TAANZ awards tables: Going, going nearly gone

Anyone in the industry who wants to attend the TAANZ National Travel Industry Awards (NTIA) needs to be in quick or miss out.

Travel Agents Association of New Zealand chief executive Andrew Olsen says TAANZ noticed an immediate surge of interest when finalists were announced and sales for the night took off.

‘We are down to around 10 tables at SKYCITY Convention Centre and by way of comparison, that puts us well ahead of last year.’

Olsen says the coverage of finalists in media partner TRAVELinc Memo has revealed some excellent strategies for success in the industry. ‘To see the finale of all those great stories, you need to be at the awards night.’

He adds that the Air New Zealand after party is ‘wrapped in mystique’ but will be a massive event in its own right.

There will also be live to camera interviews taking place before, during and after the awards night. ‘This will make up an important part of the TAANZ NTIA memorabilia.’

The awards are being held on Saturday 8 September. taanz.org.nz/ntia/ntia-gala-dinner/
House of Travel joins AA Smartfuel

Launched yesterday, a new initiative sees HOT, form a partnership with AA Smartfuel to offer Kiwis the ability to boost their fuel discounts when booking their next flight, cruise or holiday.

AA Smartfuel cardholders and AA Members can now save 20 cents per litre for holidays booked in-store to Asia, The Americas, Africa, The Middle East, UK or Europe or 10 cents a litre for holidays booked in-store to Australia or the South Pacific, conditions apply.

As a launch special HOT and AA Smartfuel are offering customers 40 cents off per litre on all Bali holidays booked in-store between 25 June and 9 July 2018. Terms and conditions apply. For more information visit houseoftravel.co.nz or aasmartfuel.co.nz

2019 Australian tennis open packages


Three-night packages to the first round including category three tickets are from $469pp double share. Finals packages including category three tickets to the men’s and women’s finals are from $1435pp double share.

Hospitality, hotels and ticket category upgrades available. CLICK HERE for details.

Contiki to NZ agents: ‘Get your moves on’

Contiki has launched a ‘Boot Scootin’ Moves’ competition on its trade Facebook page to celebrate the release of its USA & Canada 2018-20 brochure. One store will win a USA Munch night out with the local Contiki sales manager.

Contiki is urging stores to get their team together for some boot scootin’ and post your best moves on the Facebook page before 6 July to be in the draw to win.

Outdoor experiences are a key focus in the new USA & Canada brochure. While covering the iconic south and notorious big cities, trips are designed with the belief these are best complemented by the regions’ national parks.

Special features include:

• 43% of Contiki trips visit the Grand Canyon, where add-on biking or helicopter rides for extra adventure;
• 21% of Contiki trips visit the ‘Wild West’ landscapes of Monument Valley;
• 18% of Contiki trips visit the Mojave Desert, home to the infamous Joshua Tree;
• 13% of Contiki trips visit Bass Lake, where groups stay in a lakeside lodge;
• 10% of Contiki trips visit Yosemite to see the Redwoods and Sequoias;
• 8% of Contiki trips visit Yellowstone, home of the ‘Old Faithful’ geyser.

Contiki.com

BUSINESS DEVELOPMENT MANAGER – NZ (AUCKLAND)

An exciting opportunity exists for someone to join our APAC sales team.

Based in Auckland NZ, this role will have responsibility for the NZ Sales trade market, helping to promote and grow the global Back-Roads’ product range across the country.

As the ‘face’ of Back-Roads in this market, you will liaise with key industry stakeholders and focus on training, sales and brand awareness as well as look for potential new business opportunities.

TO APPLY, CLICK HERE
News

Discover the World represents a variety of Clients including Airlines, Hotels, Online & Cruise Companies, and we have an opportunity for an experienced person to join our Team in Auckland, being responsible for the Business Development of Expedia TAAP.

Ideally, the person we are looking for will have the following skills:

• A minimum of 10 year’s experience in the Tourism Industry, preferably in a sales capacity
• Ability to develop & implement a National Sales Plan strategy
• Advanced level of customer service skills when interacting with our Trade Customers
• Ability to travel frequently within NZ as well as occasionally overseas
• Someone who has flexibility, attitude, humour and maturity to join our Team

This is a full time position.

Sound like you? Then drop us a confidential note and your CV to chris@discovertheworld.co.nz

Applications close Friday 06 July 2018

BUSINESS DEVELOPMENT EXECUTIVE

Emirates releases UK-Europe sale fares

Emirates has fares from Auckland to upcoming new destination Edinburgh and old Scandinavia favourite Copenhagen from $1599 return and London from $1649 return.

Flying from Auckland on the non-stop Dubai service, kiwi travellers will have the choice of 41 Emirates destinations in Europe, plus another 27 on partner flydubai, on sale now until 9 July.

Emirates will offer daily flights to Edinburgh via Dubai from 1 October. Apart from the Edinburgh, Copenhagen and London offers, other special fares from Auckland will include Amsterdam from $1749 return, Paris from $1799 return, and Barcelona, Frankfurt and Rome from $1849 return. All fares are inclusive of all taxes.

The fares are available for specific travel periods later this year as well as in the first half of 2019, and various conditions apply. Bookings can be made on www.emirates.com/nz

Eclipse suspends Nicaragua sales

Eclipse Travel has suspended sales to Nicaragua following recent civil unrest and violence as the government clashes with protestors.

The Eclipse team will continue to monitor the situation and will recommence bookings once the issue subsides and Nicaragua once again becomes a peaceful country as it has been for the past 30 years, the company says.

‘Local partners report difficulty on the ground with unrest over the past two months causing regular cancellations, with most clients diverting their trips to Costa Rica or Panama. ‘Unfortunately, the situation has quickly deteriorated over the past few weeks with permanent road blocks and some clashes between the police and civilians.

‘Any travellers planning to visit Nicaragua in the future should closely monitor the situation and reconsider their destination choice.’

enquiry@eclipsetravel.co.nz

SeaLink’s new SA self drive packages

Discover South Australia’s wine regions and Kangaroo Island, with SeaLink’s new self-drive holiday packages. Packages include a 30-day Entertainment Digital Membership, offering savings of up to 25% and two-for-one deals at many of SA’s top restaurants, attractions and activities.

There are three six-day self-drive packages to choose:

• The South Australia Food and Wine Getaway combines coach touring and self-drive and explores the city of Adelaide, the Barossa region on a choice of two food and wine coach tours and Kangaroo Island. Priced from A$1189pp, twin share.

• The Barossa and Kangaroo Island self-drive package visits the Barossa wine region for two nights, before heading to explore Kangaroo Island and is priced from A$765.50pp twin share.

• The six-day Hahndorf, McLaren Vale and Kangaroo Island self-drive package visits Adelaide, the Adelaide Hills, the town of Hahndorf, McLaren Vale wine region and Kangaroo Island, priced from A$757.50pp, twin share.

The 30-day Entertainment Digital Membership can be self-activated prior to travel so benefits can be utilised before, after and during holiday packages.

Win a place on famil to Rio, Buenos Aires, Iguazu Falls

Eclipse Travel is offering New Zealand travel agents the chance to win a place on a nine-day famil to Argentina and Brazil to showcase some of its most popular first timer product. The trip is being organised in partnership with LATAM and will take place from 15 to 25 August 2018.

The agents will begin their itinerary in Buenos Aires, taking in the historic architecture, tango parlours and cobblestone streets as they tour the famous districts of San Telmo, La Boca, Recoleta & Palermo. The group will be treated to a tango show with dinner and given the opportunity to add on an optional wine tasting or private tango.

The next stop is Iguassu/Iguazu Falls - experiencing this from the Argentine side first with views of the falls, abundant orchids, colourful birds and other native wildlife. Continuing to La Garganta del Diablo (Devil's Throat), the group will get a close up view of the highest fall in the park from a suspended platform.

Participants will wake the next morning at Belmond Hotel das Cataratas and experience the Brazilian side of the Iguazu Falls as they walk past 14 separate falls.

The trip will finish with two days in Rio de Janeiro, witnessing Cristo Redentor, Sugarloaf Mountain and Guanabara Bay and staying at the Belmond Copacabana Palace.

To be in the running for a place on this trip, agents should email Rosemary McNoe on rosemary@eclipsetravel.co.nz with the subject line ‘South America Famil’. All bookings made on Eclipse Travel packages from now until Sunday 22 July will increase the chances to win. A participation fee applies.

Falklands & South Georgia with Viva

Viva Expeditions has a 50% discount to Falklands and South Georgia on the Ocean Adventurer Cruise.

The mountains and glaciers of South Georgia overwhelm with wildlife and scenery. The Falkland Islands are known as the Islas Malvinas in Argentina, and are a remote South Atlantic archipelago that lies 490 km east of Patagonia.

Clients will cross the Antarctic Convergence, where the cold Antarctic waters mix with the warmer waters of the Indian, Pacific and Atlantic Oceans, creating the abundance of krill that attracts whales and seals to this part of the world.

CLICK HERE for details.
Cruising

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  - Flights, Transfers & Cruise in Interior Stateroom from $2895pp
  - Flights, Transfers & Cruise in Oceanview Stateroom from $3045pp
  - Flights, Transfers & Cruise in Balcony Stateroom from $3635pp

Celebrity Cruises Unveils First Terminal

Celebrity Cruises has unveiled the line’s first cruise terminal, Terminal 25 (T25), located at Port Everglades in Hollywood, Florida.

T25 features Frictionless Arrival, making the check-in process seamless. T25 will offer Suite Class guests an experience along the path to The Retreat, with an exclusive lounge, elevator lobbies, screening areas and a private rooftop terrace. A 1352m GK Mediamesh will wrap the terminal’s exterior.

Scheduled for completion in late October 2018, T25 will be the home to many Celebrity ships during their winter deployment.

Volcanic Activity in the Galapagos

Recent guests on Galapagos Island cruises have been treated to a volcanic eruption on one side of Fernandina Island.

World Journeys says volcanic activity is common in the Galapagos, and rather than disrupting a cruise, it can add to the experience. Reports from World Journeys’ operator say guests witnessed beautiful sunset colours, with molten lava reflected in low-lying clouds, and at night watched rivers of lava coming down the side of the volcanoes. Agents should be assured guests will still enjoy a spectacular cruise, even if their usual route is altered slightly.

For Galapagos cruise options go to worldjourneys.co.nz/destinations/south-america/ecuador/
There's more to do in Vanuatu

Pacific Islands

There's more to do in Vanuatu

New role with South Sea Cruises
Shandelle Battersby has been appointed to the newly created role of marketing and communications executive at South Sea Cruises based in the Auckland office.

Battersby is an experienced travel writer, editor and marketing professional, spending considerable time at NZME in various roles including lifestyle and commercial editor, digital content producer VIVA and deputy Tuesday travel editor. She will be utilising her skill sets, expertise and contacts to help lift the profile of South Sea Cruises’ portfolio of products.

Battersby begins with South Sea Cruises on 30 July 2018.

GO Holidays has the Pacific Islands covered in its clearance sale. Included in the sale is cruising Papua New Guinea package with P&O Cruises onboard Pacific Dawn roundtrip from Brisbane to Alotau, Kitava Island, Rabaul, Kiriwina Island & Conflict Islands. The 10 night cruise priced from $1629 per person, twin share is on sale until 29 June 2018 and travels 2 March 2019. Added benefits include a reduced deposit of just $1pp and A$100 onboard credit plus a free upgrade from an interior stateroom to an oceanview stateroom. CLICK HERE for details.

Ramada Resort Port Vila marks anniversary

Ramada Resort Port Vila is about to celebrate its one year anniversary.
To mark this first year of operation, Ramada Resort Port Vila is offering a deal from 1-31 July 2018. Every booking at Ramada Resort Port Vila for a minimum of four nights between 1 July 2018 and 31 March 2019 (blackout 28 December 2018 – 2 January 2019), guests will enjoy a complimentary voucher for a one-hour morning cruise on Erakor Lagoon and a A$40 food and beverage credit to spend at the property during their stay.

For bookings reservations@ramadaresort.com.vu. Add the code: JULY18 with the original booking code.

“I am already planning on going back sometime for whale season. I loved the unspoilt, untouched uniqueness of Niue and feel that it is a jewel in our Pacific. Most days the places we went to we were the only people there. That is what I loved and I definitely will return.”

Glennis Kneale – You Travel Manukau

niuelsecond.com

TrAVELinc Memo 26 June 2018
Market fare changes on SIA

Singapore Airlines has released its revised market fares, expected for sales from tomorrow onwards. Key changes will include a revision of fare levels across various destinations and bookings classes. SIA advises to ticket any bookings that you are currently holding today. From tomorrow onwards, any un-ticketed bookings will need to be amended to new fare levels.

Singapore Airlines will update all trade partners with updated fare sheets and rules on release date, these will also be available on www.krisport.co.nz
Login: sqagent
Password: 2012Kris

SQ at the Harcourts Cancer Society Ball 2018

Singapore Airlines sponsored the Harcourts Cancer Society Ball 2018 on Saturday 23 June. SQ hosted Christchurch agents, treating them to a night full of food and drinks, all for a good cause. SQ helped to raise $26,000 on the night from their live auction item of two business class tickets to anywhere on the Singapore Airlines network.

Air New Zealand waste reduction accelerates

Air New Zealand’s initiative to reduce inflight waste has seen more than 132 tonnes diverted from landfill in its first nine months – the equivalent weight of three of the airline’s A320 aircraft. Project Green was launched in August last year to tackle inflight waste from international services arriving in Auckland, with a goal to divert 150 tonnes of waste from landfill annually. The project has seen 40 inflight products, which had previously been sent to landfill, being reclassified so these can be reused if they are removed from aircraft sealed and untouched. Tracking to date shows more than nine million individual items have been recovered for reuse or recycling rather than going to landfill.

Explore the world with Qatar Airways

Discover an adventure of a lifetime, from the scenic beauty of European capitals to the majestic ranges and tropical forests in Africa. Embark on a new experience to more than 150 destinations around the world with our special end of financial year fares.


Fares per person from:

<table>
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<tr>
<th>Destination</th>
<th>Economy</th>
<th>Business</th>
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</tr>
</tbody>
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* Offer valid until 2 July 2018, unless sold out prior. Fares quoted above are for departures from Auckland and are the lowest adult return prices per person including taxes, fees, and airport charges. Other fares are available from Wellington and Christchurch; travel between Auckland and Wellington/Christchurch are on another airline. Economy Class fares are valid for travel between 1 September – 6 December 2018, and 15 January – 31 March 2019. Business Class fares are valid for travel between 26 June – 31 March 2019. Other sale dates may be available. Fares may vary due to currency or tax fluctuations. Seasonal surcharges and weekend surcharges may apply. For all other terms and conditions please refer to your QDS at time of booking.
Celebrating 25 years of local flavours

The Singapore Food Festival (SFF) is making its annual return from 13 to 29 July 2018, with over 20 gastronomic experiences featuring traditional and contemporary flavours of Singapore. In conjunction with the SFF's 25th anniversary, there will be a series of culinary offerings.

Ranita Sundramoorthy, director of retail and dining, Singapore Tourism Board, says: 'This event is a celebration of our multi-cultural heritage as it is the only event in Singapore dedicated to showcasing local fare.'

Exotic consultant reports on Thailand journey

Hemant Kaushik, senior consultant with Exotic Holidays, recently returned from an inspection trip to check out places of interest, hotels and activities in Thailand.

He visited the Northern region of Thailand from Bangkok to Chiang Mai, Chiang Rai and the Golden Triangle.

'Thailand is really a beautiful country and caters well for tourists as it is safe, well planned and organised,' says Kaushik.

The highlight of his trip was a tour of the Golden Triangle, the meeting point of three countries – Thailand, Myanmar and Laos.

‘In Chiang Mai – also called the City of Temples – the main highlight was the temple – Wat Suan Dok, which is 700 years old with great history and architecture. Every evening the whole city is lit up with roadside markets and restaurants.

‘It could be one of the best destinations in Thailand for shopping clothes, antiques and in fact everything. The other temple to visit would be Wat Phra That Doi Suthep, which is great for its aerial view of the city. You can get to it by climbing its 309 steps and get a good cardio workout at the same time or take a cable car,’ he says.

‘In Chiang Rai, the Elephant Care Centre is a must see. The care centre was set up to provide care for elderly elephants retired from logging and camps.

‘The boat trip from Chiang Mai/Chiang Rai to Chiang Rai city is a valuable experience.

‘I visited the Imperial Golden Triangle Resort and had great views of Myanmar and Laos from the hilltop restaurant.’

Keio Plaza Hotel hosts Princess Mermaid buffet

Keio Plaza Hotel Tokyo (KPH), located in Shinjuku, Tokyo, will host the ‘Princess Mermaid Sweets Buffet’ at its restaurant Jurin from 1 July to 30 September 2018. Jurin is known for its meals based upon fairy tales including ‘Alice’s Adventures in Wonderland,’ ‘Beauty and The Beast’ and others. These events are popular amongst female guests in their 20s to 30s for the photogenic desserts which guests share on social media.

CLICK HERE for details.

Keio Plaza Hotel – images of Thailand

Ranita Sundramoorthy, director of retail and dining, Singapore Tourism Board, says: 'This event is a celebration of our multi-cultural heritage as it is the only event in Singapore dedicated to showcasing local fare.'

TraveLinc Memo 26 June 2018

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**Europe**

**Say ciao to Club Med Cefalu**

Club Med has announced the recent expansion of its 'Exclusive Collection' with the opening of Club Med Cefalu, Italy, the first luxury five-star Trident resort in the Mediterranean. Located on the northern coast of Sicily, 90 minutes from Palermo airport, Club Med Cefalu has panoramic views, situated within a natural reserve of cliffs.

At Cefalu, guests can enjoy electric surfing, paddle boarding, scuba diving, a dip in Sicily's first natural swimming pool in the resort's Zen Zone, and much more. Three restaurants offer their own take on Sicilian cuisine, with views over Cefalu Bay on the resort's cliff-side terraces.

www.clubmedta.co.nz/resort/cefaluf

**Film and TV buffs flock to Back-Roads tours**

TV and film buffs are booking their holiday with Back-Roads Touring, with some of the companies most popular tours visiting filming locations.

From Dr Who to Stephen Speilberg’s War Horse, Back-Roads Touring visits the filming locations of more than 32 TV series and movies across their Corners of Cornwall, Highlights of Britain, The Wonders of Wales and Heart of England tours.

Back-Roads Touring country manager APAC Dennis Basham says: ‘Some guests have been fans of British television series' such as Vicar of Dibley or crime drama Midsomer Murders for decades, so it’s an incredible experience for them to be immersed in these locations.’

backroadstouring.com/summer-2018-tours

**FREE INFO SESSION**

Bring your clients to our Free Info Sessions and learn about the Viking difference. Sessions will be held on both River & Ocean cruising with special offers available on the day.

**AUCKLAND**  
Tuesday 3 July  
Stamford Plaza

**CHRISTCHURCH**  
Thursday 5 July  
Chateau on the Park, DoubleTree Hilton

CLICK HERE TO REGISTER
Australia

Smaller single surcharge on Murray Princess

Captain Cook Cruises is offering a single surcharge between 25-30% on normal twin share prices, for all Murray Princess three, four and seven-night cruises.

Traditionally, singles travelling alone pay the same cost for their accommodation as a couple, which is effectively a 100% increase on twin share per person prices.

‘A lot of companies charge a 75% or even 100% solo surcharge. We believe offering a surcharge between 25-30%, is exceptional value for solo travellers’ says Julie-Anne Briscoe, marketing manager, SeaLink South Australia.

The Murray Princess accommodates up to 120 passengers, so solo travellers can easily meet other solo travellers or groups of people. The ship is still big enough for those who just want alone time.

The three-night Discovery Cruise travels between Walkers Flat and Murray Bridge and departs every Friday at 4.30pm with Early Booking Saver (EBS) fares starting from A$1107 single fare.

Prices include accommodation, all meals, guided nature walks, eco-excursions, onboard presentations, onboard wifi, the Captain’s Dinner and Cocktail Party, live entertainment, use of ship’s facilities including sun deck, bar, two lounges, restaurant and mini gymnasium and complimentary scenic coach transfers from and to Adelaide or secure car-parking in Mannum and post cruise coach transfer to Adelaide Airport.

www.murrayprincess.com.au

Flight Centre team leaders take on Adelaide

Flight Centre’s annual Team Leader Conference recently converged on Adelaide showcasing the region’s food and wine to 240 team leaders from around New Zealand.

The group were treated to an afternoon of famils taking in the Adelaide Hills and McLaren Vale before being officially welcomed by South Australian tourism operators at a welcome function held at the Adelaide Oval.

‘This was a great opportunity to showcase South Australia’s food and wine offerings and the ease of access on Air New Zealand’s non-stop flights from Auckland to Adelaide,’ says Stacey Kerr, SATC regional manager, NZ.

New wildflower tour in WA

Luxury Outback Tours Western Australia has a new wildflower tour this year that is expected to appeal to New Zealand travellers. It is priced from A$6318pp twin share or A$6992 single.

The itinerary travels north up to Perth through Dongara, Kalbarri, Monkey Mia, Wooleen Station and the Wheatlands.

Highlights include coastal beach sand dunes, Pinnacles Desert, Hi Vallee Farm for rare and endangered flora, Pink Lake Hutt Lagoon, one hour Dolphin Cruise to see dolphins, dugongs, turtles (seasonal), and Murchison River Gorges - The Loop and Nature’s Window.

The tour takes in Shark Bay World Heritage area, Hamelin Pool to view stromatolites, and Eagle Bluff to view bird life, dugongs, sharks, dolphins and manta rays. Shell Beach, home to billions of tiny Cardid Cockle, HMAS Sydney Memorial, Pot Alley with its ocean gorges at Kalbarri, and Yamaji Art Centre which is Aboriginal owned and operated are also on the itinerary.

www.murrayprincess.com.au
We are seeking an enthusiastic BDM targeting corporate and MICE market. Primary role is to be responsible to generate new business for CPG Hotel group across all their portfolio of hotels, develop and build strong and effective customer relationships. You will be pro-active with a driven personality and likes a fast paced environment.

Responsibilities Include:

• Responsible for growing the Corporate and MICE market for the hotel including travel management companies, government, key corporate accounts and PCO’s.
• Conducting proactive sales calls, quoting/contracting
• Drive sales and revenue targets for the business
• Establish, develop and maintain key client relationships
• Hosts famils and site inspections to create awareness across all hotels
• Plan active call cycle
• Sales Trips throughout New Zealand
• Representing the company at trade shows and Industry Events
• Ensure comprehensive coverage of own portfolio, achieving targets and maximum productivity
• Implement and execute sales objectives and action plans to reach and exceed targets set

Contact: michelle.davies@cpghotels.com

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**NEWS IN BRIEF**

**Final days for Ski Express’ June promotion**
Clients who book and deposit three nights or more accommodation in Queenstown during June will receive one free AJ Hackett Kawarau Zip Ride per person. Travel from now till 30 September.

**Win a South Island mega famil**
Agents can win a spot on a mega famil to the South Island with ANZCRO, Ski Express and Kirra Tours, with a value of over $750 and you’re in to win a spot on the 6-11 September mega famil. The more bookings the more entries.

**2018 Experience Aloha Business Exchange**

The Hawaii Tourism Authority (HTA) hosted the second annual Experience Aloha Business Exchange in Honolulu last week attracting approximately 70 delegates from all over the world. Hawaii Tourism Oceania (HTO) and Hawaiian Airlines took a delegation of New Zealanders and Australians to attend the event.

Delegates attended the Business Exchange on Oahu, which included a day of meetings at the Hawaii Convention Centre with suppliers from each of the four main Hawaiian Islands. In addition, the HTO group had the opportunity to visit some event locations including an evening on the Battleship USS Missouri. They also had a day out at Kualoa Private Nature Reserve which is where the Jurassic World movies have been filmed. The HTO group then travelled to Maui where they were treated to both a helicopter trip over Molokai and Maui and a sunset sailing trip. The group were also able to check out the two main resort areas of Wailea and Kaanapali so that they could get a feel for what each resort area could offer their clients.

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**Let the good times flow**

A craft brewery, gastro-pub and events space for 600 seated guests are features of Cairns’ newest waterfront destination.

Located within the heritage-listed Shed 2 of Cairns Cruise Liner Terminal, the multi-million-dollar Hemingway’s Brewery Cairns Wharf occupies 1400sqm and includes a 20m, timber topped bar and a second outdoor bar with a total of 50 taps. Hemingway’s Brewery Cairns serves 20 brands of craft beer, including a range of Hemingway’s signature ales brewed on-premise. Hemingway’s Brewery Cairns will celebrate its grand opening in August 2018.

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**BUSINESS DEVELOPMENT MANAGER**

We are seeking an enthusiastic BDM targeting corporate and MICE market. Primary role is to be responsible to generate new business for CPG Hotel group across all their portfolio of hotels, develop and build strong and effective customer relationships. You will be pro-active with a driven personality and likes a fast paced environment.

**Responsibilities Include:**

• Responsible for growing the Corporate and MICE market for the hotel including travel management companies, government, key corporate accounts and PCO’s.
• Conducting proactive sales calls, quoting/contracting
• Drive sales and revenue targets for the business
• Establish, develop and maintain key client relationships
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• Plan active call cycle
• Sales Trips throughout New Zealand
• Representing the company at trade shows and Industry Events
• Ensure comprehensive coverage of own portfolio, achieving targets and maximum productivity
• Implement and execute sales objectives and action plans to reach and exceed targets set

Contact: michelle.davies@cpghotels.com

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**SKIING NEW ZEALAND? CALL SKI EXPRESS FOR GREAT DEALS 0800 650 333**
**Sustainability award for Auckland hotel**

Hotel Grand Windsor in Auckland has received a Gold Sustainable Tourism Business Certification from Qualmark New Zealand. This is independent recognition that the hotel is committed to protecting the natural environment and enhancing connections within the local community, while delivering visitors a top-quality experience, according to CPG Hotels.

‘At Hotel Grand Windsor, we’ve always pride ourselves on serving up the elegance and charm of a bygone era’ CPG Hotels group operations manager, Ronnie Ronalde says. ‘But we also have our eyes on the future, ensuring we adhere to the environmentally friendly, sustainable business practices that customers demand these days.’

www.hotelgrandwindsor.com/

**Royal Caribbean’s reimagined Mariner of the Seas**

Royal Caribbean International’s Mariner of the Seas sailed into its new home at Port Miami, amped up with $120 million of refurbishment.

Mariner of the Seas welcomed guests for the first time yesterday as it set sail on a four-night cruise to The Bahamas.

The ship will continue to offer four-night weekday and three-night weekend itineraries from Miami, with visits to Nassau and CocoCay. Beginning May 2019, Mariner will sail to the new Perfect Day at CocoCay, the first destination in Royal Caribbean’s collection of private island experiences.

**Three-day soirée in the Maldives**

World Resorts of Distinction has a new experience in the Maldives offered by Coco Privé Private Island.

The three-day soirée, features cocktails, music and culinary experiences, as well as champagne towers and fireworks upon a private yacht. Coco Privé is a secluded island hideaway in the Malé Atoll that hosts a maximum of 12 guests, and has a cocktail bar, wine cellar, library, private chef and personalised spa services.

Coco Privé marketing & sales manager, Sarah Hilmy, said the soirée is ideal for groups looking for an upscale event venue.

**Silversea & ORCA’s ground breaking whale watching voyages**

Silversea and ORCA’s partnership has resulted in an array of species being documented on the first two voyages in a series of collaborative whale watching voyages.

Part of Silversea’s collection of Enriched Voyages, the whale watching cruises saw ORCA conservationists join Silversea’s Silver Explorer to collect data of sightings and to educate Silversea guests on marine species.

The first voyage, from San Diego to Vancouver on 2 May 2018, yielded 565 sightings, including 232 sightings of humpback whales. The second voyage, from Vancouver to San Francisco on 13 May, saw 661 sightings.

The whale watching voyages continue into 2019 with conservationists from ORCA set to travel aboard the following cruises:

- Silver Muse voyage 6910, departing from Tokyo to Seward on 12 May 2019.
- Silver Muse voyage 6911, departing from Seward to Vancouver on 27 May 2019.

Click here for details.

**Battlefield specialists Innovative Travel offer Le Quesnoy Nov 2018 and Monte Cassino May 2019. Contact Innovative Travel now.**
**TAANZ National Travel Industry Awards**

**Hard work – there’s no substitute**

There is no substitute for hard work when it comes to achieving in the travel industry, says Rahul Sharma, managing director of Exotic Holidays. ‘Whatever you may do, or whatever you may create, you won’t be able to achieve your goals without 100% dedication and hard work,’ says Sharma.

Exotic Holidays has already racked up considerable awards success in its eight years of existence and is now a finalist in the niche wholesaler category of the TAANZ NTIA.

Sharma says success can come after a lot of ‘sweat and tears, sleepless nights and the patience to put a winning team together.’

‘Add value that can’t be found online’

Always keep up to date with current trends – including hot destinations. That’s the tip from one of the country’s most recognised travel agents, Tony Jackson of House of Travel Newmarket.

Jackson won the Top NZ Retail Consultant title in the TAANZ awards in 2006 and he is in the running as a finalist again this year. He has won a myriad of HOT gongs over the years – inducted as a ‘HOT Legend’ in 2013.

‘Offer your clients something new – suggestions on restaurants etc – and add value that can not be offered online.’

Jackson says 2018 is ‘business as usual’ in Newmarket. ‘A number of clients still like to visit their travel agent – sit and discuss their plans.

There is definitely a sense of security when using an agent versus online.

‘In saying that, there is also a large percentage of clients who book via phone and/or email.

‘With the increase in airline options out of NZ, and subsequent drop in many airfares – we are finding more families travelling longhaul (where possibly previously their travel was closer to home). Also there is a marked increase in people travelling in premium and business cabins. And I have seen a noticeable increase in winter skiing holidays.’
New brand’s got soul

The Memphis Convention & Visitors Bureau has rebranded and is now known as Memphis Tourism, the official destination marketing organisation representing the tourism and hospitality industry for Memphis and Shelby County.

Data driven research, stakeholder interviews and audience testing led to the name change, along with a refresh of the organisation’s music inspired logo and tagline. The Memphis Tourism brand focuses on music at its core, and the strong connection it makes with visitors from all over the world.

The new tagline for the destination embraces soul music that came out of STAX and Royal recording studios. ‘Home of Blues, Soul & Rock ’n’ Roll’ widens the appeal and awareness for the distinctive Memphis sound that continues to be the number one travel motivator for visitors to the city.

Australians and Kiwis are visiting Memphis at a growth rate that is impressive, according to local director Chris Ingram. ‘They stay three or four nights in Memphis, and they travel the region when they visit the USA, contributing to driving regional dispersal,’ says Ingram. ‘Australia/New Zealand is our third strongest international market and growing at a strong rate. With that in mind we are dedicated to supporting that growth and we look forward to working with industry stakeholders to ensure that Memphis becomes the preferred vacation destination in the Southern USA.’

World Resorts appoints resort marketing manager

World Resorts of Distinction (WRD) has appointed Nina Richards to the role of resort marketing manager.

In this role, Richards is responsible for working closely with a selection of the agency’s luxury clients across a suite of services including the execution of all marketing, social media, sales, branding and publicity.

Richards joins WRD with extensive travel experience, including most recently, at MTA - Mobile Travel Agents. WRD executive director, Tess Willcox, says Richards brings a wealth of skills to WRD’s marketing and communications experts.

Can you solve the latest mystery?

This week’s Mystery Spot was originally a Roman city called Lutetia, renamed in 360AD. If you know the answer, email it to competitions@promag.co.nz with Mystery Spot in the subject line.

And congratulations to Jasmine M’Nijel of BCD Travel, who correctly guessed last week’s spot – Manila, Philippines. A great prize courtesy of Lonely Planet is on its way to you.

Cruising Aus & NZ

Clients can cruise onboard Princess Cruises’ Majestic Princess from Auckland to Tauranga, Wellington, Akaroa, Dunedin, Fiordland National Park (scenic cruising), Hobart, Melbourne and ending in Sydney.

GO Holidays’ 13-night cruise is priced from $2199* pp, twin share until 28 June 2018, unless sold out prior. Travelling 23 October 2018. A reduced deposit of just $1pp*. Conditions apply.

CLICK HERE for details.

Sichuan Saver Fares. China from NZD 499 RT.