

Roles to get you Barking

CHECK 'EM OUT ON THE TOPDOG WEBSITE!

www.topdog.co.nz

TopDog
TRAVEL
RECRUITMENT
SPECIALIST

HELEN CAMBELL
Tel: 09 966 2549 DDI
staff@topdog.co.nz
18 years in Travel Recruitment



TRAVELinc MEMO

Your personal magazine twice a week

FRI
17 NOV
2017

ISSUE
1058

BEST BROKER BRAND
2014, 2015, 2016 & 2017!

NZ TRAVEL BROKERS
Travel Intelligence

TAANZ
Winner

WORLD 2018
New brochure out now!

world JOURNEYS

TAILOR-MADE PACKAGES TO ITALY

3 Centre 7-night Package
from NZ\$1649pp*

INCLUDES:

- 3 nights in Cinque Terre
- 2 nights in Milan
- 2 nights in Venice
- Daily breakfast
- Train from Florence to La Spezia and onwards to Milan & Venice
- Arrival/departure water taxi transfers in Venice

Call Reservations 09 444 2298



India stopovers, niche travel boost for agents

Encouraging clients to stopover in India on the way to Europe could result in a substantial follow-up booking to the exotic and colourful destination a year or two later, agents attending the Incredible India functions this week are being told.

'If agents get their clients to spend four or five days getting a taste of India, those clients will want to do three weeks next year – they will want to go back for more,' says Jenny Burt, sales manager New Zealand with Air India. 'So encourage them to stop and see the Taj Mahal or Jaipur on the way to Europe.'

Burt says Air India is pushing stopover opportunities to the New Zealand trade as well as niche travel and VFR (visiting friends and relatives).

A delegation from India, as well as local operators specialising in the destination, hosted an Auckland function at The Zing in Auckland on Wednesday, and at Zaika Restaurant in Wellington last night.

Kanchan Kukreja, assistant director India Tourism based in Sydney, says New Zealand is a small but important and growing market for the country.

Close to 51,000 New Zealanders visited in 2016, a 12.7%

Continued on page 2

TEMPO HOLIDAYS 2018-2019

BROCHURES
CLICK HERE TO ORDER

ITALY FRANCE & SPAIN 2018-19

GREECE CROATIA SLOVENIA

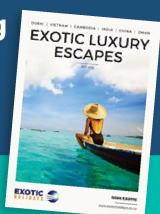
PORTUGAL SPAIN FRANCE

UK IRL AND CENTRAL EUROPE

WORLDWIDE

Exotic Holidays bring you their collection of luxury escape programmes

Exclusive and designed for the sophisticated, discerning traveller



EXOTIC HOLIDAYS

0508 396 842
info@exoticholidays.co.nz

CTS tours
Experience The Real Asia

“美丽中国” 新西兰公众促销
JOURNEY ALONG BEAUTIFUL CHINA

Join us at Beautiful China
18 - 19 NOVEMBER
LYNNMALL, AUCKLAND

BEAUTIFUL CHINA CARD
MANY PRIZES

Flexible South East Asia Discovery Airpass

Bangkok Airways New Zealand
bangkokair@airlinemarketing.co.nz



News



At The Zing Restaurant in Auckland - Jenny Burt, Air India; Amaan Khan, Total Holiday Options; Sunil Nirbhavane, India Tourism

Stopovers and niche travel in India

Continued from page 1

increase over the year before.

She says the availability of e-visas and the wide spread of niche opportunities – like spirituality, cuisine, and yoga



Caryn Young, Rebecca Reilly, both Adventure World

tours, plus incentive travel groups – are favouring travel to India. Medical tourism, golf tourism, exploring the Himalayas, and travel by luxury train are other opportunities for the trade.



Michael Fernandes, Beyond 2000 Travel Ltd; Jay Soysa, Fathom Asia



Brijesh Sethi, The Zing / Travel Point; Kanchan Kukreja, India Tourism



Rahul Sharma, Exotic Holidays; Alison Sharp, The Travel Managers



Jantina Cullen and Chitra Mathews, both Air New Zealand

Should have used a travel agent (2)

Following on from our 'oops, should have used a travel agent' segment on Tuesday we have been sent this little story by Katrina Harding, Travel Advisor – Lower Hutt.

'When I was on the Niue self famil last year I met a girl who'd wanted to go to Samoa so she booked online flights to Niue and only realised her mistake when she came to book accommodation and couldn't find Apia in the list of property locations.

'She'll have to go to Samoa another time.' Since our story we have been reminded of the well known 'Auckland instead of Oakland' case and numerous examples of people not quite managing to line up their accommodation and flights due to getting the dateline mixed up.

Keep them coming.



NON-STOP FLIGHTS
AUCKLAND-MANILA
Starting December 8, 2017

Enjoy a more convenient travel experience when you fly to Manila onboard our Airbus A340. Experience the Heart of the Filipino when you fly with Asia's first airline, Philippine Airlines – the airline with more heart.

PHILIPPINEAIRLINES.COM | [f](#) [t](#) [i](#) [p](#) [a](#) [l](#)

DISCOVER THE "SOUNDS OF NEW CALEDONIA"

an inspirational soundtrack by Crooked Colours

AND WIN A TRIP FOR 2
TO NEW CALEDONIA

newcaledonia.travel



nouvelle
calédonie
Pacific heart

News

Quantum high achievers leap to the GC

Quantum Travel Group recently treated travel managers and executive travel brokers, as well as high achieving Travelsmart store owner/operators, to four days of reward and recognition.

Accompanied by senior management and key supplier sponsors the group experienced QT Gold Coast's hospitality, whilst experiencing what the Gold Coast has to offer outside of the usual theme park and beach entertainment.

A day trip to Mt Tamborine was a highlight, as well as dinner at De Vito Waterfront in Southport, which the group was transported to via a convoy of classic cars.

On the Saturday delegates were able to choose between a day on the green at The

Glades Golf Club, or a shopping experience at Pacific Fair Shopping Centre with limousine transfer and a styling session. They also had high tea at Palazzo Versace, and an evening cruise onboard a private charter yacht.

Dave Wallace, Travel Managers Group general manager says both the high flyers and high achiever's trips are always a real highlight for the company.

Annette Dunning, a broker on the trip, describes it as packed with adventure and new experiences.

'From an out of this world night cruise on the inner waterways, Japanese food to die for, dining with singing chefs at De Vito, classic car rides around the streets of Surfers Paradise, 4-wheel driving up Mt Tamborine,



Bev Wallace, Kathy Coley, Ann-Marie Goulstone, Roslyn Laing, Kirsty Ellis, Felina Wright, Jo Rendall, Michelle Downey, Jackie Setz, Nicola Jamieson at Cowch Dessert Bar

Segways in Southport and time to shop – this seasoned industry professional was nothing short of impressed,' she says.

The destination for the short-haul all expenses paid trip changes annually and the group is already making plans for the 2018 event.



Annette Dunning, Sarah Grut and David Goulstone took off on a Segway Adventure



Dave Wallace – feeding the birds during a day trip to Mt Tamborine



Adventurer James Castrisson, whose appearance was sponsored by Business Events Australia, with helloworld's Tania Cummins and Vicky Lowe at PAICE 2017



Kalena Finlayson, Memento Group; Caz Wood, Orbit World Travel Wellington; Tricia Mckendry, David Reid Homes

Travel industry picks up the PAICE

Incentive travel practitioners, travel management company personnel, wholesalers and wedding and event planners were all among the attendees when PAICE 2017 took place in Auckland on Tuesday.

The event started with a Business Events Australia breakfast featuring Australian

adventurer James Castrisson, and also included seminar sessions by team builder Stu Robertson, and incentive and corporate rewards expert Eugene De Villiers.

More than 100 exhibitors from the Pacific Islands, Australia, Asia and beyond showcased their wares to about 160 buyers during the day.



Suz Baker, Eventionz (centre); catches up with Richard Froggatt, Regency Tourism; and Gaye Wood, Premium Incoming



Emma Rayasi, The Warwick Fiji; Michelle Weir, Fiji Airways; Luke Ingram, South Sea Cruises Ltd

New Caledonia Early Bird Sale

#BoardNow fly to NOUMEA from:

\$262 ONE* WAY

All taxes included. Terms and conditions apply.

Aircalin www.aircalin.com
Nouméa - Calédonie

Pacific Islands

Crystal Blue Lagoon Luxury Villas



Special at Crystal Blue

Crystal Blue Lagoon Luxury Villas in Rarotonga, has a short life 30% off special for travel 20 November 2017 – 31 March 2018 (closeout 17 December 2017 – 17 January 2018) and sales to 15 January 2018.

The offer is valid on stays of five nights or more in both the two-bedroom lagoon villas and two-bedroom beachfront villas, advises New Zealand – Australia representative Mike Geary of Eye4Travel.

'The villas are great for couples or groups of friends and family and Muri Village with its restaurants and cafes (8 within an easy 2-10 minute walk or less than a 5 minute drive), lagoon cruises, aqua and vehicle hire and night food markets is an easy stroll away as is Te Vara Nui Village,' says Geary.

All stays at Crystal Blue Lagoon Luxury Villas include a breakfast starter hamper on arrival, a wifi voucher, kayak hire vouchers and snorkelling equipment for the full stay.

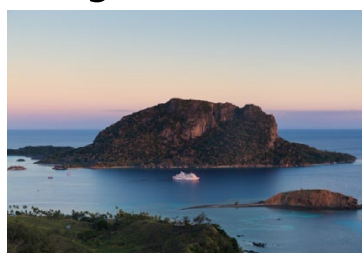
Colonial and cultural cruising

Captain Cook Cruises Fiji has released the 2018 and 2019 departure dates for its two seven night's Northern Fiji Discovery cruises.

The first is its Four Cultures Discovery Cruise encompassing culture, the warm blue waters of the South Pacific and with snorkelling, diving, glass bottom boating, swimming, paddle boarding and kayaking available each day.

Scheduled departure dates for this cruise include 2 January, 1 May, 3 July, and 4 September 2018 and 1 January 2019.

The seven nights Colonial Fiji Discovery Cruise in Fiji reveals the history, art and culture of the Northern Fiji Islands and gives passengers the experience to stand on the 180th Meridian, the natural dateline.



Cruise with Captain Cook in 2018/2019

Departure dates include 5 December 2017, 3 April, 5 June, 7 August, and 2 October 2018 and 5 February 2019.

Early Booking Saver fares in a porthole cabin start from just FJ\$3864 per person twin share and the cruise departs Denarau Marina at 1:00pm.

Big Crowne Plaza set to open in Fiji

Crowne Plaza Fiji Wailoaloa Beach, Fiji's largest hotel, will open in 2020.

The 453-room Crowne Plaza Fiji Wailoaloa Beach will have ocean views



and feature direct access to the beach. The Crowne Plaza Fiji Wailoaloa Beach is located a ten-minute drive from Fiji's main airport, Nadi International Airport.

With its beachfront location, travellers can choose from five restaurants and bars at the resort, including a pool bar and a beach club. The resort will feature one of the largest conference centres in Fiji, a fully-equipped 24-hour fitness centre, two swimming pools and a kid's club among other resort facilities.

Nanuku Auberge Resort school holiday offers

Nanuku Auberge Resort Fiji has released an offer inclusive of a free one-way air transfer between its private aerodrome and Nadi International Airport and a return scenic drive road transfer for guests staying eight nights at the luxury all-villa resort during school holidays.

Valid for travel until December 2018, guests have the option of choosing between the resort's full board or bed and breakfast options as part of the offer.

Alternatively guests staying a minimum of five nights at any other time of the year are also eligible for the one-way air/one-way road transfer again with the option of full board or B&B.

The resort has also begun the construction of 13 new luxury one and two-bedroom Auberge Beach Villas which will be complete and ready for guests next year.

Conditions apply. Subject to availability at time of booking.

nanuku.aubergeresorts.com



There's more to do in Vanuatu



Air Vanuatu

New Zealand – News

From museum to ferries



Adam Taylor-Eruera

Tourism and sales specialist Adam Taylor-Eruera has been appointed as Bluebridge sales manager for New Zealand and International.

Taylor-Eruera comes to the role from

Auckland War Memorial Museum where he has spent the last nine years as tourism and events sales manager, championing the museum as a premier venue and attracting a range of international and Kiwi corporate and private events.

Before joining the museum, he also worked for AJ Hackett Bungy New Zealand, Duxton Hotels and SKYCITY.

Taylor-Eruera will begin his new position on 8 January in Wellington.

Queenstown Airport ups parking game

This summer Queenstown Airport will have new sensor technology that provides real-time availability of car parking spaces.

It will stream the number of available car spaces to digital signs at the entrance of the airport and to the Queenstown Airport website.

Newly appointed general manager commercial and customer experience, Olivia Pierre says that the aim of the sensor technology is to help airport visitors with parking and transport options.

'Over the last 18 months Queenstown Airport has invested over \$4.2million in its ground transport and car parking offering to ensure an excellent customer experience for airport visitors and a wider choice of options when flying to and from Queenstown,' she says.

The sensors will be installed in each car space by mid-December.



QT Airport to get new sensor tech this summer

CubaDupa back for fourth year

NZ's outdoor CubaDupa arts festival is back for its fourth year in Wellington on 24-25 March next year. The festival's musical street parades will bring samba sounds, brass beats, street opera and dance workshops along with more to the capital's Cuba Street.

Local eateries and watering holes along Cuba Quarter move out onto the street.

There will be over 140 acts and 250 performances including international feature acts including New Orleans' Free Agents Brass Band, Toronto's guerilla-punk-balkan-folk-brass band, Lemon Bucket Orchestra, and Spain's spectacular Drums of Fire. More information and programme at cubadupa.co.nz

Kiwi rail SuperStar on her way to Switzerland

Kim Payne will soon be heading to Switzerland after being named as one of this year's top Swiss Travel Pass SuperStars.

The Auckland-based Flight Centre travel broker secured a spot on a seven-day Christmas markets famil after recording one of the highest point scores in the annual Swiss Travel Pass Superstar training program, which challenges agents across Australia and

New Zealand to complete a series of modules on Switzerland's world-beating rail products.

Along with six Australian consultants she will fly to Switzerland this month to experience an itinerary that includes first class train travel, mountain excursions and city tours.

This year's program also awarded the top three highest-scoring agents for each module with a Bucherer watch,

\$250 worth of gift vouchers or a cheese hamper. In addition, every agent who completed the course received a Swiss Travel Pass SuperStar Certificate.

The annual Swiss Travel Pass SuperStar training program is a joint initiative by Switzerland Tourism, Swiss Travel System and Rail Plus.

For more information please visit www.railplus.co.nz



(L-R) Rail Plus's Monita Randall presents Flight Centre Auckland's Kim Payne with a ticket on the 2017 Swiss Travel Pass SuperStars famil



Did You Know? We offer complimentary continental breakfast with room stay!

Boutique café • Weekly menu specials • Fresh espresso coffee • Room service [read more >](#)



Australia

New role at Adelaide Sightseeing

Adelaide Sightseeing Tours and Charters, part of the SeaLink Travel Group, has appointed Tania Dalton as business development executive for the conference and event sector, as well as managing direct group bookings and corporate relationships.

Dalton has been employed with the SeaLink Travel Group for almost two years in the position of business development executive for Adelaide Sightseeing and prior to that spent seven years in business development in the finance sector.

'Over the last year or two we have noticed huge growth in conference and event visitors to South Australia. As both a transport and tour provider, we are well placed to be able to offer organisers a one-stop-shop for their touring and chartering needs,' says Dalton.

Adelaide Sightseeing Tours and Charters offers touring options to many of South Australia's regions including the Barossa Valley, McLaren Vale, Adelaide Hills, Victor Harbor and Kangaroo Island.



Tania Dalton



Artist impression of the new Mantra on City Road

Mantra heads to Southbank

Mantra Group will operate a new-build 46-storey hotel in Southbank, Melbourne.

Operating as Mantra on City Road, the hotel will open in late March 2018.

It will feature 469 one, two and three-bedroom apartments, along with a range of guest spaces including a pool, gym, and an indoor winter garden with private dining spaces and a guest lounge.

Mantra Group chief executive officer Bob East says Mantra on City Road will cater to the strong demand

for high-quality accommodation in Melbourne.

'Melbourne's hotel market is currently experiencing unprecedented levels of growth and tourism forecasts are consistently positive with the high occupancy environment underpinning robust annual growth,' he says.

The announcement comes just weeks after the Mantra Group announced another hotel signing in Melbourne – the hotel and letting apartment component of Saraceno Group's \$1 billion mixed-use M-City development in Clayton.

Easter getaway on Murray Princess

Captain Cook Cruises will offer a three-night Murray Princess Easter cruise next year, departing Friday 30 March 2018.

The cruise features the three-night itinerary combined with some Easter activities including an easter egg hunt on Easter Sunday.

Early booking saver fares start from A\$851 per person, twin share.

Fares include accommodation, all meals, guided nature walks, eco-excursions, onboard presentations, onboard wifi, Easter dinner, live entertainment, sun deck, bar, two lounges, restaurant, mini gym and coach transfers from and to Adelaide or secure car parking in Mannum and post cruise coach transfer to Adelaide airport if required.

Private car transfers for up to four people are also available from and to Adelaide CBD to Mannum and return to Adelaide Airport for A\$143 per person each way, based on two people travelling.

www.murrayprincess.com.au



Airlines

Emirates 'next generation' broadband

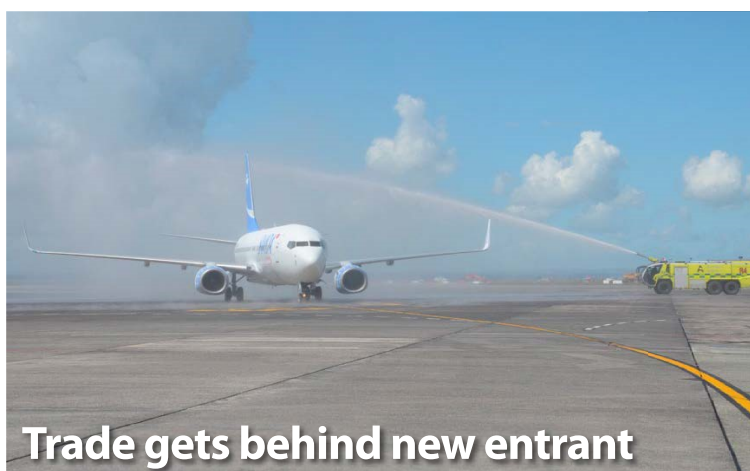
Emirates and Thales have signed a new agreement to equip the airline's Boeing 777X fleet with the next generation broadband inflight connectivity using Inmarsat GX global network.

The partnership will give Emirates customers what it says is 'best in class connectivity' with speeds of up to 50Mbps on its Boeing 777X aircraft due for delivery starting in 2020.

Emirates and Thales already have an existing multi-million-dollar deal to fit its Boeing 777X fleet with a Thales AVANT inflight entertainment system. The new agreement is part of the Emirates' and Thales' plans to develop and enhance the state-of-the-art inflight entertainment and connectivity on the 777X fleet.



Enhanced inflight entertainment and connectivity of Emirates' 777X fleet



Trade gets behind new entrant

Samoa Airways has received pleasing early support from the travel trade, not only around Auckland but also in other parts of the country. This has helped generate strong initial business from centres such as Wellington and Christchurch, says Mailo Tiaga (Alfred) Senara, regional sales manager NZ/Australia based in Auckland.

At a lunch last Tuesday, immediately following the arrival for the first scheduled Samoa Airways flight from Apia to Auckland, various trade representatives briefly stood up and welcomed the new entry to the market.

The Samoan Prime Minister, Tuilaepa Sailele Malielegaoi, has highlighted the importance of the country determining its own destiny as far as air travel was

concerned.

'This is indeed a momentous occasion and this development is one that our country needs and should have done a long time ago.'

The Prime Minister praised the joint venture Samoa Airways plans to keep with Fiji Airways. The current arrangement between the two airlines sees FJ provide connectivity with the United States on a code share basis. There is a deeper partnership in the pipeline with details likely to be released soon.

Samoa Airways is using a 170-seat two class B737-800 with eight seats in business class, 162 in economy.

— Peter Clark /
additional reporting Stu Freeman

Aeromexico terminal change in Cancun

Aeromexico has begun operations out of Cancun International Airport's new terminal, T4*.

The new terminal in Mexico's most important coastal destination will have 40 check-in counters, duty free, food court, 12 gates equipped with jetways, Salon Premier (early 2018).

The renovated Salon Premier will offer services like exclusive check-in for passengers not checking baggage who are connecting through Cancun, complimentary sandwiches and beverages, wifi, a business center, and a lounge area with newspapers and magazines. (*Except Cancun - Havana - Cancun, which will continue to operate out of T2 at Cancun International Airport.)

Contacts are everything...

And this is the book that gives you the contacts you need.



- Airlines • Wholesalers
- TAANZ Full Members
- TAANZ Approved Travel Brokers
- TAANZ Allied Members
- Tourism Offices and much more

Order your personal copy now from sam@promag.co.nz



Lufthansa

Over 120 European destinations ... now that's Wunderbar!

Cruising

Royal Caribbean's latest ship underway

This week saw a milestone in the development of Royal Caribbean's newest ship, Spectrum of the Seas, when her keel was lowered into place at the Neptun Werft shipyard in Rostock, Germany.

Spectrum of the Seas will be the fourth Quantum class ship in the fleet joining Anthem, Ovation, and Quantum of the Seas.

The keel-laying signifies the beginning of the ship's physical construction. During the ceremony, a 620-ton block measuring 59 feet by 121 feet was lifted into the building dock with an 800-ton crane.

Set to debut in 2019, Spectrum will be the next evolution of the cruise line's Quantum class of ships. The ship will specifically be designed for guests in China and the Asia Pacific region.



The keel laying for Spectrum of the Seas

Bentours: no single supplement on Russia cruise

Until 31 December, Bentours is offering no single supplements on its 13-day cruise package on the Volga Dream which combines the best of Moscow and St. Petersburg, with a cruise along the Volga River.

With prices starting from \$5570 for solo travellers in a private cabin, this journey is ideal for individual travellers looking to explore both the Russian

countryside and Russia's cities.

Departing 12 June 2018, this specially created package includes 12 nights accommodation onboard, daily sightseeing including the Hermitage museum and Red Square, all meals and arrival and departure transfers.

These dates also coincide with the FIFA world cup. Conditions apply. For more information email res@bentours.com



More Fiji with Blue Lagoon Cruises

Blue Lagoon Cruises are providing your clients with more 'Fiji time' to explore the Mamanuca and Yasawa Islands with its Cruise Longer for Less offer.

Book the 7 night Escape to Paradise cruise and clients will only pay the 4-night Wanderer cruise fare, saving

FJD\$2410* per person. The offer is valid for bookings until 15 December 2017 for travel from 5 January to 31 May 2018.

For full terms and conditions on all offers, sales and booking periods or for more information visit www.bluelagooncruises.com

New vessel for SSC

South Sea Cruises Fiji reports the newest vessel to join the Fiji fleet, Panther, departed Gold Coast City Marina at 5pm last Weds. SSC crew are onboard the vessel, which will have a short layover in Noumea on the near

80-hour journey from Australia to Fiji.

The second addition to the South Sea Cruises fleet based at Port Denarau, Panther joins Tiger V which arrived in August. Panther is scheduled for arrival into Port Denarau on Sun 19 November 2017.

www.ssc.com.fj

Splendid name for Splendor

Regent Seven Seas Cruises has announced the name of its new ship, scheduled for delivery in the first quarter of 2020. It will be named Seven Seas Splendor.

Jason Montague, president and chief executive officer of Regent Seven Seas Cruises, says the demand for Seven Seas Explorer has reinforced our decision to expand its fleet.

'Seven Seas Splendor will offer guests a fifth option.'

As part of the naming process, Regent Seven Seas Cruises sought suggestions from its valued travel agents, guests and employees for the ship's name in a sweepstake held in September. Seven Seas Splendor was chosen among nearly 2600 names. The new all-suite, all-balcony ship will have a gross tonnage of 55,254 and capacity of 750 guests. More details about Seven Seas Splendor and her inaugural season will be released soon.

www.francistravelmarketing.co.nz



CATHAY PACIFIC

SELL CX AND BE IN TO WIN – HK7S FOR TWO

Great service.
Great people.
Great fares.

CLICK HERE

Asia

Exotic clarifies Delhi situation

Exotic Holidays has provided an update on recent news that agents may have been hearing about, the sudden smog cover in Delhi.

The company says the smog is being inappropriately labelled as general pollution.

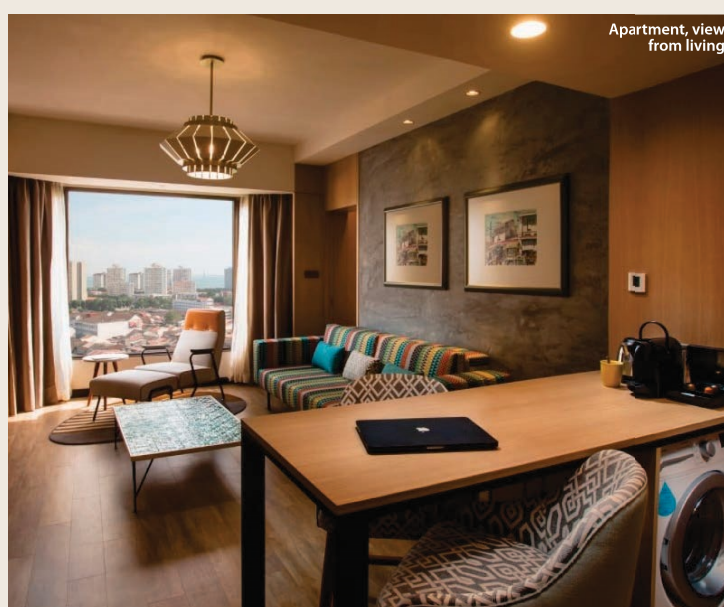
'We want to clarify that this is a situation mainly caused by the burning of crop fields during the end of the harvesting season, in states adjacent to Delhi,' Exotic said in a release this week.

'The farmers do that while clearing fields for the next sowing. Unfortunately this has consequences and the government has been trying to discourage them from the practice.

'It has now been stopped and forceful implementation is in place. That smoke cloud had settled over Delhi and has caused the situation. The situation is similar to the problems Singapore and Malaysia faced last year when there were the wildfires in Indonesia.

'We do expect the situation to clear up in the next few days. It is expected to rain and that will help the situation.

'There is currently no reason to be alarmed as the situation has improved significantly over the past few days. We shall update you with any changes.'



Hotel Jen Penang unveils new look

Hotel Jen Penang, a 17 storey landmark in the heart of UNESCO World Heritage Site George Town, has unveiled its new look following a USD14 million renovation, which took 15 months to complete.

The three-phase transformation of the hotel included the lobby, Club Lounge, Café Jen – the all-day dining restaurant, all 443 rooms and suites, as well as the introduction of two new room categories – the family room and apartments.

The hotel is a 20-minute drive from the Penang International Airport and a short walk to the main public transport terminal, shopping malls, local hawker centres and narrow lanes. A free daily scheduled shuttle service operates from the hotel to Batu Ferringhi beach and selected industrial zones on Penang island and on the mainland.

For more information and launch offers visit www.hoteljen.com/penang

THE INDIAN SUBCONTINENT

India • Sri Lanka
The Maldives
Bhutan • Nepal

WORLD 2018

New brochure out now!

Europe

Celebrate with Bentours

Celebrating 40 years of travel in 2018, Bentours has extended the sale on 14 of its coach tours through Scandinavia.

Included in this deal is Bentours Scenes of the North, which has 9 modules, starting from six to 22 day itineraries. Travelling on the 22-day package, this itinerary covers Norway, Sweden, Denmark, Finland, Estonia and Russia.

This tour includes a guaranteed fjord view room in Norway, 5-star premium hotels in capital cities, arrival and departure transfers and more. Prices start from \$10,335 per person.

Conditions apply. Valid for travel on 2018 departures. For more information email res@bentours.co.nz



Mt Stanserhorn's open-top Cabrio ariel cableway



Swiss Travel Pass ups peaks and perks

Switzerland Tourism and the Swiss Travel System have announced that effective January 2018, the Swiss Travel Pass will include more peaks and perks.

The new year will see Swiss Travel Pass holders have unlimited access to the Schilthorn, home to the interactive Bond World 007, and Mt Stanserhorn, known for the first open-top Cabrio ariel cableway.

Also from 2018, the Lucerne-Interlaken Express will be listed as the country's fifth Premium Panoramic Train, adding to the existing journeys of the Glacier Express, the Bernina Express, the

Gotthard Panorama Express and the GoldenPass Line.

Director of Switzerland Tourism Australia and New Zealand, Mark Wettstein says travellers are increasingly recognising the value of the Swiss Travel Pass. It gives unlimited access to the country's public transportation system encompassing buses, trains and boats; large discounts on mountain railways and cable ways, free travel for children under the age of 16, as well as free entry to more than 500 museums around the country.

www.myswitzerland.com/rail

Heathrow's terminal 5 has new lounge

A new Plaza Premium Lounge has opened in London Heathrow Terminal 5.

It is the first lounge in the terminal for Plaza Premium Group, it has views across the runway and is aimed at both business and leisure travellers.

Lounge access includes a fully tended bar serving alcoholic and non-alcoholic beverages, seasonal hot and cold food from the buffet and high-speed wifi.

There are shower facilities, plenty of seats, work stations and charging outlets.

Got some shoes to fill?



Advertise your job vacancy in The Memo. Two insertions qualify for a FREE listing on our website and facebook page.

Contact Trish on
0274 430 837 or
trish@promag.co.nz

TRAVELinc
MEMO
Your personal magazine
twice a week

EXOTIC
HOLIDAYS

CALL NOW
0508 396 842

Preferred or non-Preferred – you still get the best deal

www.exoticholidays.co.nz

info@exoticholidays.co.nz

Americas

Paddington Bear Peru family travel packages

Belmond British Pullman is marking the release of the Paddington 2 film with the launch of 'A Bear's Life with Belmond' adventurous travel packages to the bear's homeland, Peru.

The new four and seven night packages begin in Lima at the Belmond Miraflores Park. The journey takes guests to Cusco, and the Belmond Hotel Monasterio. Families can explore the city on foot or spend time in the hotel's courtyard. After a day of sightseeing, children can make bear-shaped cookies with the chef.

Next on the itinerary is a journey to

Machu Picchu aboard Belmond Hiram Bingham – the country's 1920s-inspired vintage train.

Before taking the train back down from Machu Picchu, guests spend a night at Belmond Sanctuary Lodge.

Guests on the longer seven-night package are transported to the Sacred Valley and the Belmond Hotel Rio Sagrado, at Urubamba River. A Paddington-themed 'movies under the stars' night is by the river, with blankets provided, popcorn waiter service and dessert bar inspired by the film.



A Bear's Life with Belmond' travel packages have been announced for Peru

Marriott on a mission in Hawaii

Marriott International has announced that 31 of its hotels and resorts in Hawaii raised more than \$100,000 for the Children's Miracle Network Hospitals.

In Hawaii that includes the Kapi'olani Medical Centre for Women & Children.

Money was raised through a variety of campaigns initiated by hotel and resort employees who enlisted the participation of guests and associates. Many of the resorts raised funds through a breakfast campaign, where a portion of the breakfast buffet sales went to the charity.



Sharp offer on Amazon cruises

Viva Expeditions, Chimu Adventures and Delfin Amazon Cruises have a new incentive for agents to sell a number of options late this year and into the next.

Clients can save up to 20% on Deflin III bookings for December 2017 and 15% Deflin III for bookings from January 2018. 'They will also receive a free Lima Stopover and a package staying at our own Casa Republica Boutique Hotel with return airport transfers included. There has never been a better time to share the magical Delfin experience with your clients,' says Viva Expeditions managing director Rachel Williams.

'Deep in the Peruvian Amazon, Delfin Amazon Cruises takes passengers into one of the world's largest protected flooded forests, the Pacaya Samiria National Reserve. Experienced guides point out the immense biodiversity of the area. Voyages include visits to native villages, kayaking, swimming near pink river dolphins, fishing, daytime

hiking, and night safaris. On board, guests can enjoy exquisite Amazonian cuisine in an authentic, intimate setting.'

Casa Republica is a four star, 22 room, boutique property in the Barranco District opening 16 December 2017.

1. The 20% off plus free Lima stopover package is available next month for the following dates: 15, 19 and 22 December 2017.

Delfin III: 4 days / 3 nights was from NZ\$3530, now \$2825 pp twin share; 5 days / 4 nights was from \$4706, now \$3765pp twin share

2. The 15% off plus free Lima stopover package from January – April 2018 is available for the following dates: 13, 16 and 27 Jan 2018; 6 and 17 February 2018; 3 and 20 March 2018, 3 April 2018

Delfin III: 4 days / 3 nights was from \$3530, now \$3000 pp twin share; 5 days / 4 nights was from \$4706, now \$4000pp twin share

Take your bottom line from GOOD, to GREAT

PART 8 OF A 15 WEEK SERIES OUTLINING 13 ESSENTIAL AREAS TO CONSIDER TO REALLY IMPROVE YOUR BUSINESS

QUARTERLY / MONTHLY REVIEWS OF FINANCIALS

- It is essential that you review your financial results regularly
- Actual monthly results need to be compared to Budgets and Last Year
- This is good business practice

Next week we look at TAX PLANNING and ensuring you receive optimal TAX BENEFITS



Travel and Tourism Accounting

www.taaccounting.co.nz

News

Off-season travel likely to be big trend



Gavin Tollman

A move towards off-season travel is one of the trends Trafalgar's chief executive officer Gavin Tollman believes will emerge next year and beyond.

'The numbers of travellers are growing annually, dramatically.

Clearly, however, in key cities, the industry can't build accommodation fast enough to accommodate high season peaks, and travelling on your own can result in long queues that simply exhaust the desire to fulfil a travel dream,' says Tollman.

'Re-adjusting our mindsets to embrace year-round travel as a genuine prospect allows travellers to fully enjoy every moment and not have that sinking feeling of worrying about battling crowds at each turn. Lack of crowds means lack of frustration of time and space lost as you embark on the same 'bright idea' to travel to the same place at the same time as everyone else. The following three variables are being increasingly considered and I believe we will see more travellers shifting to embrace year-round travel.

'If you've ever been to the same destination during the typical peak season and the off-season, you could relate to me instantly. The way locals treat visitors when there aren't many of them is also worth noticing. Welcomes are warmer and sincerer.

'You will also see more. Without traffic and queues one acquires more time and the opportunity to discover a whole new range of activities. Finally, there are the prices. From air to activities to transport, depending on time of year and season, rates can vary significantly. Discounts are for times of low demand.'

Avis Travel Agent Scholarship announced

This year is the first year that the scholarship has expanded to New Zealand, with Kiwi broker Brigitte Kempf from Timaru scoring a finalist placing.

Nakita Byrne from NSW took home the win. Byrne, a personal travel manager with the TravelManagers network, will now benefit from a scholarship programme valued at more than \$40,000.

The scholarship takes a particular interest in agents who are conceiving and implementing new or novel approaches to delivering customer service, with a particular emphasis on innovation.



Nakita Byrne, Amber Halleday, Kaye Caille (Avis), Brigitte Kempf and Kim Mason

Are your parents spending your inheritance?

More than half of parents (57%) are happy to spend their savings on travelling rather than investing in their grown-up children's inheritance, according to a new survey from Back-Roads Touring.

More than 1,700 people were surveyed, with most respondents between the ages of 56 and 75 years old and residing in Australia and New Zealand.

The survey also highlighted that despite the rise of technology, mature travellers still prefer to source their travel inspiration from friends and family recommendations (28%) and magazines and newspapers (29%).

Similar to their younger counterparts, meeting new and likeminded people while travelling is one of the biggest drawcards for over 56 year-olds (53%) and 42% of respondents still talk to people they met travelling over five years ago.

Being immersed in local culture while travelling is increasingly becoming as important as seeing major sites and landmarks, with 43% of respondents selecting authentic cultural experiences as the number one element that made their most recent overseas holiday unforgettable.

Back-Roads Touring Australia and New Zealand country manager Dennis Basham says the survey results are a reflection of the company's customer base and what they want out of a holiday.

'Our customers are turning away from mass produced products, preferring to travel in intimate groups, and our recent survey mirrors this across the board.'

The lucrative mature traveller market isn't showing any signs of slowing, with more than 40% of survey respondents revealing they are planning an overseas trip in the next 12 months.

TAANZ reveals award prospectus

The sponsorship prospectus has been revealed for the 2018 TAANZ National Travel Industry Awards, with 2017 sponsors being given first right of refusal for a period of 24 hours from the official launch of the 2018 prospects on Monday 27 November.

This year the awards are adding three new categories and expanding on the young executive, rookie and broker awards.

The official prospectus will be launched at 11am on Monday 27 November.

India, Sri Lanka,
Myanmar
All Tours are 100%
Guaranteed departure.
Talk to real experts
0800 678 466

THO TOTAL HOLIDAY OPTIONS®
"Creating Memories"

News



Exploring holy ground

It's not every day you float in the Dead Sea a group of travel agents did just that when they experienced Intrepid Tours Discover Israel and the Palestinian Territories tour, flying Cathay Pacific to Tel Aviv.

Pictured on the top of Masada, the ancient fortress in southern Israel's Judean Desert are Pranay Srivastava, Cathay Pacific; Lucy Sewell, Flight Centre Ashburton; Leah Johnson, Intrepid Travel; Louise Fletcher, Flight Centre Blockhouse Bay; Katrina Stewart, Travelcom Mt Maunganui; Maxine Agnew, House of Travel Balclutha; Kevork Hagopian, the guide; Bill Kwan, Helloworld Porirua; and Amanda McAllister, House of Travel St Heliers.

CX: High speed wifi on way

The Cathay Pacific Group will introduce high-speed wifi to its Boeing 777 and Airbus A330 fleets from mid-2018, in response to its customers' growing demand for inflight connectivity.

This follows the successful introduction of broadband services to its Airbus A350-900 aircraft.

Cathay Pacific chief customer and commercial officer Paul Loo says passengers will soon be able to not only roam around the cabin when the fasten seat belt sign comes off – the whole internet awaits at 35,000 feet.

'We envisage that by 2020, all of our

wide-body aircraft will have inflight connectivity capabilities. This will open up a wealth of opportunities for us to provide more innovative experiences for our customers.'

Cathay Pacific and Cathay Dragon will adopt Gogo's 2Ku satellite-based broadband inflight connectivity technology. It will be installed on the airlines' Boeing 777 and Airbus A330 aircraft. The high-speed service will allow customers to check emails, browse the web, and access their social networks and shop online using their wifi-enabled devices, including laptops and smartphones.

Hong Kong



CX to fly CHC to HK

On Saturday 2 December the first Cathay Pacific flight will land in Christchurch launching the airline's new route between Christchurch and Hong Kong.

The seasonal service, will operate three times per week, for the months of December, January and February, giving more options to tourists and professionals

traveling to New Zealand, as well as New Zealanders flying to Hong Kong and beyond.

Increasing the cargo capacity between Hong Kong and New Zealand, this also presents the opportunity for local companies to take their product to the world.

New vessel for SSC

South Sea Cruises Fiji reports the newest vessel to join the Fiji fleet, Panther, has departed Gold Coast City Marina at 5pm on Wednesday 15 November 2017.

South Sea Cruises crew are on-board the new vessel, which will have a short layover in Noumea, New Caledonia on the almost 80-hour journey from Australia to Fiji.

The second addition to the South Sea Cruises fleet based at Port Denarau, Fiji, Panther joins Tiger V which arrived in August. Panther is scheduled for arrival into Port Denarau on Sunday 19 November 2017. www.ssc.com.fj

Thai roadshow date

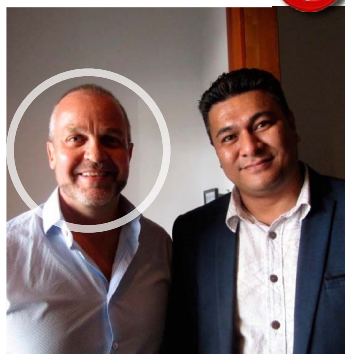
Tourism Authority of Thailand will host a roadshow event in Auckland on 30 April 2018.

The function will showcase TAT's new global marketing concept, Open to the New Shades of Thailand, launched recently at World Travel Market 2017 (WTM) London. It will also focus on Amazing Thailand Tourism Year 2018.

The year will highlight sports, gastronomy, maritime tourism, wedding and honeymoon, medical and wellness, community based tourism, leisure, green tourism, night tourism, meetings and incentives, trade fairs, business to business marketing activity and logistics. info@thailand.net.au

News

MYSTERY PERSON



Who is this mystery person?

It was a big day for Samoa on Tuesday, when Samoa Airways officially launched and flew into Auckland from Apia. No wonder Sonny Rivers was at the trade lunch – but who was his mystery guest on the left?

If you know this week's mystery person, send his name to us at competitions@promag.co.nz with Mystery Person in the subject line. Congratulations to Kerie Dixon, Travel Directions who correctly guessed last week's mystery person as Mike Hogan. We have a *Lonely Planet* book and a souvenir *Asia Leisure* notebook coming your way.

Sri Lanka comes to Sydney

A free Sri Lankan food and culture festival is being held in Sydney on 25 and 26 November.

Being held in Tumbalong Park, Darling Harbour the Sri Lanka Food & Culture Festival is hosted by the Sri Lanka Tourism Promotion Bureau.

Visitors will be able to sample dishes like Kottu, made with roti and spicy curry sauce; Lamprais, rice and meat curry wrapped in banana leaves; Hoppers, Sri Lanka's answer to the pancake; and Pol Sambol, a spicy coconut relish.

There will be live performances, holiday giveaways and traditional handicraft on sale. It is a free event.

www.srilankafestival.com.au/



Sri Lankan food and culture festival will be in Sydney

SPG Asia Pacific mobile check-in

Following the rollout of Starwood Preferred Guest (SPG) mobile check-in in the United States, SPG is bringing its mobile check-in to members across Asia Pacific in more than 300 hotels.

Marriott first launched mobile check-in, checkout and room ready alerts in 2013. These are available at all hotels that were in the Marriott portfolio before the company's acquisition of Starwood Hotels and Resorts.

Marriott is now beginning to offer these app features for SPG members checking in at Westin, Sheraton, St Regis, Four Points, Le Méridien, Tribute Portfolio and The Luxury Collection hotels.

'Mobile check-in is popular among our Marriott Rewards members within Asia Pacific and we have seen usage grow by almost 170% between 2015 to September 2017, which is why we wanted to extend this convenient app feature to SPG members as well,' says Irene Lin, vice president, digital, loyalty and portfolio marketing, Asia Pacific at Marriott International.

AA announces service to Reykjavik, Iceland

American Airlines is adding another destination to its seasonal European services, to Reykjavik-Keflavik, Iceland (KEF). Service to Iceland's capital and largest city begins from 7 June from Dallas-Fort Worth (DFW) hub.

Tickets are on sale from 20 November 2017 for travel between 7 June 2018 – 27 October 2018.

TRAVELinc MEMO

Your personal magazine twice a week

Editorial:

editorial@promag.co.nz

Journalists: Stu Freeman, Sam Worthington, Shannon Williams and Patrea Robson

Graphics: Andrew Denton

PO Box 60154 Titirangi, Auckland 0642

Ph: + 64 9 307 3782 Mob + 0274 842 863

www.travelinc.co.nz

Copyright: No part of this publication may be copied, reproduced or duplicated in whole or in part, without the prior written approval of the publisher.

PEARL's PEARLER

'I used to have superpowers...
But a therapist took them away.'

[CLICK HERE](#) to read TRAVELinc digital's latest supplement: Focus On Airlines

Keep up with us on social media:



BUSINESS CLASS SALE Taipei from \$4882 rtn, Seoul from \$4979 rtn

www.evaair.com