

Thursday 02 March 2017

Low fares at peak times \rightarrow

Student Flights **Merged Into Stores**

Flight Centre New Zealand yesterday closed its Student Flights shops and has redeployed its youth travel specialists into existing Flight Centre retail outlets-in a move the company say is an exciting first step towards the Flight Centre Travel Group's new youth strategy.

David Coombes, Flight Centre NZ managing director, says merging the two brands will enable it to offer an even 'bigger and better' travel experience for students, young people and the young at heart. 'Student Flighties' are also excited by the changes and the potential to grow their portfolios within the larger red and white brand, he adds.

The move comes after Flight Centre Group managing director Graham (Skroo) Turner earmarked the student and youth industry for growth dur-

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ing his visit to Auckland last month. Turner said, at the time, that building the company's global network of youth-focused brands for the multibillion dollar global youth travel sector was part of its Flight Centre Travel Group 2035 'the ring of Janus' strategy.

Issue 3492

New Zealand is not the first country to merge the two brands, with the company's South African operation also this month rebranding it's Student Flights stores as Flight Centre Youth and Adventure.

. . . Locally

In the Kiwi context, the retail group is yet to announce its new strategy to target the lucrative student market. However Travel Today understands that placing a youth specialist consultant in Flight Centre stores, with access to the buying power of the Flight Centre retail brand, may be an integral piece of that aforementioned strategy.

The first Student Flights store opening in Melbourne in 1995, the same year Flight Centre was floated on the Australian Stock Exchange. The youth brand's first New Zealand store opened in 2010.

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Jetstar

More Rail Commission

Rail Plus is cutting fees and increasing

commissions to ensure agents can

better compete with online. Effective

immediately, booking fees are being

reduced by up to 50%, to a maxi-

mum \$40 per booking file for online

and off-line; commission on online booking fees is doubling from 12.5%

to 25%; on sightseeing products it's

increasing by 10%; and commission

levels on phone and email bookings

are increasing to match those paid for

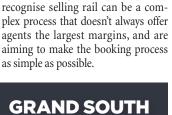
online bookings. Rail Plus commeri-

cal director Ingrid Kocijan says they

Trump To Fix Airports?

US President Donald Trump's USD1 trillion infrastructure plan has been welcomed by the US Travel Association.

Trump says he will ask Congress to approve legislation to produce the funds to replace 'crumbling infrastructure', including airports, roads and railways. USTA boss Roger Dow says the move is proof that the 'conversation around fixing our aviation infrastructure has fundamentally changed'. "There has long been overwhelming agreement that our nation's airports must be updated in order to keep up with growing travel demand if America is to remain economically competitive," he says.



GRAND SOUTH AMERICA

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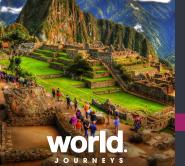
Holiday Memories Fading? Make New Ones.

Global 'Make New Memories Sale' on now. Visit gantas.co.nz/agents.

*Sale ends 11:59pm 6 March 2017, unless sold out prior. Selected destinations, departure dates, days and conditions apply.







TRAVEL TODAY Thu 02 Mar 17 p2

Sth Australia Roadshow

The South Australian Tourism Commission (SATC) will host a series of trade and consumer events across the country later this month, giving agents and clients the chance to meet directly with 12 operators from the state.

Operators including Unforgettable Houseboats, Captain Cook Cruises Murray Princess, Sealink, Great Southern Rail, Rawnsley Park Station, Gawler Ranges Wilderness Safaris, and representatives from Eyre Peninsula, Murray River, Fleurieu Peninsula and Clare Valley regions will attend the events.

Trade events will take place in Auckland and Napier, and agents are also encouraged to attend consumer events in Hamilton, Rotorua, Napier, Palmerston North and Christchurch. For details and to register see southaustraliaroadshow.co.nz

AF, Hertz Partner

Hertz will serve as Air France-KLM's exclusive car rental provider for four years following the renewal of a 28-year partnership. The expanded agreement means enhanced benefits for passengers renting with Hertz, including savings of up to 15%.



EK Celebrates Auckland Milestone



Emirates has credited its A380 with helping make its non-stop Auckland-Dubai flight a success, as it marks one year today since the launch of the route.

The flight was launched with a 777-200LR, but upgraded to an A380 on



QF UK Europe Sale

Qantas has flights to selected European destinations on sale to 05 Mar, with fares priced from \$1645 to London, \$1707 to Amsterdam, \$1751 to Paris, and \$1841 to Zurich.

Tahiti Seeks Stars

Tahiti Tourisme has launched a global hunt for couples and families to star in an upcoming campaign, including from New Zealand. The winners of the campaign will be flown to Tahiti in Jun to film an adventure highlighting the island highlights. See embracedbymana.co.nz



Where's The Pizza? KLM's Emoji Service

Passengers looking for their nearest Italian restaurant or train station can now send the relevant emoji and their location to KLM via its Facebook Messenger service, and receive an instant reply with the nearest address. KLM last year started allowing passengers to receive their flight documents and information via Messenger. See klm.com/messenger 30 Oct. In its first year of operation, EK says it has enjoyed an overall load factor of more than 80%.

"The A380's introduction on the nonstop flight last Oct after only eight months of Boeing 777 operation at very high load factors, was a very successful move for us, especially as we can now offer A380 service all the way from New Zealand to a number of destinations in Europe with only one stop, at our Dubai hub, and a simple six- to seven-hour journey beyond," says EK regional manager for New Zealand Chris Lethbridge. With A380s operating EK's other New Zealand flights, it also means the carrier offers a 'total consistency of product', says Lethbridge.

Matilda To Auckland

News & Product

Matilda the Musical will play at The Civic in Auckland for a strictly limited season from Aug. The show has won more than 70 international awards, and is currently playing to sell-out houses across Australia. Dates and ticket details will be announced soon.

WA Regional Expansion

Work to expand Busselton-Margaret River Regional Airport has started, paving the way for direct flights to the region from Melbourne and Sydney, advises Tourism WA. Developments will include runway upgrades and extra terminal capacity. Work is expected to be completed in 2018.





Cruising Today



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Azamara Journey In New Zealand



The Azamara Journey arrived in New Zealand yesterday fresh from a multi-million dollar makeover which included a redesign of her 345 suites and staterooms.

The refresh introduced new Spa Suites, located adjacent to the refreshed Sanctum Spa, which feature bathrooms with glass-walled showers and outdoor soaking tubs that look over the ocean. There's also a new al fresco poolside dining area; The Living Room, a casual bar, dining and entertainment room; and new 'pervasive' Wi-Fi with faster speeds.

"We are very excited to be welcoming Azamara Journey to New Zealand and Australia for the first time. She

ISSN 1176-5275

Travel Today (incorporating Tabs on Travel) is published by Tabs on Travel Ltd, New Zealand. Ph +64-9-415 8111. news@traveltoday.co.nz tony@traveltoday.co.nz adsales@traveltoday.co.nz

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Auckland 0757, New Zealand. Bld F, 14-22 Triton Dr, Albany, Auckland 0632, New Zealand. is a completely new ship compared to her sister Azamara Quest who made her debut last summer, after a \$25 million makeover in Apr," says Azamara's managing director for New Zealand and Australia Adam Armstrong.

Uniworld Upgrades

Uniworld has launched a You Deserve The Best offer which includes a stateroom upgrade and \$1250 airfare incentive on more than 20 of its 2017 itineraries.

Guests who book select 2017 voyages by 30 Apr will receive the upgrade, and those who buy business class flights with their trip will also receive a \$1250 flight credit that will be applied to the Uniworld invoice for use on the airline of their choice. Itineraries in the offer include the 15-day Splendours of Italy (from \$8889pp) and the 10-day Gems of Northern Italy (from \$5569pp).

Gauguin Wedding Vows

Paul Gauguin Cruises now offers wedding ceremony and renewal of vows packages at Motu Mahana, its private islet off the coast of Taha'a and at the InterContinental Bora Bora Resort & Thalasso Spa. Clients must book in advance. See pgcruises.com for full details.

Blue Lagoon Upgrade

Blue Lagoon Cruises is offering a free upgrade to Orchid deck cabin when clients book a three-, four- or sevennight cruise on the Hibiscus deck by 30 Apr, for travel 01 Apr-31 Mar. In the Orchid deck, clients will receive a complimentary daily stocked minibar, tropical fruit platter on arrival, Nespresso coffee and Pure Fiji sun care gift. Contact Blue Lagoon for details.

Carnival US Focus

Carnival has welcomed a new team member to its Sydney-based office who will focus solely on international cruising, responsible for driving awareness of the US-based Carnival fleet among Kiwi and Aussie agents and wholesalers. Business development representative Angela Wilson will promote Hawaii, Alaska and Caribbean cruises, as well as looking to boost the Mexican cruise market.



Viking Sky Embarks On Maiden Voyage

The third ship in the Viking Ocean Cruises fleet, the Viking Sky, has embarked on its maiden voyage from Rome to Barcelona. The 930-passenger ship will sail itineraries throughout the Western and Eastern Mediterranean before making her way to be christened in Norway on 22 Jun, then sailing Scandinavian and Baltic itineraries over the European summer. The ship will cross the Atlantic in Sep and finish the year in the Americas and Caribbean. "We continue to see a positive response from our guests and the industry, which makes us confident in our future growth," says managing director Australia and New Zealand Michelle Black.



Win With Aulani

Aulani, Disney's Hawaii resort located in Ko Olina, Oahu has noted an increase in visitation from the Kiwi market—and to celebrate the resort is giving away some Disney Aulani collectibles (pictured). To be in the draw to win a Hawaiian-themed Mickey-Minnie, collectible Aulani pin and special edition *Moana* branded macadamia nuts agents must correctly answer two questions.

- **1** What is the name of Aulani's new luau?
- **2** Approximately how long is the drive between Waikiki and Aulani in Ko Olina?

Email answers by 1700 03 Mar to giveaways@traveltoday.co.nz



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*For more info contact Francis Travel Marketing: 09 4442298 | reservations@ftmcruise.co.nz

News & Product





Chelsea To France

Chelsea Winter will host a 19-day Trafalgar trip to France this Aug, her fifth collaboration with the brand. Bookings are now open for the Foodie France with Chelsea Winter trip, departing 25 Aug. Clients will spend four nights in Paris, three nights in Bordeaux and Avignon as well as two nights in Lyon and overnights in both the Loire Valley and Carcassonne. Highlights include a Be My Guest meal in Tours at a traditional farmhouse, and in Avignon at a converted historic mill on the banks of the River Sorgue. The trip is priced from \$10,990pp t/s (single supplement \$1840pp) including Cathay Pacific flights from Auckland, one-night Hong Kong stopover and 15-day Trafalgar guided holiday throughout France.

... And Italy

Trafalgar also advises that due to a cancellation, there are a few spots available on the 18-day A Taste of Italy with Chelsea Winter holiday departing 18 May. Trafalgar has details.

New Cal Growth; Focus For 2017

on the map for food-lovers, says

"This year, we will continue to place

a large focus on building brand

New Caledonia in the market

through strategic campaigns and

partnerships, trade initiatives, our

proactive approach to media op-

portunities and a strong digital

presence, with the goal of further

increasing tourism from the New

Zealand market and encouraging

both new visitors and repeat vis-

itors to choose New Caledonia,"

Pepermans.

she adds.

New Caledonia welcomed 7.2% more visitors from New Zealand last year than in 2015, an increase it says is down to strong visible campaigns in market here.

In 2015 the destination saw 25.8% more Kiwis than the year before, bringing the total growth over the last two-year period to more than 34.9%, says New Caledonia Tourism. The tourism body has been working to differentiate the destination from its competitors, including with a virtual reality campaign which won it an international award.

"We are thrilled to see that more and more Kiwis are choosing New Caledonia for their holidays. The proximity of the destination makes it the ideal location for New Zealand travellers and we are eager to showcase different elements of the destination, driving further increase in visitation from this market," says local New Cal rep Sally Pepermans. "Our latest campaign, #TasteNew-Caledonia, is aimed at positioning New Caledonia as a culinary hotspot with a multitude of gastronomic offerings. With the launch of this campaign, we are confident that

we will continue to see growth in tourism to the destination." The new campaign showcases the

unique flavours of New Caledonia's regions, with the aim of putting it



Disney Rivers Of Light Show Launches

Disney's Animal Kingdom has debuted a Rivers of Light night-time experience. The show takes place on the Discovery River, and features live performances, floating set pieces, music, fountains and more. Tiffins and Tusker House Restaurant will offer special dining packages which include reserved seating for the show. The packages are priced from USD49 (children (USD23) plus tax and gratuity for lunch or dinner at Tusker; or USD67 plus tax and gratuity at Tiffins (children USD32). Reservations are now open. See disneyworld.com/dining

G Central America Sale

G Adventures has launched an Uncover Central America campaign offering 15% off tours throughout the region—and says it's a great opportunity for Kiwis to explore a region they mightn't have considered.

"Central America has so much to offer. As a region, it may only be two-anda-half times the size of New Zealand, but the opportunity to find adventure in one of its seven countries, as well as the Caribbean, is limitless," says managing director Adrian Piotto.

The sale ends 01 Apr and includes departures through to 31 Dec. Discounted trips include the Costa Rica Quest, from \$1147; the 22-day Mayan Adventure, from \$2983; and the Cuba Colonial, from \$2490.



BUSINESS TRAVEL

\$200m Upgrade For InterCon Sydney



An AUD200 million upgrade has been proposed for the InterContinental Sydney, which would encompass public areas, function rooms, restaurants and 509 guestrooms-and introduce a new grand ballroom with views of Circular Quay and the Sydney Harbour Bridge.

Plans for the proposed upgrade have been lodged with the NSW Department of Planning and Environment by Mulpha Australia. If they go ahead, they'll mark the most significant improvements to the hotel in more than 30 years, says Mulpha.

"With an already unrivalled position on Sydney's Harbour, the proposed



All You Can Fly UK

US 'all-you-can-fly' carrier Surf Air is set to launch flights between key hubs in the UK and Europe from 01 May. The carrier, sometimes described as the Netflix of airlines or Uber of the air, offers a subscription service which sees members pay a monthly fee of GBP1750 for unlimited flights on eight-seater plans that operate between key hubs. The first routes will include London, Zurich and Luxembourg. See surfair.com

development will see a significant shift in the way we view the role of hotels-moving from luxury accommodation into a complete tourism experience for both our domestic and international guests," says IHG Australasia chief operating officer Karin Sheppard.

Mulpha's design includes the creation of a 900m² ballroom on Level 10 that extends out from the hotel tower over the adjoining Transport House building. It also provides for an expansion of the rooftop Club InterContinental lounge.

The new ballroom and function facilities would be the only hotel event space in Sydney with views to the Sydney Harbour Bridge and Circular Quay, says Sheppard.

Bondi Function Space

The Bondi Surf Life Saving Club has opened a new function space, says Business Events Australia. The Blue Room Bondi features ocean views, and caters for breakfast, lunch and dinner functions for up to 100 guests, or 150 cocktail-style. See theblueroombondi.com.au

NZICC Bookings

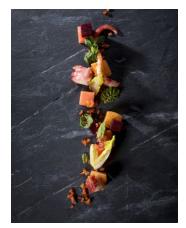
The first bookings have been secured at the New Zealand International Convention Centre, with Auckland winning the bids to host two largescale international medical conferences in 2020.



Pullman Melbourne Transformation

The ground floor of the Pullman Melbourne On The Park is set to benefit from an AUD6 million investment that will completely transform its reception, arrival area, bar and restaurant.

The redevelopment will connect the external streetscape with the internal lobby, restaurant and bar with a 'radically redesigned' series of interconnected spaces, says AccorHotels. The greatest transformation will be the restaurant and bar, which will feature large open plan spaces and semi-private dining room areas, all designed around creating an interactive environment, with a large pizza oven, raw bar section, churned ice-creamery and dessert bar. An oversized new bar with a central position will feature animated cocktailmaking by mixologists, and will feature a large double sided fireplace near the entrance. The project is scheduled for completion in Jul 2017.



Art Month Mira HKG

The Mira Hong Kong is celebrating Art Month with an art-inspired menu at WHISK and creative cocktails at the Room One lobby bar available 08-26 Mar. A Life – Art – Colour degustation menu at Whisk features menu items themed to colours, and is priced from HKD890 for six courses or HKD690 for four. Cocktails are priced from HKD108 each at Room One.

Best For A Tipple

The oneworld alliance says it's top for in-flight wines after being named the best alliance in the Business Traveller Cellar in the Sky awards. Oneworld members also took home nine of the 13 categories for individual carriers, including British Airways which won Best Overall Cellar.





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Anaheim Thanks Kiwi Trade

Pimms, food trucks and croquet were on the agenda for those at Visit Anaheim's annual trade appreciation event in Auckland yesterday.

The destination remains the number one mainland US destination for Kiwi travellers and with increased

4 and with

airlift and subsequent competition on the AKL-LAX route Visit Anaheim is optimistic about continued growth from this market.

"We're delighted with the support from the combined airlines and Visit Anaheim remains committed to the market—and working with our wholesale partners to ensure they receive the type of support they need to expand their range of Anaheim product...and thereby extend the current length of stay, which is already right-10 night," says Visit Anaheim New Zealand representative Pip Ashford.

News & Product





daily from Auckland

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A Taste of Oregon

Adventure World's brand new 2017-18 USA Tailor-made Collection is filled with new and exciting journeys that introduce you to America, but not as you know it. One of the unique and extraordinary destinations showcased within the brochure is the quirky state of Oregon. From stunning natural wonders to incredible local produce, Oregon has so much to offer travellers. Here are Adventure World's top picks for what to see and do in Oregon:



Bikes & Beers in Portland

Your clients can't stop by Oregon and not try a craft beer – it's just the Oregon way. And what better place to do that than in the state's largest city, Portland! Home to more breweries than any other city on earth, Portland is well known for not just its love of beer but also its bicycle culture. Combining these two elements and you get Adventure World's Experience Portland – Bikes & Beers three day journey. Priced from \$519, your clients get to cycle around the highlights of the city's waterfront while also getting to visit some of Portland's many microbreweries and brewpubs.

Self-drive & Discover the Seven Wonders of Oregon

Sure the Seven Wonders of the World are impressive, but have you heard about the Seven Wonders of Oregon? The perpetually snow-capped peak of Mount Hood can be seen from kilometres away and the forests and lavender-filled valleys are beautiful. The 585 kilometres of Oregon coastline is open for everyone to experience, to watch the waves or hike the cliffs. Just a short drive from Portland, you'll find the Columbia River Gorge, the largest national scenic area in the USA. The Painted Hills reveal millions of years of history in the layers of the mountains of earth. At Smith Rock, towers of volcanic ash rise like spires out of the dust of the desert. Hike, ride a horse or take the gondola to the summit of the Wallowas. The waters of Crater Lake are such a beautiful deep blue - no wonder, it's the USA's deepest lake.

All this can be explored on Adventure World's 12 day self-driving journey 'Seven Wonders of Oregon'. Priced from \$3005, clients get to explore Oregon's seven wonders at their own pace.





Wineries & River Cruising

Warning - upon descending in Oregon, any wine loving clients may never wish to leave. Here the winemakers are passionate in their art of winemaking and this is evident in the sensational award-winning wines that consistently come out of Oregon. Adventure World's Marketing Manager Bailey Gorst recommends UnCruise's eight day 'Rivers of Wine' cruise package to combine wine and culinary experiences with the idyllic pace of a river cruise. "For the true wine connoisseur, this is the perfect way to visit the wineries within Oregon and Washington, clients actually get to spend some time with the winemakers, learn the history and sample some of the fantastic wines and then afterwards back to the cruise ship to relax and enjoy some more wine!" Priced from \$5,885, this river cruise takes travellers through Columbia River Gorge, Walla Walla, the Dalles and Oregon's famous Willamette Valley.

Tailor-made Travel

Tailor-made travel is what Adventure World does best!

Throughout their 2017/18 collection you'll find a diverse range of suggested journeys, mix and match product modules, detailed route maps and itineraries and unique accommodation profiles. These can 'pulled apart' and crafted to suite your clients travel needs and wants.





WA Day Trip To Foodie Paradise

With plenty of wine, cheese, chocolate and coffee to sample, Margaret River makes for a great add-on to Perth, whether for a day trip or a few days.

Three hours' drive from Perth, Margaret River is home to hundreds of wineries and vineyards, breweries and distilleries, as well as being famous for its surf beaches. For clients looking to sample all of the above in as little as a day, Harvest Tours offers a series of Margaret River day tours. Clients will enjoy a selection of coffee tastings, wine and meat pairings, wine and cheese pairings and chocolate tastings, as well as having lunch at a famed winery, the chance to check out some of the surf highlights and locally made products, such as olive oil skin care products. For full details see harvesttours.com.au

News & Product

The Oantas/Tourism Western Australia famil group enjoyed a day packed full of tastings with Harvest Tours



Pictured is: 1 Orbit Wellington's Jess Hancox, helloworld Featherston St's Briar Edwards and helloworld Masterton's Shari O'Connor. 2 Qantas's Zoe Fowler checking out the views at Canal Rocks. 3 House of Travel Botany Junction's Emma March and House of Travel on Victoria's Kyla Strahl. 4 House of Travel Howick's Emma Wilburn, helloworld Featherston St's Briar Edwards and Qantas' Zoe Fowler enjoying a wine tasting. 5 House of Travel Northlands' Siobhan Bull and Orbit Wellington's Jess Hancox at Koffeeworks.

ndustry

MARCH

Innovative Travel WWI Travel & Information Evening Christchurch: Thu 02, Papanui RSA, 1730-1900.

2017 Adventure World Roadshow Auckland: Mon 06, Heritage Hotel, 1800.

Bay of Plenty: Tue 07, Mills Reef Winery Tauranga, 1800. Wellington: Wed 08, Mac's Brewbar & Restaurant, 1800. Christchurch: Thu 09, Novotel Christchurch, 1800.

JAWS Roadshow 2017

Dunedin: Mon 06, Kingsgate Hotel, 1700-2000. Christchurch: Tue 07, Rydges Latimer Hotel, 1700-2000. Nelson: Wed 08, Rutherford Hotel, 1700-2000. Whangarei: Tue 14, Forum North, 1700-2000. Auckland North: Wed 15, Spencer on Byron, Takapuna, 1700-2000. Napier: Mon 20, Napier Sailing Club, 1700-2000. Wellington: Tue 21, Rydges Wellington, 1700-2000. Palmerston North: Wed 22, Distinction Hotel, 1700-2000. New Plymouth: Thu 23, Novotel Hotel, 1700-2000. Tauranga: Tue 28, Tauranga Yacht Club, 1700-2000. Hamilton: Wed 29, Novotel Tainui, 1700-2000

Lufthansa Agent Training Days Auckland East: Wed 08, Waipuna Conference Suites Highbrook, 0830.

Hamilton: Tue 14. Distinction Hotel & Conference Centre, 0830. Tauranga: Wed 15, Trinity Wharf, 0830

Auckland Central: Tue 21. Wintergarden Pavillion, Auckland Domain, 0830. Auckland North: Thu 23, The Spencer on Byron Hotel, 0830.

Tourism Fiji Roadshow

Nelson: Mon 27, Grand Mercure Monaco Hotel, breakfast. Wellington: Mon 27, Rydges Wellington, evening. Christchurch: Tue 28, Addington Raceway & Events Centre, evening. Auckland, CBD: Wed 29, Pullman Hotel, evening. Hamilton: Thu 30. Ferrybank Reception & Conference Centre, evening. Auckland, North Shore: Fri 31, QBE Stadium Albany, breakfast.

APRIL

Tourism Fiji Roadshow Tauranga: Mon 03, Club Mt Maunganui, 1730-1930. Rotorua: Tue 04, Novotel Rotorua, 0700-0845. Taupo: Tue 04, Lonestar Taupo, anytime between 1200-1400. Napier: Tue 04, Crowne Hotel, 1730-1930. Palmerston North: Wed 05, Distinction Hotel, 1730-1930. Wanganui: Thu 06, Stellar Restaurant and Bar, anytime between 1200-1400. New Plymouth: Thu 06, Novotel New Plymouth, 1730-1930.



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APPLICATIONS CLOSE 5pm, 08 March 2017

Send your CV and covering letter to: Toni Leonard, HR and Development Manager Orbit World Travel Tauranga & Hamilton **P** 07 856 9009 | **E** tonil@hot.co.nz