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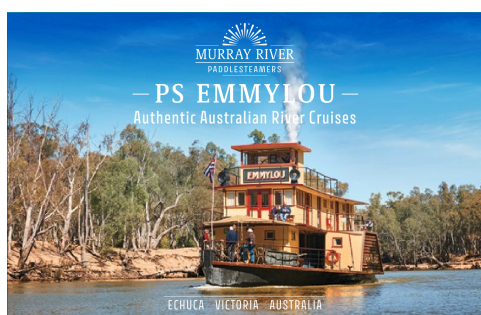


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United Stories give trade new angles on selling USA

Brand USA's latest push to provide deep content through its United Stories campaign is expected to assist the New Zealand trade in inspiring clients and selling the destination – especially to repeat visitors.

United Stories was officially launched early this year and is continuing to focus on a couple of different destinations each month. It is primarily rolling out on social media and tends to focus on lesser known perspectives.

'For example, one of the stories is of two sisters who own a gold mining location in Alaska,' says Monica Ceballos, Washington DC based director, consumer and trade public relations with Brand USA. 'Another is one of the keepers at Mt Rushmore in South Dakota.'

Ceballos says the trade needs inspiration as much as the customer does. 'This will enable them to sell the US in new ways and help them look at the destination differently.'

Liz Glover, three weeks into her role as director Australia and New Zealand with Brand USA, says travel agents are important influencers in the Kiwi distribution chain.

'The New Zealand market has just exceeded 300,000 so the question is how do we entice people to come back again? Everyone knows New York – the Big Apple, Hollywood, Universal

Continued on page 2



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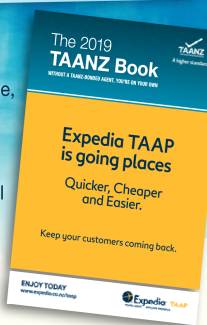
News

All the contacts you need for 2019

The 2019 TAANZ Book is out now...

If you haven't received a copy, and you'd like one, email patrea@promag.co.nz with your postal address and we'll send you a copy.

Or, you can refer to the online version [HERE](#).



United Stories: new angles on selling USA

Continued from page 1

Studios and Disneyland. But this United Stories campaign gives insights that we can really only cover this way.'

United Stories was highlighted at IPW, the USA travel and trade exchange happening in Anaheim this week.

Glover says that for the travel agent it is a great way to find new points of interest.

'Travellers are changing. They don't want to do the copy and paste thing or keep up with the Jones's any more. They want their own experience and to get off the beaten path.'

To that end, Glover says she sees further opportunities on the East Coast and in the Southern States.

• See page 10 for more on IPW



Liz Glover

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FIND OUT MORE

News

In Captain Cook's footsteps

As the 250th anniversary of the arrival of Captain Cook to New Zealand approaches this spring, MoaTours' Early Explorers Tour will focus on the Endeavour's arrival.

Following in the Cook's footsteps, as well as those of the Polynesian navigators, French settlers and whalers, the tours visits the Marlborough Sounds, Kaikoura and Akaroa.

Also in spring is MoaTours' Spring Garden Escapes including the Taranaki Rhododendron Gardens tour staying in New Plymouth, Whanganui and Tongariro National Park; and the Country Roads & Cross Hills Gardens Fair highlighting the North Island's best gardens. In the South Island, the High Country Stations, Gardens & Goldfields and the Otago Farmhouse Gardens also take in activities such as the Erewhon Station Clydesdale Wagon ride and the Oamaru Victorian Fete.

For clients who have never been to Stewart Island or the Catlins, the Southern Odyssey tour may be a pick for them.

www.moaotours.co.nz



Sundowners Overland names new NZ rep

Sundowners Overland and Vodkatrain have reappointed Jaymz Dorrian as their representative for New Zealand. Dorrian was previously the BDM in Australia and has returned after some time completing studies and travelling.

He has journeyed extensively, particularly on the Trans-Siberian Railway, through Mongolia, along the Silk Road and up into the Caucasus – areas in which Sundowners Overland is a recognised specialist.

He has 15 years industry and travel experience in wholesale tour operations, retail agency sales, tour guiding and sales management, and has visited 65 countries.

TAANZ awards – Week two to vote

Voting is still open in the TAANZ National Travel Industry Awards. But be quick to have your say in the proceedings – you have until close of play on Friday 7 June.

- Suppliers can vote for agent

categories at:

www.surveymonkey.com/r/NVV55RK
 • Agents can vote for suppliers at:
www.surveymonkey.com/r/WHL8CC8

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News



New Club Med in French Alps – EBD applies

The new Club Med Grand Massif Samoëns Morillon Chalet-Apartments will open for the upcoming 2020 snow season on 22 December 2019, and, as part of the early bird offer, clients can save 30% off if booking before 25 June.

The collection of two and three-bedroom hamlets in Samoëns boast views across the French Alps, personalised service by a chalet master, suspended pivoting fireplace, French cuisine delivered to each chalet, plus the comforts (dining, family services, activities, après-ambiance) of the Club Med Grand Massif Samoëns Morillon resort right next door.

Resorts that still have availability for up to 30% off from November to April include:

- **Japan:** last rooms left at Club Med Sahoro Hokkaido, seven nights from A\$2205 per adult; Club Med Tomamu Hokkaido, seven nights from A\$2625 per adult.
- **Europe:** Club Med Alpe d'Huez, French Alps, seven nights from A\$2765 per adult; Club Med Les Arcs Panorama,

French Alps, seven nights from A\$2350 per adult; Club Med Pragelato Vaillettea, Italian Alps, seven nights from A\$2265 per adult.

Club Med's sunny destinations are also included in the early bird sale:

- **Asia:** Club Med Bali, seven nights from A\$1325 per adult; Club Med Bintan Island, Indonesia, seven nights from A\$1710 per adult; Club Med Phuket, Thailand, seven nights from A\$1350 per adult; Club Med Cherating Beach, Malaysia, seven nights from A\$1290 per adult.
- **Indian Ocean:** Club Med Kani, the Maldives, seven nights from A\$2420 per adult; Club Med Finolhu Villas, the Maldives, seven nights from A\$4750 per adult; Club Med La Pointe aux Canonnières, Mauritius, six nights from \$1900 per adult.
- **Americas:** The new Club Med Miches Playa Esmeralda, Dominican Republic opens in December 2019. Seven nights all-inclusive is priced from \$1930 per adult.

www.clubmed.co.nz

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Cruising

New itineraries join old favourites on renovated Star Legend

When Star Legend emerges from the shipyard in 2020 after her Star Plus Initiative transformation she'll have some new itineraries joining her line up.

Star Legend's maiden voyage will depart 2 July on the popular Spanish Serenade itinerary cruising eight days from Barcelona to Lisbon. It's priced from US\$2999pp.

New itineraries include:

- **Eire with Fire & Ice:** Ireland & Iceland's Overlooked Treasures departs 17 July 2020 for eight days sailing from Dun Laoghaire (Dublin) to Reykjavik. It's priced from US\$3999pp.
- **Greece, Israel & Egypt:** Footsteps of Faith in the Holy Lands departs 27 October for 10 days Athens to Athens, and is priced from US\$5799pp.
- **Star Collector:** Grand European Tour departs 22 August 2020 for 66 days from Reykjavik to Athens, priced from US\$21,699pp.

Prices include port charges, but government taxes are additional.

www.francistravelmarketing.co.nz

Scenic launches 2020 Canada, Alaska & USA

To mark the release of its 2020 Canada, Alaska and USA brochure, Scenic is offering a range of added-value offers, available until 30 September 2019.

With new itineraries, new Scenic Enrich experiences and quality inclusions, the special offers include save \$2000 per couple when booking any listed journey of 26 days or longer; save \$1500 per couple when booking any listed journey of 20 to 25 days or a special winter journey; save \$1000 per couple when booking any listed journey of 19 days or less.

New for 2020 is a redesign of Scenic's Signature itineraries. One-night stops have been removed wherever possible in favour of longer stays at each destination point. New Scenic Enrich options have been added, including a visit to one of the world's largest dark sky preserves in Jasper.

Among the Scenic Signature itineraries that have been redesigned is the Icons of Western Canada and Alaskan Cruise – 22 days from Victoria to Vancouver including a Rocky Mountaineer experience and a

seven-night Alaskan Cruise starting from \$12,985 per person.

The 27-day Canadian Rockies, Alaska and Arctic Circle travels Vancouver to Fairbanks and includes a Rocky Mountaineer GoldLeaf experience, Alaskan cruise and four days into the Arctic Circle region. Prices start from \$18,135pp.

The small group tours also offer exclusive lifestyle hotel experiences like Fairmont Gold service with private check in and lounge, complimentary canapés and an honour bar, or boutique accommodation options including the Prince of Wales Hotel in Waterton Lakes National Park.

New for 2020 is the Greater Rockies and Stunning Scenery Alaskan Cruise – a 23-day itinerary starting from \$23,355 per person. It travels Vancouver to Seattle with a private Dark Sky Experience and twilight supper with astronomers from Jasper Planetarium on a cruise through Alaska's Inside Passage on board the Oceania MS Regatta, and a two-night special stay at the Prince of Wales Hotel.

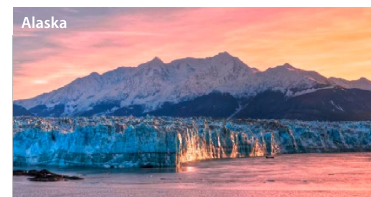
Call 0800 441611 or visit scenicnz.com

Busy start for Alaska cruising

Alaska's cruise season is off to a busy start and it's projected to again be a record-breaking year.

Around 1.3 million cruise passengers are expected this northern summer.

Cruising continues to be one of the most popular methods of transport into the state and Cruise Lines International Association Alaska is projecting 25% growth in the number of cruise passengers. Forty ships on 577 voyages will cruise through Alaska this year. Global demand for Alaska cruises remains high with new cruise lines and larger vessels deployed in the state.




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Kilimanjaro with ET from NZD 2069 RT.



Airlines

SQ's destination of the month

Singapore Airlines' destination of the month is Copenhagen and Dusseldorf.

The airline is offering agent and companion fares of \$1000 per person return to Copenhagen and Dusseldorf in economy, \$3700 in premium economy and \$5700 in business class. Check terms and conditions:

www.krisport.co.nz

Login: sqagent | Password: 2012Kris

QR starts to Rabat

Qatar Airways' first flight from Doha to Rabat landed on Wednesday at Rabat-Salé Airport, marking the airline's third gateway to Morocco. Qatar Airways flight QR 1463, operated by a Boeing 787, was welcomed by a water cannon salute upon arrival in the Moroccan capital.

Qsuite arrives in New Zealand

Qatar Airways has launched its patented Qsuite business class service on its daily Auckland flights.

It is the industry's first-ever genuine double bed available in business class, and can be set up as a private cabin for up to four people with privacy panels that stow away.

Speaking at a media launch yesterday, Qatar Airways' senior manager for Australasia, Adam Radwanski, says the new product is a sign of Qatar Airways' commitment to offering choice in this market.

'This product is revolutionary. It's a first class product available at business class prices.'

Qatar Airways has been awarded world's best business class and world's best airline a number of times over the last seven years.

'We are extremely proud of the attention to detail and the attention to design with Italian fabrics and leathers and materials that are hard to match.'

'We are very excited to bring this product to the New Zealand market, New Zealanders are well travelled and I'm sure they will appreciate

the world's best business class service.'

The service comes complete with an on-demand menu for travellers to design their own fare depending on their dietary needs and wants.

Scott Tasker, Auckland Airport, was on-site to congratulate the Qatar team for the launch of the Q-suite product.

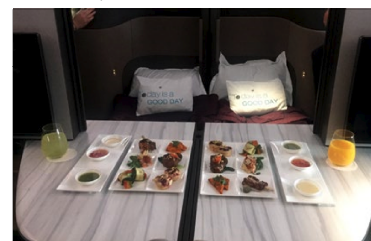
'Qatar obviously caused a significant wave of interest a couple of years ago when it launched what was then the world's longest flight between Doha and Auckland, and I think they have done it again with this spectacular product which I'm sure we would all love to fly one day.'

'It's really important to have flights with business class products like this flying into New Zealand because it does make it attractive for those high value visitors to travel here.'

'And of course for New Zealanders, what a fantastic and comfortable way to get to Doha and the significant network that Qatar has beyond Doha.'



Adam Radwanski, Qatar Airways and Scott Tasker, Auckland Airport



Qsuite... can be set up as a private cabin for four people

AA-QF: tentative joint business

American Airlines (AA) and Qantas (QF) have welcomed the US Department of Transportation's (DOT) tentative approval of the carriers' joint business to fly between the United States and Australia and New Zealand.

Final approval of the joint business will

allow for commercial integration between the carriers, and opportunities such as new routes and flights to new destinations, including city pairs not currently served by either carrier.

An expanded codeshare relationship and optimised schedules on trans-Pacific services

will open up more connections to more destinations and reduced total travel time.

QF and AA flagged an intention to launch several new routes within the first two years of the proposed joint business. QF expects to announce details of two new routes – Brisbane, Australia (BNE)-Chicago (ORD) and BNE-San Francisco (SFO) – once final approval is received.

American's chairman and CEO Doug Parker says, 'This joint business will also create additional jobs at our respective companies and in the industries we serve. We'll be able to deepen our partnership to offer new routes, better flight connections and more frequent flyer benefits.'

A final decision from the DOT expected in the next few weeks.

Air Vanuatu



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Europe



The full group of travel agents from Australia and New Zealand included Juhie Sugand, Flight Centre Remuera (far right) and Angela Manase, Manase Travel (fifth from right). The fam was escorted by Erika Stewart from Tourism Ireland in Sydney (centre)

Fam trip in Ireland

A recent Tourism Ireland fam trip included the winners drawn at last year's Tourism Ireland sales mission / roadshow through Australia and New Zealand.

The two Kiwi winners flew with

Cathay Pacific on its one-stop service to Dublin and fam included highlights such as Dublin, Belfast, Waterford, Fermanagh and the Sliabh Liag cliffs in County Donegal.

Exodus discounts small group tours

Exodus Travels is continuing its 45th birthday celebrations by offering \$250 off small group tours in Europe, across more than 300 itineraries.

The offer is valid until the 21 June, for travel prior to 31 December 2019.

Some of the tours on offer are

Highlights of the Amalfi Coast, Walking in Madeira, Cycling the Dalmatian Coast, and island hopping in the Bay of Naples.

Brochures can be ordered directly from BrochureNet. Check terms and conditions. www.exodustravels.com/nz

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SINGAPORE AIRLINES

Americas

IPW: USA'S TRAVEL EXCHANGE

Anaheim changes keep bringing Kiwis back



Charles Harris

New hotels and attractions, plus activities and eating and drinking options, mean the New Zealand trade can keep recommending Anaheim to both first time and repeat visitors, says Charles Harris, vice-president of marketing with Visit Anaheim.

Speaking at IPW, USA's annual travel and tourism exchange, Harris says about a quarter

of New Zealanders who visit mainland United States head to Anaheim. The assertion was backed up by New Zealand product managers attending the event, who say Anaheim pips Las Vegas, San Francisco and nearby Los Angeles for visitors from this market.

Harris says the headline grabbing opening of Star Wars: Galaxy's Edge over the past few days is a high profile example of new reasons to visit.

'But we also have an emerging craft beer industry, developing nightlife, American sports, and the outdoors of Southern

California – hiking, cycling and more. In the five years I have been here, Anaheim and Orange County have continued to build on their experiences.'

Harris says the traditional family market remains critically important. 'However we are seeing increases in multi-generational travel as well as young couples.'

Anaheim is hosting this year's IPW and the Australian and Kiwi contingent (the latter dressed in Tiki to Mickey Tu Meke t-shirts) started the week with a party around the pool at The Anaheim Hotel.



During the Australia – New Zealand function at The Anaheim Hotel... Adam Leggett, Online Republic; Janet Coulthart, US Department of Commerce / International Trade Administration; Rachel Pedder, Air New Zealand



Kelly Guinn, Castle Inn & Suites; Darragh Walshe, Hawai'i Tourism



Becky Keeney, Utah Office of Tourism; Karen McCordle, Canuckiwi

Two-wheel trails in Southern California

Riding the extensive paved cycling trails in Irvine feels a world away from Disney, though it's really only a 20 mile drive. For some clients spending a few days in the area, that might be a big part of the appeal.

Wendy Haase, senior director Destination Irvine, says the masterplan / designed city (only incorporated in 1971) is a perfect hub and spoke option for Orange County – close enough for a full day in Disney or the famous beaches (even closer) like Newport, Huntington Beach, or Laguna Beach but also providing a laid back break from the action.

She admits not many people have heard of Irvine, but says it does benefit from Southern California's reputation.

'People usually drive (to Orange County), unless they are completely Disney-centric or planning just to stay at

the beach. And when they are in Irvine they can escape the crowds and give the pocket book (wallet) a break.'

Open spaces are Irvine's big plus and exploring them by electric bike is a big growth area. Bob Bibee of Pedego Electric Bikes, Irvine, says six years ago most people hadn't even heard of e-bikes.

'Now people are finding them a great way to explore some of the 80 miles of off street trails we have here,' says Bibee. 'Our single biggest growth demographic is couples – often where one is an experienced rider and the other doesn't ride at all. Sometimes e-bikes enable them to ride together for the first time. And we're finding that the cycling community is starting to accept them – there is not that attitude that they are not a real bike.'

Clients exploring the region should stop



Bob Bibee and Jeanice Scott, Pedego Bikes; Wendy Haase, Destination Irvine

off at The Great Park – a few minutes ride from Bibee's shop. Here they can hitch a ride straight up on a tethered helium balloon for a view of the surroundings and then get riding.

A group of travel media currently in Anaheim for the IPW event, rode some 18 miles, with an extended lunch break at the park and a few other stops along the way, in about four hours.



Pacific Islands



Vanessa Steele

Grand performance

Sports and Fiji tourism are among the sectors gaining traction at Suva's Grand Pacific Hotel, says sales and marketing manager Vanessa Steele.

The property is also continuing to make waves with VIP and dignitaries visiting the city – from Prince Harry and Meghan to Australian Prime Minister Scott Morrison, the Prince of Norway, and the United Nations Secretary General.

Steele says the property is also continuing to attract conference and incentive groups and has recently upgraded a number of its suites.

Sustainable partnership

Raffe Hotels and Resorts is partnering with global NGO, Oceanic Global, to work towards eliminating all single use plastics from the operations of Plantation Island Resort, Lomani Island Resort and Fiji Gateway Hotel.

The company will work towards implementing the recommendations of The Oceanic Standard (TOC), which provides guidelines for adopting sustainable operating practices that meet both business and environmental needs.

Having already achieved a 'Straw Free' badge, Raffe Hotels & Resorts' next goal is a 'Sustainability Steward' badge.

Historical, cultural point of difference

The only resort in Fiji with a cannibal pot. That's a statement that immediately shows Leleuvia Island Resort's claim to offer something totally different in Fiji has substance.

Marketing and public relations manager Atelaite Cama says the island's location will also be little visited by Kiwi travellers but is actually in the middle of three capitals (past and present) – Suva, Bau and Levuka. Five minutes away from the resort is Moturiki – home to the oldest human skeleton in Fiji, the 3000-year-old female known as Mana.

Other attractions include a natural shark nursery and a turtle nesting site plus, five minutes away, whale watching on the annual migratory trail between July and September.

Cama says the resort was built seven



Atelaite Cama and Noah Fongchew of Leleuvia Island Resort

years ago but is now trade ready and keen to boost its market profile – hence a first visit to the Fijian Tourism Expo this year.

The accommodation is traditionally built with a mangrove frame and the resort offers outrigger canoeing and canoe sailing as another point of cultural difference.

Promoting America Samoa

The newly established Visit Amerika Samoa Association (VASA) is focused on developing a successful tourism industry in American Samoa. In a release, VASA says it aims to unite the visitor industry in the ideals of hospitality as a means to sustained economic growth for the territory.

It will voice private sector opinions in private-public collaborations for tourism growth and organise and

facilitate projects to improve and better market local tourism services and products.

VASA's membership targets all local businesses/citizens, especially those involved in visitor services such as accommodation, transportation, communication, dining, retail and tours. It is a revival of the American Samoa Visitors' Association (ASVA), which was founded in 1989 and inactive since 2012.

Niue News

What's been happening in Niue lately?

The most recent addition to Niue's dining experience - Wok on the Rock - is now open, offering tasty Asian fusion and Chinese cuisine. Definitely worth a visit.

Due to a fantastic Kaloama season (goat fish) some places are still closed for swimming. Please ask your clients traveling to Niue to check with us at the Niue Tourism Information Centre or their accommodation provider during their stay for the best spots to swim, fakaaue lahi.

A reminder that our popular Niue Self Famil Programme is open for bookings, for travel till 31st March 2020.

The programme offers accommodation and activities at discounted rates for agents to experience what Niue has to offer first-hand. A great opportunity for you to increase your Niue product knowledge and confidence when selling the destination to clients.

Visit www.niueselffamil.com
Password: YesNiue



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Asia



Meeting in Taipei: Rijuta Gawri, TMG; Daniel Chou and Jessica Liu, Sunworld Dynasty Hotel

Meeting Taiwan's tourism operators

Customised tours, cruise connections, niche travel, stopovers and air access were key themes discussed when Kiwi travel managers met Taiwan travel operators in Taipei recently.

Max Chou, Overseas Taiwanese Commercial Travel Agency (OTCTA), says with good air access now he is looking to expand and find more business opportunities in New Zealand.

China Airlines flies daily to Taipei through Brisbane and Air New Zealand direct three times a week, with seasonal variations.

There is a focus on customised tours, ranging from three to 12 days, in Taiwan, says Chou. Popular inclusions are places such as Taipei 101, the landmark skyscraper once the world's tallest building, and Taipei's night markets and local cuisine. Also featuring high on tours are cultural visits with indigenous tribes and Taiwan's natural landscapes, such as Taroko Gorge (spectacular road, walking trails, tribal culture, cycling), Jade Mountain (at 3952m Taiwan's highest mountain), 3000-year-old forests, and the relaxed Taitung region, with its Luye Highlands, ballooning and paragliding.

Chou says he is also looking to introduce



Angie Su, Hotel Valletta; Tim Allen, House of Travel

Taiwanese cruise business to New Zealanders. 'People can come to Taiwan, do a land tour then pick up a cruise from our Keelung Port to Japan and South Korea and back to Keelung.'

Achim Hake, general manager Sherwood Taipei, says Taiwan needs to be promoted as a stopover from New Zealand to Europe. 'A five-night, six-day stop over provides a comprehensive look at the best of Taiwan.'

– Kathy Ombler



The China Airlines, Taiwan Tourism Bureau group were hosted at the Sherwood Taipei. From left: Michelle Cheng, Taiwan Tourism Bureau guide; Rahul Sharma, Exotic Holidays; Mariana Stoyanova, Flight Centre; Carmen Bird, Taiwan Tourism Bureau photographer; Dan Khanna, China Airlines; Rijuta Gawri, TMG; Jerome Gilbert, Flight Centre; Tim Allen, House of Travel; Achim Hake, Sherwood Taipei; Tommy Huang, Rainbow Holidays

Japan ski offer from travel&co

For clients seeking a sharp Japan ski offer, travel&co is recommending Hakuba.

This resort is set in the heart of the Japanese Alps and is one of Japan's largest and most renowned alpine resorts. It combines western and traditional Japanese culture, quality food and some of the best powder skiing Japan has to offer, reports travel&co.

Eight-night packages start from \$2279pp and include international airfares from Auckland with Fiji Airways, airport transfers, six nights' accommodation in Hakuba plus an



Hakuba... some of the best powder skiing in Japan says travel&co

overnight stop over in Nadi and Tokyo. Check conditions.

CLICK HERE for details.

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New Zealand

Record start for YoungTEC

The Young Tourism Export Council of New Zealand (YoungTEC) welcomed a record high of over 70 participants at this week's Professional Development Programme (PDP).

The PDP provides tourism education and mentoring to young tourism professionals in their tourism career path.

'The programme this year has seen a broad regional spread of YoungTEC members ranging from Auckland, Bay of Plenty, Rotorua, Taupo, Wellington, Kaikoura and Queenstown and surrounding areas,' says chief executive

of the Tourism Export Council of New Zealand (TECNZ) Judy Chen.

Second time around mentor and speaker, James Dalglish, managing director from GO Rentals, says the experience for him is about gaining a fresh perspective, 'a deeper understanding of those early challenges, a new connection and ultimately a rewarding experience.'

YoungTEC has been awarded an Hospitality Training Trust grant, ensuring that the popular Leadership Day will be held once again this year. 'Receiving the grant is a real boost for



Nicole Botting

YoungTEC and the wider industry in retaining our next generation of leaders,' says YoungTEC chair, Nicole Botting.

B&B award winners

Bed & Breakfast Association New Zealand and Vision Insurance has awarded Bellbird Lodge, Kaiteriteri, owned by Anthea & Brian Harvey, the 2019 Supreme B&B Business of the Year.

The Bed & Breakfast Association award programme is made up of three awards – Supreme B&B Business of the Year, Emerging B&B Business of the year and B&B Host of the year.

Acacia Heights Gardens, Taupo, owned by Heather and David Bridson won the 2019 Emerging B&B Business of the Year Award and the 2019 B&B Host of the Year Award winner went to Morepork Riverside Lodge, Paihia, owned by Barb and Paul Linton.

The programme is judged by Tourism Industry Aotearoa chief executive Chris Roberts and the Bed and Breakfast Association's president Rayma Jenkins and vice president Liz Webster.



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Australia

New hotel in Lygon Street

Zagame's House, a 97-room boutique hotel, opened in Melbourne last week – the first of a series that the brand will be opening nationally.

In Lygon Street, Carlton on the fringe of the CBD, the design-driven Zagame's House is the result of a complete A\$18m transformation of the former Downtowner Hotel, a popular budget accommodation option operated by the Zagame family for 16 years. This is one of the first boutique hotels to open on the Lygon Street strip, adding to the area's ongoing transformation.

Sovereign Hill lights up

Victoria's Sovereign Hill will light up the nights between 29 June and 21 July during its Winter Wonderlights northern hemisphere-style Christmas spectacular.

During the day, visitors can stroll down Main Street as faux snowflakes fall at regular intervals over the Victorian-style buildings, decorations bring window displays to life, the smell of Christmas treats fill the air and traditional pantomimes are performed.

A European Christmas market will sell decorations and traditional treats including cups of mulled wine and toffee apples.

Saint Nicholas will appear each day and ladies and gents will parade up and down Main Street as they celebrate a Victorian-style Christmas.

www.winterwonderlights.com.au



Light projections at Sovereign Hill's Winter Wonderlights

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Africa

New AirKenya route opens gorilla trek potential

The introduction of a new route by Air Kenya will make it easier to combine Kenya safaris with gorilla treks in Uganda.

From 1 June 2019, the new direct flight from Masai Mara to Entebbe has opened up connectivity between two of East Africa's most sought after experiences, one of which Adventure World Travel NZ's general manager, Caryn Young, knows from recent first-hand experience.

'Extensive travel, especially to the far-off destinations that most agents aren't likely to experience themselves, is a crucial investment we make to ensure that our staff remain knowledgeable,' says Young. 'Late last month I was hiking in Uganda's Bwindi Impenetrable National Park to see the gorillas and I was blown away by our travel partners that take our clients on the same trip.'

'When our product managers travel to their destinations three to four times per year, they're not just out to source new product, but to maintain existing suppliers. I can say without any doubt, especially now that the flights enable access, a gorilla experience is a



Caryn Young... a recent close encounter experience in East Africa

great option to add to a tailor-made safari of East Africa,' Young concludes.

Adventure World Travel has been nominated in the Niche Wholesaler category of this year's TAANZ National Travel Industry Awards, with voting open until Friday 7 June.

Luxury travel an opportunity for Africa

Luxury travel has been identified as an economic opportunity and development catalyst for the African continent.

At Africa's Travel Indaba recently, a Lap of Luxury Pavilion was dedicated to the globally increasing sector.

According to a new report published by Allied Market Research, titled, Luxury Travel Market - Global Opportunity Analysis and Industry Forecast, 2014-2022, the global luxury travel market is expected to generate \$1154 billion by 2022, growing at a compound annual growth rate (CAGR) of 6.4% during 2016-2022.

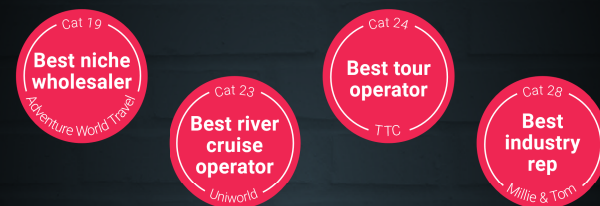
High spending power and search for exclusivity are the major factors that promote the demand for luxury travel.

'All participants at this year's Africa's Travel Indaba Lap of Luxury Pavilion were valued for their quality service, experience, innovation and [heritage]. In 2019, we wanted to show that Africa, especially South Africa is a destination well positioned in the minds of foreign tourists seeking exclusivity, luxury and unique experiences,' says Amanda Kotze-Nhlapo, South African National Conventions Bureau (SANCB) chief convention bureau officer.

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In the 2019 TAANZ Awards

The Travel Corporation's family of brands thank you for all your support. Keep it going by voting for us in this year's TAANZ awards between 27 May – 7 June 2019.



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News

River Countess incident update

After being hit by the ocean ship MSC Opera while docked at the San Basilio Cruise Terminal in Venice, Italy over the weekend, Uniworld's River Countess has had its next six sailings cancelled.

This includes the Gems of Northern Italy cruise-tour dates originally scheduled for 7, 14, 21 and 28 June, 5 and 12 July.

The River Countess will make its return on 21 July, when it sails from Venice as part of the 19 July cruise-tour date, commencing in Milan.

Uniworld president and CEO Ellen Bettridge says a member of the Uniworld reservations team will contact all affected customers. 'We have begun immediate outreach to our guests and travel agent partners with this news and are offering options to rebook.' Additional updates will be made as information becomes available.

At the time of the accident, 26 of the ship's 130 passengers remained on board, with most having already disembarked and transferring to flights home.

Bamboo Groves of Arashiyama, Kyoto



Cherry Blossom Japan selling fast

World Journeys is offering two departures of its Cherry Blossom Japan small group hosted journey in 2020. As the 24 March 2020 now only has one spot left (for one single traveller), agents are urged to encourage clients to book early on the second departure on 8 April 2020. The 17-day itinerary takes in the highlights of this increasingly popular destination, including Tokyo, the 'snow monkeys' of Yudanaka, the historical town of Takayama in the Japanese Alps, the traditional farmhouses of Shirakawago, cultural Kyoto, Osaka Castle, poignant Hiroshima, and plenty

of gardens to view the cherry blossoms of spring. Priced from \$15,395 pp (share twin), this includes return airfares ex AKL, four-star hotels, transfers, transport including trains, sightseeing and entrance fees, some meals, and a World Journeys host throughout. The maximum group size on this guaranteed-to-go tour is 18. Book and deposit by 31 July 2019 to save \$400 per couple, and an additional \$400 per couple saving applies if they have been on World Journeys hosted journey before.

worldjourneys.co.nz/japan

World Journeys: Nice to be niche

As the demand for artisan foods, micro-breweries and boutique hotels is on the rise, so is the demand for 'niche' travel, reports World Journeys.

The company's marketing manager, Caroline Clegg says to operate a niche business, a company has to be focused and offer something that addresses specific needs in the market that are not being met by mainstream providers.

'In our case, those needs are for expert knowledge and personal experience of some of the world's most exotic (and challenging) destinations,' she says. 'World Journeys has never wanted to be 'all things to all people'. We'd rather concentrate on what we know, and what we feel we can do better than anyone else. For us, being niche is what we love.'

'The travel industry is evolving all the time, and we have to adapt just like everyone else. We have to keep ahead of the game with new destinations and product offering, embracing new technologies to enhance the process and gain efficiencies. This means our team members travel every year to the destinations they sell, to update their knowledge and bring new tried and tested experiences to market.'

World Journeys has been nominated in the Best Niche Wholesaler category of the TAANZ NTIA.



NEVADA



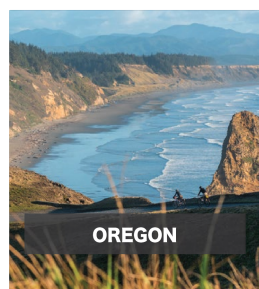
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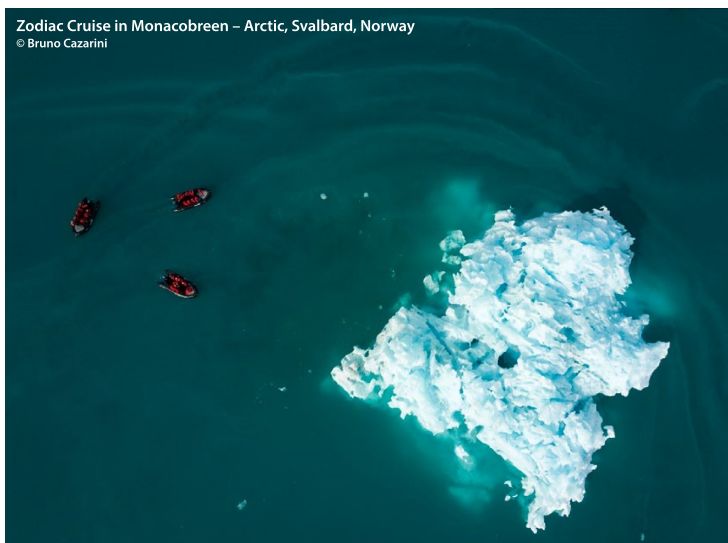


AMERICAN AIRLINES

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News

Zodiac Cruise in Monacobreen – Arctic, Svalbard, Norway
© Bruno Cazarini



Silversea's double incentive

Silversea Cruises is offering agents a bonus 5% commission on all new bookings made between 1 and 30 June 2019 on its range of expedition voyages in 2020, and, in addition, the agents will be entered into a draw to win one of four all-inclusive Silversea cruises for two people. Sailing in luxury, the four winners will be able to discover South America, Antarctica, the Arctic, or the Caribbean and Central America on board Silver Wind, Silver Explorer or Silver Cloud.

One of the prizes on offer is an 11-day voyage from Reykjavik to Longyearbyen which explores the isolated islands

and remote regions of Iceland and Norway. Two voyages will transport the winners from Fort Lauderdale to Colon, from The Bahamas to Jamaica, the Cayman Islands, Colombia, Costa Rica and Panama, along with some of the Caribbean's less frequented gems. Finally, a journey from Buenos Aires to Ushuaia will offer the opportunity to explore the Argentinian capital, Puerto Madryn, the Falkland Islands and the Chilean fjords.

Agents should contact their BDM or call Silversea on +61 2 9255 0600 for more information.

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News

Tropical Hotel Manaus closes

Brazil's Tropical Hotel Manaus has been closed indefinitely due to structural issues, reports Viva Expeditions. As a result, all current bookings have been moved to Tropical Executive Hotel, which is a newer affiliated hotel on

the same grounds. Prices at Tropical Executive Hotel's rooms have been priced at the same rate as Tropical Hotel. The property is often used by guests departing on an Amazon cruise. www.vivaexpeditions.com



Torii Gate, Miyajima

Floating Torii Gate Under Renovation

World Journeys advises that Japan's floating torii gate, of the Itsukushima Shrine, will be under renovation from June 2019 for approximately one year.

Located in Miyajima, the torii gate is one of Japan's most iconic sights, so clients should be made aware it may be under scaffolding if they are visiting during that time.

World Journeys' Japan specialist

Dorothy Chambers says 'Miyajima is still well worth visiting – there's definitely a whole lot more to the island than just the gate. On my visit there I enjoyed the views from the top of Mt Misen, the shrine itself, and have vivid memories of the wild deer there which tried to steal my lunch.'

worldjourneys.co.nz/destinations/asia/japan/




VOTE FOR EXOTIC HOLIDAYS

Exotic Holidays is proud to be included in this year's list of nominees again for TAANZ Awards 2019.

WE FEATURE IN TWO CATEGORIES:



- Category 19: Best Niche Wholesaler
- Category 28: Best Industry Representative – Michelle Dolan

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News

MYSTERY SPOT



Can you solve the latest mystery?

This week's Mystery Spot is home to the world's first pizzeria which opened its doors in 1830.

If you think you know the answer send it to competitions@promag.co.nz with Mystery Spot in the subject line.

And congratulations to last week's Mystery Spot winner Tanya Bhatia, Pacific Destinations, who correctly guessed Batu Caves, Kuala Lumpur. A great prize courtesy of Tourism Memphis and Lonely Planet will be sent out to you.

Bohol... one of the highlights of the 10-day Southern Borders Connections tour



Southern tour of Philippines

The newly reopened beach resort area of Bohol, in the Central Visayas region, is one of the highlights of a 10-day tour in the Philippines offered by Exotic Holidays.

Priced from \$2179 twin share, the Southern Borders Connections trip travels from Tagbilaran Airport to Bohol, then on to Dumaguete, Siquijor and Sumilon.

In Dumaguete, also known as the City

of Gentle People, diving is one of the main attractions.

The tour includes a full day at leisure in Siquijor, known for its beaches and marine sanctuaries.

Sumilon Island is a 24 hectare island in the south eastern tip of Cebu, known for its white sand bar and scuba diving.

CLICK HERE for details.

Eco glamping in wilds of Patagonia

Viva Expeditions is recommending Huemules, Reserva de Montaña for clients looking for accommodation with strong environmental policies.

The 10 double/twin domes are on a private property near Esquel, a former cattle ranch bordering the little known Los Alerces National Park in the southern part of the Lake District in northern Patagonia.

A three-night stay allows time for clients to partake in activities including trekking, mountain biking and horse riding for all abilities.

Access is via Esquel Airport, or a four-and-a-half-hour drive from Bariloche. It is also possible to connect with Chile via the border at Futaleufú.

A single dome costs US\$346, double dome US\$518 and triple dome US\$680.

G20 in Osaka

World Journeys warns that Osaka is going to be very busy from 27 to 30 June this year, due to large-scale traffic restrictions in place around Japan's first-ever G20 summit being hosted in the city. Highways feeding into the city, central Osaka, and Kansai International Airport will all be very busy, with travellers advised to use trains and subways where possible.

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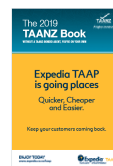
TODAY'S PEARLER

'Life isn't about finding yourself.
Life is about creating yourself.'

George Bernard Shaw

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