Hutchings, both Travel & Co



Paula Watson, House of Travel; Tess Wilcox, Sinaiei

## Helloworld double finalist

Helloworld has been named a finalist in two categories of the TVNZ – NZ Marketing Awards. The company is a sector awards finalist and an excellence awards finalist.

The competition measures marketing performance over the year, sales growth, database growth, enquiries growth, Facebook engagement, website visitation, search engine marketing growth and brand awareness.

Executive general manager Simon McKearney says the nominations are a reflection of the whole marketing team’s efforts ‘day in and day out.’

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And congratulations to Rhonda Doole of helloworld, Richmond who correctly identified last week's Mystery Spot Florence, Italy. A really special *National Geographic* is heading your way.

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## Gee gets an A job with Outrigger

Andrew Gee is vice president sales and marketing, Asia Pacific Outrigger Hotels and Resorts.

Since 2014, Gee has been regional director of sales and marketing, Australia and New Zealand based in the Sydney sales office. Prior to this he was director of sales and marketing, Outrigger Fiji Beach Resort. Before joining Outrigger, he was director of sales – inbound (international) for the Intercontinental Hotel Group.

Gee began his hospitality industry career as a travel consultant with Thomas Cook Travel in Sydney followed by seven years as the marketing manager at Taronga Park Zoo, Sydney, where he went



Andrew Gee

on to win the New South Wales Young Achiever in Tourism Award. This resulted in a scholarship to the University of Hawai'i where he earned an executive diploma in tourism.

Gee was responsible for establishing the Australian regional sales and marketing office for Outrigger

Resorts in Sydney, with the key responsibility to drive Australian and New Zealand business and marketing activities for all outbound Outrigger properties.

In 2015, he managed the Outrigger Global Showcase trade event throughout Australia and New Zealand with a second showcase staged in March 2017.

## TAANZ calling for Board nominations

The Travel Agents' Association of New Zealand (TAANZ) is holding its AGM on 29 September 2017 at the Heritage Hotel Auckland.

In the lead up to the event, TAANZ is inviting expressions of interest / nominations from members who are keen to join the Board.

Chief executive officer Andrew Olsen says that pursuant to the TAANZ Constitution, two directors (Brent Thomas, House of Travel Holdings, Auckland; John Willson, First Travel Group, Auckland) have served their corresponding terms and are required to retire from office. In doing so, they are eligible for re-election. He says Thomas and Willson have indicated their desire to re-stand.

Wendy van Lieshout, helloworld Auckland was seconded to the Board up until the 2017 AGM and has also indicated her desire to re-stand.

TAANZ is calling for other nominations and advises that these must be received by no later than FRIDAY AUGUST 18th.

[andrew@taanz.org.nz](mailto:andrew@taanz.org.nz)

## Yellow Fever advice

World Journeys reminds agents it is vital that clients obtain a valid Yellow Fever Certificate if they are travelling from the Masai Mara (Kenya) to the Serengeti (Tanzania) by road transport. Tanzanian health officials have held guests at the Isebenia Border for extended periods of time, due to lack of certificates. Failure to provide a Yellow Fever Certificate will result in refusal of entry into Tanzania.

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**MEMO**

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## PEARL's PEARLER

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