

TABS ON TRAVEL TODAY

Incorporating Tabs on Travel

Tuesday 18 September 2012

Issue 2461

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Travel A Winner With A High NZD

Devaluing the New Zealand dollar may impact negatively on the travel industry but exporters are adamant more expensive holidays are a small price to pay in the long run.

New Zealand First and the New Zealand Manufacturers and Exporters Association (NZMEA) are among groups calling for the dollar to be devalued to as low as USD0.60, saying it is significantly overvalued and causing job losses.

The issue was debated in Parliament last week, when Finance Minister Bill English said that although the high dollar is a concern National doesn't agree it should be devalued as this would mean a drop in income and living standards for Kiwis.

Flight Centre New Zealand executive general manager Mike Friend agrees, urging the government not to forget the travel industry which is reaping the benefits of a favourable exchange rate.

"The stronger the dollar is, the better it is for outbound travel, which helps the travel industry in New Zealand and helps employ more people," he says.

"That should be taken into consideration if there's any sort of devaluing the dollar that will stop Kiwis travelling, which will hurt the travel industry. There's winners and losers, and when the dollar goes up the travel industry is a winner."

Stella Travel Services chief executive Greig Leighton echoes this sentiment—but maintains Kiwis will continue to travel, despite a lower exchange rate. "If the NZD is devalued in any shape or form it will have an impact. We've certainly seen stimulation of the US market because of the high USD exchange rate," says Leighton. "And with the stronger exchange rate people are spending more and opting for a slightly higher yielding product, like cruising, river cruising and escorted tours."

However Leighton adds that as proven in the past, even with a lower exchange rate, Kiwis will continue to travel overseas.

... More Than Holidays

The NZMEA and New Zealand First are forging ahead with campaigns for currency intervention—and cheaper holidays is no reason to keep things as they are, NZMEA chief John Walley said yesterday. Certain things—including overseas holidays—will become more expensive in the short-term but exporters will earn more, help to balance the country's books and create more jobs, he says. "An overvalued currency might feel good for a while but cheap imports and offshore holidays don't help sustain an economy and really don't matter much when you don't have a job," he says.



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Wotif Chief Resigns

Wotif chief executive and managing director Robbie Cooke has resigned today, and will leave the company at the end of the year after seven years leading the company. Cooke will 'pursue an opportunity outside of the travel industry' says Wotif chair Dick McIlwain. The Wotif board has commenced the search to appoint a new ceo.

Lady Liberty Reopening

The interior of the Statue of Liberty will reopen to the public on a limited basis on 28 Oct after a USD27 million renovation. The project, which includes a new lift, stairs and wheelchair lift, will be fully complete by year's end, says the US National Parks Service.

Eagle Fleet Back 01 Nov

Normal Eagle Air services are scheduled to resume from 01 Nov, with 15 Beech aircraft operating as of yesterday. Eagle Air grounded part of its fleet following the discovery of hairline cracks by the tail in Aug.

Top Travel Rip-offs

The cost of withdrawing cash from an overseas ATM is considered the biggest travel-related rip-off, followed closely by organised tours and excursions, hotel Wi-Fi, taxi fares and credit card charges, shows the latest UK Skyscanner poll. One in five of those surveyed say the cost of withdrawing cash abroad was the biggest rip-off, as they were often caught unawares by bank charges, while organised tours were considered overhyped and over-rated by 17% of those surveyed. Skyscanner says extra charges and hidden costs can catch out 'even the savviest jetsetter'.

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New Training Entity

A new industry training organisation (ITO) is to be formed following a Deed of Merger signed last week by the Aviation, Tourism and Travel Organisation (ATTTO), Hospitality Standards Institute (HSI) and Retail Institute. The Service Skills Institute is expected to commence 01 Jan 2013 but there will be a likely transition of several months, and the Deed of Merger is still subject to certain conditions. The merger is based on the view that 'it will enable the three ITOs to better protect and promote the interests of our industries', says HSI chief Ken Harris.

New NZ HNL Fares

Air New Zealand has released new Hawaii tactical levels, for sales to 21 Sep and travel 14 Mar-30 May (some blackouts apply). Inclusive Seat + Bag GDS fares are from \$1037 return and return GDS works fares are from \$1137. Wingtips has details.

New VS Sales Director

Virgin Atlantic has appointed Maria Sebastian in the new role of director of worldwide sales. She will be the 'driving force' behind the airline's growth ambitions worldwide, says VS.

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And The Bali Agent Prize Winner Is . . .

Congratulations to Shari O'Connor from Harvey World Travel Masterton, who is off to Bali flying Air New Zealand after winning the *Travel Today* and Air NZ Great Race Bali agent competition.

Travel Today fielded hundreds of correct entries into the Bali draw, as trade interest in the destination continues to build. O'Connor, pictured above, was thrilled



to win the two Seats to Suit Works fares—although she says it took a while for the surprise to sink in when *Travel Today* called yesterday.

To enter, readers had to send us the answers to three Bali and Air NZ-related questions. Clearly, many agents are just as keen as their clients to experience some of the many options Bali offers Kiwi travellers.



Flight Centre Agent Incentive For Great Race Win

Flight Centre, the winner of Air New Zealand's Great Race Bali agent initiative has announced plans on how it will allocate the prize of 330-plus Seats to Suit fares across its shops.

"We were thrilled to win the Great Race Bali, and thanks to NZ for putting it on," says Flight Centre executive general manager Mike Friend. "We want to use the tickets to make sure NZ gets the support for extending this great prize—so we've launched an NZ incentive in each

store to take place in Oct. The best sellers of NZ in each store will win the free Seats to Suit tickets." Friend says the prize will allow its consultants to enhance their knowledge of the destinations 'and as it will be the best-performing people in each store NZ will get a second benefit from the Great Race prize.'

GO Pacific Deals

GO Holidays has Pacific Island packages flying Air New Zealand on sale until 21 Sep. Packages are available to Fiji, Rarotonga, Samoa, Tonga, New Caledonia, Niue, Norfolk Island and Tahiti, starting at \$699 for four nights in Fiji or five nights in Samoa. Travel dates vary.

New VS Amenity Kits

Virgin Atlantic has released new amenity kits for its upper class and premium economy passengers. The kits are made of 100% recycled material, and can be used as travel wallets or tablet cases, says VS.

Fiji: Bring Costs Down

The Commerce Commission in Fiji is reportedly calling for retail outlets at tourist centres to drop their prices, saying visitors may find room rates 'okay' but are complaining about other costs. A bottle of Fiji Water on Denarau costs three times what it would in the supermarket, *Fiji Times* quoted the commission chairman Mahendra Reddy as saying. Reddy also called for more three-star hotels to be built in Fiji.

NZ Samoa, Tonga Fares

Air New Zealand has new fares to Tonga and Samoa on sale to 21 Sep. Seat + Bag fares start at \$1840w to Tonga, for travel 22 Jan-21 Mar (excluding 22-31 Jan TBU-AKL) and \$2240w to Samoa for travel 18 Jan-31 Mar (excluding 18-31 Jan APW-AKL).

Avis Adds GT86



Avis has added the Toyota GT86 to its premium fleet—becoming the only car rental company offering the vehicle for hire in New Zealand. New Zealand national marketing manager for Avis Stanley Hebdon expects the car will be popular with sports car fans, given that pre-sales have exceeded expectations. The two-door, four-seater vehicle is available for rental now, and advance bookings are essential.

Nadi/Denarau Agents' Incentive

Travel agents or brokers who sell the most Nadi/Denarau product 13Aug-31Oct 12 will earn one of 4 Nadi/Denarau holidays for 2, including air (ex AKL or CHC) and other bits.

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NOTE: Travel Today subscribers can earn Double Points.

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Where's The Sun?

The ship formerly known as P&O's Pacific Sun is reportedly in dry dock as part of her refurbishment and re-launch as Henna. Now owned by China's HNA Tourism Group, the vessel will cruise short and long voyages from Tianjin and Sanya.

Costa Crew To Blame?

A report leaked to Italian media is said to partly blame Costa Cruises' crew safety training for the accident that killed 32 passengers. According to Italy's *La Repubblica* newspaper, the report says language barriers meant crew could not understand emergency instructions, while placing most of the blame on Captain Francesco Schettino. Costa has dismissed the claims, saying the allegations 'concern only a few components that were not key in emergency management'. Costa parent company Carnival Corporation is also fighting lawsuits in Miami seeking tens of millions of dollars in damages.

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TABS ON TRAVEL TODAY Instant Poll

Are daily deal websites a threat to travel agents?

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Insight Embraces Cruise Growth

Insight Vacations is capitalising on the rising popularity of cruising by tailoring tours to start or finish in destinations that cruise ships sail from, including Venice, Barcelona and Porto in Portugal.

"Cruising is the fastest growing travel sector, so rather than fight it, we've tailored our programme so clients can cruise and do a land tour," said Insight Vacations chief executive

Oceania Cash Incentive

Cruise Holidays reminds agents that they will receive a \$100 Prezzy Card for every 2013 Oceania Cruises booking by 31 Oct. The incentive is doubled to a \$200 card for any 2012 sailing booked. The wholesaler has a new Explore Your World brochure due for release 01 Oct, but has reduced fares on sailings in destinations including Alaska and Europe for 2013.

Seabourn To Antarctica

Seabourn has added Antarctica and Patagonia to its programme for the first time in 2013, offering 21- to 24-day sailings on Seabourn Quest between Valparaiso and Buenos Aires from Nov. The all-suite ship will cruise the Chilean Coast, visiting Puerto Montt and the Lakes District and the Torres del Paine National Park before transiting the Beagle Channel, calling in Ushuaia before sailing south for five days in Antarctica. Experienced expedition staff will accompany guests on landings based on weather and wildlife reports, and a range of lectures will be available onboard. New Zealand GSA Cruise World has details.

Suite Sailing In Hawaii

Norwegian Cruise Lines' Pride of America is to undergo a USD30 million upgrade to add 24 luxurious suites, four studio staterooms and four inside staterooms and other public upgrades. The vessel, which sails in Hawaii, will also offer a Brazilian-style steakhouse, ship-wide Wi-Fi, new carpet and renovated public areas following the two-week project. Suite guests will have dedicated butler and concierge service and exclusive amenities. Sales of the new suites begin from 01 Oct for sailings from 07 Sep 2013.

John Boulding in Auckland yesterday. Clients can choose to join Insight's Highlights of Portugal tour after completing a river cruise on the Duoro with sister company Uniworld, for example, says Boulding. "Agents should be asking their clients [who are booking cruises], 'So, what are your land touring plans?'" he says.

The visiting chief executive says Insight clients are increasingly looking to combine their land touring with a cruise element, and the company is tailoring its product to align with the growing trend.

The company is releasing a river cruising supplement brochure this week that will allow agents to package land and cruise.



Orient Express Myanmar

Orient-Express has a new 50-passenger luxury river cruiser named Orcaella, reports World Journeys. She will sail in Myanmar from Jul 2013, offering river-facing cabins with private bathrooms, a restaurant, pool, boutiques, salon, gym and spa. Seven- and 11-night itineraries are available from Yangon-Bagan and Mandalay-Bhamo-Bagan on the Ayeyarwady and Chindwin rivers. A seven-night Ayeyarwady Experience or the Jewels of the Ayeyarwady (that travels in the opposite direction) is from \$6441pp s/t in a deluxe cabin including meals, transfers and sightseeing.

Fiji Christmas Cruise

Captain Cook Cruises has a seven-night Yasawa Islands Christmas Cruise sailing 22 Dec, advises New Zealand sales manager Anne Radonich. The cruise is also available in conjunction with the cruise line's Take a Mate for half price offer, and can be combined with Air Pacific tactical fares. Fares are from FJD2669.25 for the first passenger. Wholesalers have details.

Short Aussie Segments

Holland America Line has released last-minute savings and shorter sectors on Volendam's Australia circumnavigation, advises Francis Travel Marketing. The full 34-night cruise ex Sydney is from \$4739pp s/t, and for the first time ever HAL has announced shorter sectors including 19 nights Sydney-Perth from \$2569pp s/t or 15 nights PER-SYD from \$2219pp s/t. Details ph: 0-9-444 2298.

Voyages of Discovery

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SEPTEMBER

Affinity Cruises' Nth Is Roadshow

Auckland: Kumeu/Huapai: Tue 18, Kumeu Arts Centre, 300 Main Rd, Huapai, 1930.

Auckland: Takapuna: Wed 19, Lake Pupuke Tennis Club, 38 Pupuke Rd, 1300.

Auckland: Orewa: Wed 19, Orewa Community Church, 235 Hibiscus Coast H'way (Amorino Dr), 1930.

Warkworth: Thu 20, Warkworth Bowling Club, Mill Lane, 1300.

Whangarei: Fri 21, Whangarei Bowling Club, 2 Second Avenue, 1930.

Cambridge: Mon 24, Cambridge Community Centre, 22 Taylor St, 1300.

Hamilton: Mon 24 Celebrating Age Centre, 30 Victoria St, 1930.

Matamata: Tues 25, Matamata Club, Rawhiti Ave, 1300.

Whitianga: Tue 25, Mercury Bay Community, 10 Monk St, Whitianga, 1930.

Whangamata: Wed 26, Whangamata Bowling Club, 500 Rutherford St, 1300.

Mt Maunganui: Thu 27, Arataki Community Centre, Zumbuk Way, 1300.

Tauranga: Thu 27, Tauranga Bowling Club, 37 Cameron Rd, 1930.

Whakatane: Fri 28, Whakatane RSA, Richardson St, 1300.

Rotorua: Fri 28, Rotorua Citizens Club, Cnr Rangiuru and Arawa St, 1930.

Taupo: Sat 29, Taupo Cosmopolitan Club, 5-7 Taniwha St, 1930.

Gisborne: Sun 30, Gisborne Cosmopolitan Club, 190 Derby St, 1930.

OCTOBER

Affinity Cruises' Nth Is Roadshow

Napier: Mon 01, Napier RSA, Norfolk Lounge, 34 Vauiter St, 1930.

For more see Monday's TRAVEL TODAY

On Track For One Billion Tourists

International tourist numbers are 'firmly on track' to reach one billion by the end of the year as demand continues to show resilience in spite of economic concerns, says the UN World Tourism Organisation (UNWTO).

Numbers worldwide grew 5% or 22 million Jan-Jun 2012 compared to the same time last year, and Asia Pacific led the growth by region with an increase of 8%.

A slight slowdown is expected for the rest of the year but numbers are still forecast to exceed one billion for the first time, says UNWTO.

"Amid the current economic uncertainty, tourism is one of the few economic sectors in the world growing strongly, driving economic progress in developing and developed countries alike and, most importantly, creating

much needed jobs," says UNWTO secretary-general Taleb Rifai.

"As we lead up to the milestone of one billion, we need to ensure that the tourism sector is supported by adequate national policies and that we work to reduce existing barriers to the expansion of the sector, such as complicated visa procedures, increased direct taxation or limited connectivity."

Canada's Top Reputation

Canada has the best reputation in the world shows the latest Country Rep-Trak by the Reputation Institute. The study looks at people's trust, admiration, respect and affinity for a place, as well quality of life, products and services and physical beauty. Australia was second, followed by Sweden, Switzerland, Norway and New Zealand. The UK was 14th and the US, 23rd.

NZ J Class Fares

Air New Zealand has tactical one-way business class fares to Fiji, Rarotonga and Bali for sales to 21 Sep. Inclusive J class fares to Fiji/Rarotonga are from \$609 and Bali from \$1209. Travel dates vary.

Hayman's New Chef

Hayman has appointed chef and restaurateur Dietmar Sawyere as chef and director of restaurants at the Great Barrier Reef island resort. Sawyere's accomplishments include being named Chef of the Year numerous times and opening several top restaurants. He plans to further develop the resort's philosophy of outdoor dining such as in rainforests or on the beach.

Peppers Gourmet Trail

Peppers Retreats and Resorts around New Zealand have launched an assortment of packages and gourmet offerings as part of the Peppers Gourmet Food Trail.

The packages provide guests a Chef's Tasting Plate welcome, a local food trail map and breakfast for two in the on-site restaurant.

They are available at all seven Kiwi properties and include \$249pn at Peppers Parehua or \$219pn at Peppers Clearwater Resort. See peppers.co.nz/food

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Kuching: A magnificent city full of surprises

There is something utterly fascinating and mystical about Sarawak and its capital is no exception. Kuching is an intriguing place to grab a glimpse into the past. Sarawak is Malaysia's largest state, covering an area of 124,450 sq km and is divided into eleven divisions with the city of Kuching as its heart in the southern corner.



Fondly known as 'Cat City' Kuching is located on the Sarawak River and its tourist belt is the waterfront and Main Bazaar which features old shop houses selling local pepper, artefacts, antiques and exotic forest products. The waterfront is a 900m long esplanade and can be explored on foot or on


one of the many river night cruises. Kuching boasts many international-class hotels such as the Hilton Kuching, Pullman Kuching, Riverside Majestic Hotel and Grand Margherita Hotel, both are under renovation but still open throughout the process with no disturbance to guests.

Getting to Kuching and Around

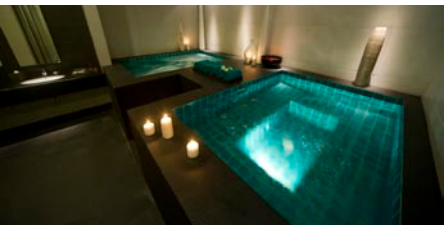
Domestic Flights connect Kuching to Kuala Lumpur, Penang, Sabah, Indonesia, Singapore and Brunei. Air Asia and Malaysia Airlines offer low cost domestic fares to and from this city.

For those with a more leisurely schedule, boat rides are an exciting way of getting

to the remote villages and national parks around Kuching and Sarawak. Roads around Sarawak are tarmacked but can be hard to drive due to the terrain; hence a 4x4 is recommended. Roads are also not direct; hence a trip from Kuching to Miri can take up to 12 hours.



Urban chic in Borneo. **Pullman Kuching** redefines the lifestyle of modern-day travellers with contemporary living spaces that feel warm and familiar. Nestled on top of Jalan Mathies hill, it offers astonishing panoramic view of the vibrant city and the Sarawak River. After a long day of sightseeing, why not indulge at their spa and sample their hot and cold plunge pools.





Sarawak's first international hotel, the **Grand Margherita Hotel** is by the riverfront and commands an unrivalled view of the picturesque Sarawak River and colourful Malay villages. Situated in the heart of the city's business, entertainment and shopping district, the hotel is 20 minutes' drive from the Kuching International Airport.



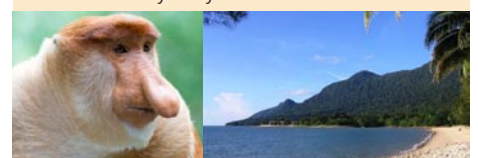


A Unique Experience

Spend a passionate day with Orangutans at Heart2Heart. This one day programme allows you to actively participate in the orang-utan rehabilitation at two of their Wildlife Centres, Matang and Semenggoh. This day is a once in a lifetime experience and will stay with you forever!

Kuching Top Sights

- **City Life** Kuching has a diverse range of sights within its city centre. The Tua Pek Kong Chinese temple, Fort Margherita, Main Bazaar and India Street are just a few of the surprises this undiscovered city has to offer.
- **Bako National Park** This is ideal for day trips because of its proximity to the city. Among the residents here are the native Proboscis Monkey, Wild Boars, Long-tailed Macaques, Leaf Monkeys, Monitor Lizards, Plantain Squirrels and about 150 species of birds.
- **Playground Antics** 45 minutes from Kuching is a pleasant playground of beaches, golf courses and resorts at Damai Beach.
- **9 historical experiences** Kuching lays claim to nine museums, many within walking distance of each other. The English Brooke family history is ever present in this bubbling city with buildings and new structures mirroring the old colonial styles.
- **Sarawak Cultural Village** Dubbed as a 'living museum' this award winning attraction is a cultural microcosm of the entire state. View over 7 tribal homes and participate in some of the traditional dances and crafts. This is also where the Rainforest World Music Festival is hosted every July.



Don't miss tomorrow's edition which showcases more fascinating activities Sarawak, Borneo has to offer!

Electronic collateral assists Travel Agents to generate sales

Travel no longer sells itself, so agents need to present and tempt clients with imaginative and innovative travel options to get them to part with their dollars . . . and thereby earn commission. The alternative: Let clients go to the web.

To help achieve this, Travel Today has developed two products to assist travel brokers, consultants and agency bosses to think “outside the square” and develop their own packages or tours to appeal to their particular client base.

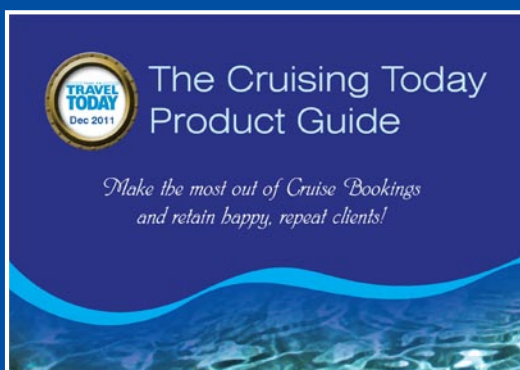
Destinational Features are generally published one page a day over several days, and are available as a stand-alone electronic mini-brochure with a cover that can be personalised and branded so that brokers and agents can send selected features direct to clients.

Client-Mail flyers/mini-brochures enable brokers, consultants and agents to utilise e-mailed collateral to inform their client base of relevant and timely special offers . . . at no cost to them. All brokers or consultants have to do is ‘Click Here’ and send us back their details for their personalised flyer/mini-brochure

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Aloha Today	12-Dec-11	GO-Skiing Today feature-Sep11	19-Sep-11
Amazing Australia - Western Australia feature Jul12	18-Jul-12	MKOP10-Teresa Healey-Melbourne	19-Sep-11
AnaheimToday-May12.pdf	15-Jun-12	MKOP1-Josh Kronfeld & Frank Bunce in Illawara	20-Jul-11
Australia on Screen-1-Jun12	20-Jun-12	MKOP2-Judy Bailey in Tasmania	22-Jul-11
Australia on Screen-2-Jun12	27-Jun-12	MKOP3-SthAus-Jul11	29-Jul-11
Australia On Screen-3-Jul12	4-Jul-12	MKOP4-Robyn Malcolm Tropical Nth Queensland	10-Aug-11
Australia on Screen-4-Jul12	10-Jul-12	MKOP5-Mikey Havoc Northern Territory	17-Aug-11
Australia On Screen-5-Jul12	18-Jul-12	MKOP6-Clarke Gayford in the Whitsundays	24-Aug-11
Australia On Screen-Final Episode-Jul12	23-Jul-12	MKOP7-Antonia Prebble in WA	31-Aug-11
Australia Uncovered-1-Eyre Peninsula	28-Oct-11	MKOP8-Josh Emmett-Victoria nth east	6-Sep-11
Australia Uncovered-2-Sthwest	28-Nov-11	MKOP9-Lisa Chappell-Barossa	12-Sep-11
Australia Uncovered-3-Tasmania	20-Jan-12	MKOP-Wrapup	27-Sep-11
Australia Uncovered-4-Mornington Peninsula	5-Mar-12	Oman Feature Travel Today 2010	25-Nov-10
Australia Uncovered-5-Sthn Great Barrier Reef	5-Apr-12	Pacific Pearl Feature	21-Dec-10
Australia Uncovered-6-Byron Bay	30-Apr-12	Samoa Today Sep12	12-Sep-12
AustraliaUncovered-7-Kakadu	1-Jun-12	Singapore Feature-Aug11	11-Aug-11
Britain You're Invited 2012	28-Jul-11	Tahiti Today Apr12	3-May-12
Carsland Feature Jun12	20-Jun-12	Tasmania Feature-Jun11	27-Jun-11
Cunard Queen Elizabeth TT Feature	6-Mar-12	The Cruising Today Product Guide	29-Nov-11
Destination NSW-Sydney Insider-Beach Culture	17-Nov-11	Tourism Australia mini feature 10	11-Jul-11
Destination NSW-Sydney Insider-Sydney Precincts	3-Apr-12	Tourism Australia mini feature 1-Food and Wine	25-Nov-10
Dubai Oman Feature-Nov11	15-Nov-11	Tourism Australia mini feature 2-National Landscapes	25-Nov-10
Dubai Today May12	23-May-12	Tourism Australia mini feature 3-Nothing like Australia	25-Nov-10
Escape Mexico feature	7-Oct-11	Tourism Australia mini feature 4-Journeys	25-Nov-10
Fiji's Coral Coast	29-Aug-11	Tourism Australia Mini feature 5-Coastal	6-Dec-10
GO TT Australia feature	3-Jun-11	Tourism Australia mini feature 6	9-Feb-11
GO TT Bali feature	14-Mar-12	Tourism Australia mini feature 7	14-Mar-11
GO TT China Feature-Apr11	20-Apr-11	Tourism Australia mini feature 8	4-May-11
GO TT Fiji Family Fun	26-Sep-11	Tourism Australia Mini Feature9-TT-Jun11	7-Jun-11
GO TT Hawaii Feature-Apr11	4-May-11	Visit Britain - Royal feature	3-May-11
GO TT Western Australia feature-Aug11	11-Aug-11	Whats New In New South Wales?	7-Oct-11
GO UK Europe feature	16-Nov-11		



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