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Plus: The sports tour company that's a winner for agents and consumers

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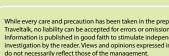
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TRAVELtalk **TRAVEL**talk

Getting back to business

Coming out of COVID was always going to be a slow process but there are signs we have turned a corner. Here we look at a few events which took place recently, giving the travel industry a much-needed morale boost and a chance to reconnect.



Travel Trivia Masters



Travel Trivia Masters

In pursuit of the trivial

THERE WERE some outrageous costumes on display as the industry came together for the inaugural Travel Trivia Masters event in Sydney.

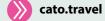
Staged by the Council of Australian Tour Operators (CATO), the evening was held under the theme of "Country and Culture".

Winner of the best dressed duo on the evening went to TravelPay, while best dressed individual was Lisa Pagotto of Crooked Compass.

The overall winning team of the Travel Trivia Masters were "The Lying, Cheating Scumbags".

"Education is one of CATO's key pillars and our focus for this evening was to bring this together in a fun and collaborative environment, along with the industry's competitive spirit," said Brett Jardine, CATO MD.

The event will return in 2023 with a theme to be announced at a later date.



Hawaii friends make their Mahalo mark

SOME 16 operators from Hawaii arrived in Australia recently for the Aloha Down Under Roadshow.

The Roadshow celebrates its 10th anniversary this year but has been on hold for two years due to the pandemic.



Events were staged in Sydney, Brisbane, Melbourne and Auckland, giving agents and media the chance to hear updates from the Hawaiian Islands that are emerging strongly from the COVID-19 nightmare.

"Before COVID I think tourism in a lot of destinations was really focused on just the experience of the visitor," said Jennifer Gaskin, Account Director for Hawaii Tourism Oceania (HTO).

"The Hawaiian Islands, like many places around the world, has used these two years of the global pandemic as a way to reset, rethink and refocus tourism.

"We spoke to the local people, the native Hawaiian population, as well as those in the tourism industry, and we realised that tourism was having, in some ways, a negative impact on the lives of many people and sometimes on the environment as well."



Tourism Malaysia Roadshow.

These discussions led the tourism body to launch the Malama Hawaii Program, which encourages industry partners and community organisations to offer volunteer opportunities ranging from reforestation projects and tree planting to beach clean-ups and Hawaiian quilting sessions.

"We wanted to find a way to change tourism, to change our approach in a way that has the most benefit to the local people to the land and to the ocean.

"Through Malama we've created paid and volunteer activities where visitors can really play a part in the regeneration or preservation of the Hawaiian Islands, as well as the local culture and traditions."

Those visiting included Prince Resorts Hawaii, Aqua-Aston Hospitality, Kaanapali Beach Hotel, Outrigger Hotels & Resort, Hawaiian Airlines and Go City.



Gohawaii.com



Say g'day to all things Malay

TOURISM MALAYSIA has wrapped up a hugely successful roadshow across Australia.

The delegation consisted of state tourism boards, travel operators, hoteliers and medical tourism industry players.

Events were held in Perth, Melbourne and Sydney to reconnect and create new partnerships with travel trade partners in enhancing opportunities to boost tourist arrivals to Malaysia.

"We are excited to re-establish networking after a two-year hiatus to drive travel interest to Malaysia," said Mr Noor Azlan Abu Bakar, Senior Deputy Director, International Promotion Division (Americas, Europe, & Oceania) Tourism Malaysia.

"This roadshow presents a platform for Malaysian partners to share their latest offerings and we look forward to strengthening business relationships with our Australian counterparts.

"Australia remains a key market for Malaysia. In 2019, we welcomed 368,281 arrivals from Australia, and more than 80 per cent of Australian tourists came to Malaysia for holidays."

Malaysia has relaxed the entry procedures for fully vaccinated travellers without requirements to undergo quarantine or pre-departure and on-arrival COVID-19 tests, including children aged 17 and below.

Travel insurance is also not a prerequisite for foreigners entering Malaysia and inbound travellers no longer need to fill in the Traveller's Card on the country's contact tracing app, MySejahtera.

Malaysia's latest attractions include the newly opened outdoor theme park in the highlands – Genting SkyWorld – and the Merdeka 118 Tower in Kuala Lumpur, currently standing as the world's second-tallest building.

There are currently 121 weekly direct flights from Australia to Malaysia via Malaysia Airlines, Air Asia and Batik Air, with a seating capacity of 31,600.



malaysia.travel

Japan's turn to shine

JAPAN NATIONAL Tourism Organization has conducted its annual 'Japan Roadshow' in Australia.

More than 100 travel agents and buyers attended two events at Melbourne's State Library Victoria and on the Sydney Harbour aboard luxury superyacht, *The Jackson*.

Aiming to strengthen the relationship with the travel industry, the roadshow was attended by 21 representatives from Japanese hotels, resorts, attractions and inbound tour operators, who were all ready to showcase their products.

"Over the last few months, we have received a phenomenal response to Japan's gradual reopening," said Yoko Tanaka, Executive Director of JNTO Sydney.

"While inbound tourist arrivals from Australia are still restricted, the opposite can be said for the interest in Japan – there is a strong appetite for education about Japanese travel products within the travel trade and we intend to continue to drive as much awareness as we can."

The guest of honour at the Sydney event was Kiya Masahiko, Consul-General of Japan in Sydney. He confirmed that pre-departure PCR tests will no longer be required for triple vaccinated travellers from Australia from September 7.



japan.travel



TRAVELTALK SEPTEMBER 2022 | 5



Wildlife and wellbeing

AUSSIE AGENTS have enjoyed self-famils to Canada and Alaska with Holland America Line.

Eight personal travel managers were among those participating in the sevennight tours and for many it was their first time experiencing the destinations.

Among the first timers was Kathy Millett, who is Travel Managers' representative for Claremont in Western Australia, who says she had not previously experienced the destination or the Holland America product but was happy to sample life aboard the ms Koningsdam.

"I really appreciated getting to experience the realities and restrictions of post-pandemic travel, such as testing requirements, visas and being prepared for travel delays.

"I was impressed by how efficiently everything ran. The staff were wonderful and both Canada and Alaska exceeded my expectations with their stunning scenery.

"Travelling by cruise ship allowed me the slower pace needed to fully absorb

Kathy's colleagues sailed aboard the ms Zuiderdam, following the same itinerary which departed from Vancouver and travelled via the famous Inside Passage as far north as Glacier Bay before returning.

Sarah Knoll (pictured above), who is TravelManagers' representative for Mount Evelyn in Victoria, said she was surprised by how much she loved the cruise holiday experience, finding it much more fun than she expected.

"A cruise holiday is so easy compared to other styles of travel and I would have no hesitation in recommending Holland America Line to my clients as I know they will have a wonderful experience and be well looked after."

IN BRIEF///

TRAVELLERS CHOICE has expanded its ever-growing national network with two agencies joining from New South Wales and Western Australia. How We Travel in Port Macquarie and Midland Travel signed up late last

Nicola Strudwick, Travellers Choice General Manager – Sales, said that by allowing independent businesses to choose the level of support they require, the group's three new membership packages are helping drive post-pandemic growth.

"Independent businesses need to be flexible and adaptable in the current operating environment and our new membership packages allow them to be just that."



WIN AN EXCLUSIVE HOLIDAY

CLUB MED has announced a new incentive for Australian agents to win a seven-night stay for two at an Exclusive Collection resort.

The winner will be the top-selling travel advisor with the highest value of Exclusive Collection bookings, including air packages, made between August 30 and November 30. The winner will be announced on December 1.

The outstanding travel advisor will have until April 30, 2023, to stay at their choice of one of these selected properties:

- * Kani Exclusive Collection Space, The Maldives
- * Seychelles Club Med Exclusive Collection, Republic of Seychelles
- * Michès Playa Esmeralda Club Med Exclusive Collection, Dominican Republic
- * Punta Cana Exclusive Collection Space, Dominican Republic
- * Cancun Exclusive Collection Space, Mexico
- * Quebec Charlevoix Club Med Exclusive Collection, Canada
- * Rio Das Pedras La Reserve Club Med Exclusive Collection, Brazil

Consultants needing to brush up on their Exclusive Collection knowledge can log into Club Med's new travel agent portal to access product tools or book an appointment with one of the brand's BDMs. Quotes and bookings can be made directly through the agent portal.

travelagents.clubmed.com. au/incentives-for-travel-agents



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OVERVIEW

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ICONIC DESTINATIONS

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Scenic Garden Route

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FOR LOVERS OF WILDLIFE

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OVERVIEW

16 February to 3 March 2023 15 Days Land and boat safari Strictly limited to 26

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CLICK TO VIEW GOLF

CLICK TO VIEW WILDLIFE





AGENTS ENJOYTHF GAMES

VISITBRITAIN HAS hosted agents on a tailored educational visit to Birmingham and the West Midlands during the Commonwealth Games.

The trip gave key trade members the chance to try first-hand the latest tourism products while experiencing the atmosphere of a global sporting

Tourism experiences across the West Midlands range from a self-drive boating experience in Birmingham to a culinary course in the heart of the city's Balti Triangle.

Agents also enjoyed a street-art tour of Digbeth, a production of Richard III at Shakespeare's birthplace, Stratford-Upon-Avon, and a visit to England's largest historic site, Kenilworth Castle and Elizabethan Gardens.

"We know there is pent-up demand for travel, our connections with Australia run deep and major sporting events are proven tourism draws," said Patricia Yates, VisitBritain CEO.

Australia is the UK's fifth most valuable inbound visitor market delivering four per cent of global visitor spend to the UK. In 2019 there were 1.1 million visits from Australia, with those visitors spending £1.2 billion on their trips.



visitbritain.com

Sell and win

MALAYSIA AIRLINES has launched an incentive for travel agents offering the chance to win two return economy tickets.

All consultants need to do is sell a Malaysia Airlines Bonus Side Trip before October 2. Four agents with the highest sales will win the tickets while there will also be a draw to earn weekly prizes.

"We are excited that Malaysia has further eased restrictions making it effortless to travel to Malaysia," said Giles Gilbert, Regional Manager for Malaysia Airlines Australia & New Zealand.

"Malaysia Airlines' Bonus Side Trip offers a superb opportunity for holiday goers to stopover and rediscover the beauty of Malaysia before continuing the journey to their holiday destination."

To be entitled for the Bonus Side Trip, passengers must book a flight with Malaysia Airlines departing from Australia to one of 18 selected destinations.



malaysiaairlines.com



THE BEST OF THE U.S.

THE VISIT USA Expo Series 2022 has wrapped up for another year after successful events in Sydney, Brisbane and Melbourne.

"We are all so happy to be back talking about USA travel and showcasing the best of what's on offer to travellers." said Caroline Davidson, President of Visit

The Sydney event saw almost 200 agents meeting with more than 30 exhibitors to talk all things USA. Some 150 consultants attended the Melbourne and Brisbane events.

More than 30 exhibitors showcased the best of America, while agents walked away with prizes of airfares, accommodation, entry tickets and gift cards.

"The agents have a real passion for the USA and there was such great energy at the Expo. The response has been fantastic."



visitusa.org.au

FROM CANDY TO CAN DO

Here, we chat to SUSAN HABERLE, who has just taken up the role of Head of Sales and Partnerships at Abercrombie & Kent.

Q: What was your first ever job and what did you learn from it that you still use today?

A: My first ever job was as a candy bar attendant at the local cinema when I was just 13 years old!

This early introduction to the importance of great customer service shaped my work ethos. The notion of always putting the client first, ensuring they have a seamless experience doing something they love, was pivotal.

I continue to integrate this principle in everything I do. Then of course, there's my choc top making skills...

Q: What's the first thing you do when you start a new position?

A: First thing's first – get café tips from the coffee addicts! With the A&K office located in South Melbourne, there's no shortage of choices. Not to mention the South Melbourne market donuts.

Next, I immerse myself in the product range and develop a full understanding of the client – it's all about the client for me. This ignites my passion for a brand; I'm particularly excited to be joining A&K for its unwavering personalised service and authentic commitment to every single traveller.

Q: What has the pandemic taught you about yourself?

A: What a wild two and half years it's been. I look back and think: did that just happen?

There were many silver linings, though; the pandemic stripped everything back and I found myself focussing more on the present moment.

It taught me that embracing vulnerability is powerful and can lead to great change, creativity and innovation. And of course, now I have an extra appreciation for real time spent with colleagues, family and friends.

Q: Aisle or window seat and why?

A: Window all the way! That way I have minimal interruptions while bingeing my favourite TV shows.



Susan Haberle, Head of Sales and Partnerships at Abercrombie & Kent

Q: Where are you most looking forward to going now that we are travelling again?

A: Anywhere and everywhere. I recently did a trip into regional Victoria and was more excited to travel than I'd ever been.

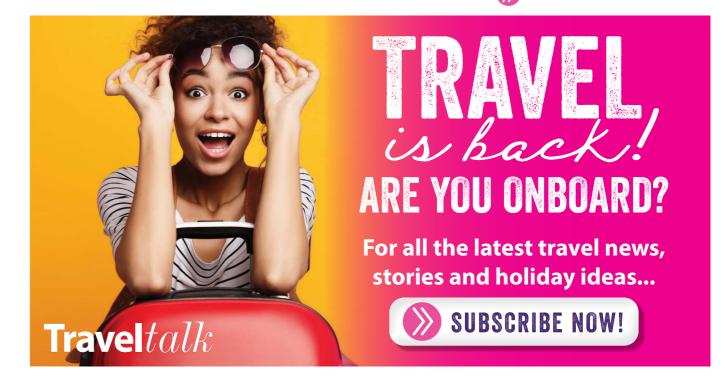
Europe is one of my favourite destinations, having spent many years there as a tour guide. I can't wait to get back there, especially Italy. And a safari in Africa has always been on my bucket-list...

Q: What's the first thing you do when you get into the office?

A: A big smile and say hello. Workplace culture is incredibly important. No matter how busy, I always make time to nurture my connections with colleagues.



abercrombiekent.com.au





Dust off your passports

Travel agents and consumers alike will be excited about an Aussie business that's breaking new ground in sport tours. PETER McCARTHY, the Managing Director of Go Golfing, explains why.

Q: COVID has decimated many sections of the travel industry. How was your business impacted?

A: We feel humbled. Pre-COVID, the business was thriving. We ran more than 50 tours to international destinations and employed 17 staff members that delivered the most amazing experiences to clients.

We did not see it coming. One day we were operating as normal, the next day we were advised that international borders were going to shut down... New Zealand being the

first one to announce this. And it was only the beginning.

We had 350 clients travelling around the world. Repatriating these clients back to Australia was our priority.

Over the following six months, we had to launch a massive review of all our international operations and contracts. It was a difficult balance with some suppliers issuing credits at a time when many clients expected refunds.

We communicated every step of the way with clients as to what we were doing on their behalf, even launching a podcast to facilitate this and provide entertainment while in lockdown.

With international borders closed, we focused on delivering Australian experiences with tournaments and tours in every state and territory.

Lockdowns and border closures presented ongoing challenges, but clients were loving discovering Australia's big backyard.

Q: Are you seeing signs that travel is now recovering?

A: Bookings for Australian and New Zealand destinations have never been stronger. New destinations like Great Ocean Road, Northern Territory and a golf tour including The Ghan sold out in just a few days.

Earlier this year we hosted 200 at our Centara World Masters in Thailand and our COVID safe plans and protocols ensured everyone enjoyed the experience.

We have a big group in Vietnam this month and more than 120 travelling on tours to New Zealand in September.

Cherry Blossoms in Japan, Hawaii Cruise and Vietnam are already sold out. Confidence in international travel is slowly returning.

Q: Tell us about your plans for Go Golfing in 2023?

A: As Australia's largest and most

awarded golf travel business, Go Golfing has pioneered the return of golf travel.

In addition to the Australian events and tours launched through COVID, we've published an expansive schedule of fully hosted international tours.

Recent additions include an ultraluxe golf tour to South Africa and golf cruises to Arabia and Alaska.

Q: Are there plans to expand into other specialist tours?

A: In partnership with Gillie and Marc, Sydney based artists driving wildlife conservation through international art exhibitions, we've launched a series of wildlife tours, the first of which is in Southern Africa.

We mix golfing with major international sporting events like tennis, horse racing, rugby and cultural events such as the Military Tattoo and the Calgary Stampede.

We are also planning to offer tours for the lawn bowls community that include iconic sights, cultural immersion and friendly matches with lawn bowls clubs. It's exciting.

Q: Presumably there's plenty for non-sporting partners on the tours to do?

A: We've worked hard to curate a diverse and highly enjoyable range of experiences for non-golfers who join the tours. In fact, the quality of these experiences has seen golfers occasionally jump ship and opt out of the odd round of golf.

Q: You've just set up a new company called Global Sports Tour Holdings. What is the aim with this company?

A: It's a collaboration of the most reputable golf travel companies worldwide. The focus is to provide a 'warehouse' of golf travel experiences for golfing enthusiasts and a platform for travel agents to access market leading golf events, tours and holidays for their clients.

It's a one-stop shop for golf enthusiasts and travel agents alike.

Q: Why should consumers be excited about the launch of GSTH?

A: Whether you want a trip to the Majors, a tournament in Australia, an escorted golf tour, a golfing cruise or a holiday with friends, no matter where you want to go you will be able to access all information, compare operators and packages and end up with a better deal.

Better still, you will know that you are dealing with registered tour operators that have COVID safe measures and protocols and appropriate insurances and policies to protect their clients.

Q: I also believe that, for the first time, you offer commission for travel agents on your tours?

A: Traditionally golf packages have not been commissionable to travel agencies. This changes now.

All tour operators operating

under the Global Sports Tour Holdings are making their packages commissionable. This will be a win-win for everyone – with travel agents earning commission and tour operators getting more bookings.

Q: What are you most excited about with this new venture?

A: Through collaboration and aggregation, we're enhancing the quality and value of all travel packages.

Tour operator content will be directly marketed to 400,000 golfers in Australia alone with extended international distribution.

The plan is for an ASX listing in the next five years whereby golfers will have the opportunity to have a stake in a business that aligns with their passion for golf travel.

Q: Finally, do you see a bright future ahead for the Australian travel industry and Aussie travellers?

A: COVID travel restrictions encouraged Australians to travel in Australia and marvel at what we have right here.

As more Australians share happy snaps of their hassle-free holidays on social media, we'll see increased confidence in international travel.

Dust off your passport, there's amazing experiences awaiting your discovery.



gogolfing.net.au





DOMESTIC TRAVEL



SCENIC HAS released its new 2023/24 'Endless Wonders of Australia' collection. Encompassing 14 journeys, highlights include an in-depth exploration of Queensland's rural heartland, tasting produce with alpine vistas in Tasmania, plus a train journey on the new and exclusive 'Outback Landscapes' itinerary.

The collection will enable guests to journey further and deeper into Australia's remote regions discovering its unique places, people and stories. It offers remote outback visits, glamping accommodation, intimate experiences and exclusive Scenic Enrich experiences.

"The sheer range of journeys on offer means Scenic will visit every state including Norfolk Island," said Liz Crowley, Journey Designer for Australia and New Zealand.

"Our new Outback Landscapes itinerary includes a little bit of everything - cities, coastal vistas and outback sunsets and as always a journey to the Kimberley will take your breath away."

The company is offering savings of up to \$600 per couple for new bookings made before October 31 on tours contained within the collection.



WATCH THE BIRDY

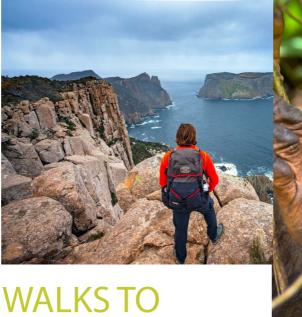
NATURE WILL be at its most spectacular during the annual Kakadu Bird Week, which will be staged between September 30 and October 7.

The week-long event offers visitors the opportunity to join expert-guided tours, cruise the wetlands and experience Kakadu's rich Indigenous culture.

Kakadu National Park is a bird lover's paradise – home to more than a third of Australia's bird species – and is the perfect place to discover and learn all about the rich variety of birds living in the dual World Heritage listed Park.



kakadutourism.com



TALK ABOUT

TASMANIAN WALKING Company has celebrated the official launch of its 2022/23 Walk+ Collection.

Offering a creative twist to complement existing tours, the collection features wellness, personal development, art, birding, live music and culinary walks.

"Our walks consistently attract global interest from guests looking to make their next adventure truly extraordinary," said Heath Garratt, General Manager, Tasmanian Walking Company.

"Our new Walk+collection is a unique approach to experiencing Tasmania's hidden gems and the current demand exhibited for our walks gives us great confidence in these new and unique itineraries."

Among the tours on offer is 'The Bruny Island Long Weekend and Fat Pig Farm Feast', which combines a threeday island walk with a farm feast at Matthew Evans and Sadie Chrestman's Fat Pig Farm in the Huon Valley.

Walkers will be treated to coastal walks, forest glamping and local culinary delights from a gourmet long lunch at the farm to fresh oyster shucking straight from the ocean.



taswalkingco.com.au

THE COAST THAT WANTS TO HOST

A NEW self-drive trail is offering a smorgasbord of culinary

Just over an hour's drive north of Sydney, the Central Coast 'Makers Trail' promises local oysters, award-winning cheeses, botanical wines, chocolates and nougat from boutique artisans and fine producers.

The journey starts in Mooney Mooney at the Broken Bay

Pearl Farm, traversing the region to Little Creek Cheese at Wyong. In between, discover The Chocolate Factory Gosford and Firescreek Botanical Wines.

Select from family-friendly foraging to be poke couple and group experiences, gourmet tastings and workshops.



centralcoastmakerstrail.com.au



Tour price you'll go ape about

BENCH AFRICA is offering savings on a new small group tour in Uganda to experience gorillas, chimpanzees and a safari.

With knowledgeable, specialist guides at the helm and in the company and security of a small group, guests will have the chance to observe the behaviours of habituated chimpanzees and endangered gorillas in two of Uganda's pristine national parks.

The journey finishes with a wildlife safari in Queen Elizabeth National Park set in the shadow of the Mount Rwenzori.

The eight-day 'Great Ape Safari' departs on November 7 and is priced from \$4,685 per person twin share. This special price is available on all new bookings.

Price includes most meals, entrance fees, regional flight, 4X4 safari vehicle, English speaking guide, all safari activities and boat

Gorilla permits and chimpanzee permits are at an additional cost and not included in the tour price. International flights are not included.



benchafrica.com.au



Aussies set to take the piste

CLUB MED is celebrating its new Japanese resort with special introductory rates for Aussie quests on dates across the first season.

Opening on December 15, Club Med Kiroro Peak in Hokkaido will offer some of the best powder snow in the world and long ski seasons into early May.

Club Med is promoting a seven-night stay from \$2,734 per adult (save \$1,166) with discounts applied on travel dates from December 15 to April 30, 2023.

The new resort will be followed by Club Med Kiroro Grand in 2023. With the opening of both properties, Club Med Kiroro will have close to 400 guest rooms during the peak winter season.

"This addition to our ever-growing portfolio will allow guests to discover another side of Hokkaido in the heart of the untouched Kiroro domain," said Henri Giscard d'Estaing, President

Located a 90-minute drive from the New Chitose Airport and easily accessible by train to Otaru Chikko Station, the ski-in skiout resort gives enthusiasts direct access to 23 courses for all levels and pristine off-piste slopes.



clubmed.com.au

ALL ABOARD FOR SAVINGS

Aussies can save more than \$1,000 per couple on 2023 Rocky Mountaineer journeys if they book before September 30.

The 'All Aboard 2023' promotion is a joint initiative between the train company and Entire Travel Group (ETG).

Travellers can enjoy a range of two- and three-day journeys and automatically have \$1,080 per couple discounted from the price at checkout. In some cases this represents savings in excess of 20 per cent.

The discount is valid on rail packages and railonly journeys (across SilverLeaf, SilverLeaf Plus, and GoldLeaf classes).

"Rocky Mountaineer seldom discounts its rates, which makes the current promotion a rare opportunity that travellers would be wise to seize," said Greg McCallum, Sales & Marketing Director, ETG.

"At the same time, it provides travel agents with the chance to move beyond the short-term booking trend that has characterised the post-pandemic 'travel rush', and re-establish a more stable, longerterm booking pattern."



entiretravel.com.au





Escorted touring in Europe with Globus

Five travel styles to suit every type of traveller

FAMED FOR its history, food, architecture, cityscapes and culture, Europe has never been in more demand.

Whether your clients are planning a bucket list trip, are keen to explore sights away from the tourist trail, or are looking to indulge in one-of-akind excursions, leading escorted tour company Globus has a tour style to suit every type of traveller.

A popular travel option post-COVID, escorted touring with Globus ensures all logistics are taken care of and local expert guides lead the way.

No other international tour operator has the depth and breadth of travel styles that Globus offers guests, including independently minded travellers.

Here Globus rounds up five ways to explore Europe in 2022 and beyond, for every type of traveller:

INDEPENDENCE BY GLOBUS

Newly launched in 2022, guests are free to enjoy the many benefits of touring with Globus including access to expert local insiders, yet in an untethered, unscheduled way, without the group.

On an Independence by Globus holiday, Globus takes care of the usual details like accommodation and transport, but also extra touches like daily breakfasts, select guided sightseeing, and recommendations

from Globus Local Hosts.

Travellers can make the most of their free time on 'Independent City Stays', featuring some of Europe's most spectacular cities.

NEW! TRY: INDEPENDENT LONDON & PARIS CITY STAY WITH DEPARTURES FROM Q2 2023

ESCAPES BY GLOBUS

Escapes by Globus is a compilation of the brands' best itineraries in Europe offered during the low season, designed to encourage guests to uncover the hidden gems of Europe year-round, with fewer crowds and at lower price points.

With two new tours added to the portfolio for 2023-24, off-season adventures await Aussies on a total of 41 tours, to some of Europe's more iconic sights.

NEW! TRY: 10-DAY NORWEGIAN FJORDS WITH NORTHERN LIGHTS WITH DEPARTURES FROM Q1 2023

CHOICE TOURING BY GLOBUS

Perfect for travellers who love to tour but are looking for a bit more freedom, Choice Touring by Globus was launched in 2021.

In addition to providing guided sightseeing at the must-see stops, a selection of YourChoice excursions are included in the tour price - think hand-picked curated experiences

in key and off-the-beaten path destinations - for guests to explore as

Expect everything travellers love about a perfectly planned Globus guided tour, with an extra level of flexibility for quests.

TRY: EIGHT-DAY THE ALPS OUT LOUD: SWITZERLAND AND LAKE COMO BY DESIGN

UNDISCOVERED TOURS

Travellers can get away from the crowds and up close to unexpected and untouched discoveries with Globus' exclusive collection of Undiscovered Tours.

Available in Italy, the UK and throughout the Mediterranean, Undiscovered Tours invite travellers to explore off-the-beaten path piazzas and trails less travelled to discover ancient architecture, wide-open views, and local experiences.

TRY: NINE-DAY HIDDEN TREASURES OF SOUTHERN ITALY

SMALL-GROUP DISCOVERIES

Operating in Europe and North America, small-group touring gives travellers room to roam with an average of just 20-24 guests per tour.

Globus offers select small-group departures on a variety of tours to ensure travellers are in good company while exploring less-travelled delights and Europe's must-see sights away from the crowds.

TRY: 13-DAY CLASSICAL GREECE WITH ICONIC AGEAN FOUR-NIGHT **CRUISE**

For the agent portal, visit



globusfamily.com.au



globus.com.au

Touring. Beyond.

Every way in the world to see the world.

If you're ready to say goodbye to the ordinary and hello to the extraordinary, Globus will help you explore the world's most iconic sights and uncover towns, villages and coasts without crowds while engaging in tradition-rich customs, tasting centuries'-old specialties and discovering you along the way.

From the classic tours that made us famous to new, passion-packed "choice" tours; independent and private tours to off-season and off-the-beaten-path journeys, Globus has a travel style and itinerary to match, every wanderer and every budget.

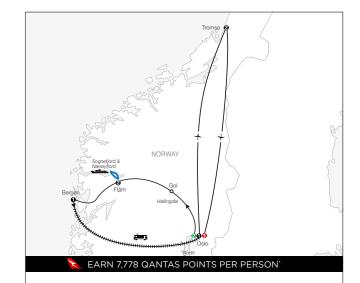
SAVE UP TO \$1,400 PER COUPLE ON 2023 EUROPE TOURS



Britain & Ireland in Depth

24 Days | London return From \$8,169*pp twin share, departing 19/09/23

Walk in the footsteps of writers and royals throughout the legendary cities, seaside villages, and quaint hamlets of England, Wales, Ireland, Northern Ireland, and Scotland



Norwegian Fjords Escape with Northern Lights

10 Days | Oslo return

From \$3,739*pp twin share, departing 04/03/23

Experience Norway's exquisite natural beauty and a unique opportunity to see the Northern Lights (Aurora Borealis). This guided tour will be one you treasure forever.

Call 1300 230 234, visit globus.com.au or see your travel agent







SCAN THE QR CODE TO EXPLORE MORE GLOBUS OPTIONS

PEACE OF MIND WHEN YOU TRAVEL

Australians deserve blue-chip standard of travel industry consumer protections. That's the message from BARRY MAYO, a director and former chairman of TravelManagers, in this exclusive article for *Traveltalk*.

IN 1986 the Australian Government established the Travel Compensation Fund (TCF) to reimburse consumers who incurred financial losses from travel intermediaries that collapsed and failed to account for money they had been paid.

It operated until June 2014 when it was disbanded by the government despite opposition from TravelManagers: although not flawless, our preference was for reform over disbandment.

Following the closure of the TCF, TravelManagers joined the newly created AFTA Travel Accreditation Scheme (ATAS) and set about expanding our consumer safeguards in line with AFTA's attitude about self-regulation.

So began an eight-year project to deliver our customers a meaningful 'Peace of Mind' promise, constructing protections that would help shield customers and personal travel managers (PTMs) from financial losses that could result from the insolvency of scheduled airlines and end suppliers such as cruise companies and hotels.

TravelManagers has always operated a separate, annually audited client trust account, into which all client payments were required to be paid directly by credit card or direct deposit.

Following the closure of the TCF, we introduced quarterly audits: these have been publicly available on our website since July 2014.

These audits are fortified by our Travel Agent Trust Account Fidelity Insurance (TACTAFI), which protects client funds in the unlikely event that



Barry Mayo, a director and former chairman of TravelManagers

they are missing from, or not paid into, the Client Trust Account because of fraudulent or dishonest activity.

With the disbandment of the TCF, the main recourse for consumers faced with the financial collapse of a travel intermediary when payment was made by credit card was via a credit card charge back.

In situations where TravelManagers acts as the merchant, the company and its PTMs fund the consumer's claim, even though payment has been passed on to the defaulting supplier.

In August 2019, our company acquired Credit Card Chargeback Insurance (CCCBI) to protect our PTMs against losses resulting from this

Our 'Peace of Mind' promise is not just a promise: it is a system of concrete protective measures that limits potential exposure for customers and PTMs. Last month's announcement of the establishment of our own TravelManagers Customer Fund (TCF) is the final component in that system.

Like the government mandated TCF on which it is modelled, our TCF provides protection against the failure of Approved Suppliers.

A list of these suppliers is published on our website, together with rules about the TCF's operation.

TravelManagers has been funding its TCF since December 2019 and as of August 15 holds \$650,000 in reserves. Ongoing contributions will see this increase to \$1 million by December

The fund is ring-fenced from TravelManagers' business activities as a separate legal entity which sets the TCF money aside for the sole purpose of protecting our customers.

At the time of its closure, the original Travel Compensation Fund was holding more than \$33 million and covered potential losses by more than 3,000 accredited travel intermediaries.

Our TCF covers the customers of just one brand and based on TravelManagers' track record over the past 17 years, we are confident it will provide customers with more-thanadequate "Peace of Mind".

We recognise that consumers have choice and it is our position that having chosen TravelManagers our customers deserve a robust standard

The elements which comprise our 'Peace of Mind' promise set an appropriately high benchmark which we hope others in the industry will emulate.

TravelManagers Australia is a wholly owned subsidiary of Australasia's largest independent travel company, House of Travel. The company has a network of personal travel managers in all states and territories throughout Australia.



Secure.

The way your future should be.

The Australian travel industry's most comprehensive and transparent financial protection.







SAIGON SAILING **SEASON STARTS**

PURPOSE-BUILT for the Mekong River, the 80-quest Viking Saigon has begun its inaugural season in Southeast Asia.

The ship sails between Kampong Cham in Cambodia and Mỹ Tho in Vietnam as part of the company's popular 15-day 'Magnificent Mekong' itinerary.

All staterooms have hotel-style beds and floor-to-ceiling sliding glass doors with a veranda or French balcony. The three-deck ship has a spa and fitness centre, infinity pool and open-air sky

"The fascinating cultures of Vietnam and Cambodia have always made this region a favourite destination among our guests," said Torstein Hagen, Chairman of Viking.

"With arrival of the Viking Saigon, we look forward to introducing even more curious travellers to this iconic waterway in the coming years."

With the 2022-2023 season now underway, regular sailing dates are available through March 2023. The 2023-2024 season begins in July 2023.







PRIMA GETS A POP PARTY

KATY PERRY dressed as a mushroom was one of the highlights of a spectacular show as NCL welcomed its newest ship.

The pop singer is the Godmother of *Norwegian Prima*, which became the first major cruise ship to be christened in Reykjavík, Iceland.

"We wanted to launch Norwegian Prima in a location just as special and unique as she is, and Reykjavik's striking landscape is the perfect setting for such a milestone occasion," said Frank Del Rio, President and Chief Executive Officer of NCL.

The 3,100-guest ship includes the fastest slides at sea – The Rush and The Drop – and the Prima Speedway, the first three-level racetrack at sea. She will sail inaugural voyages to Northern Europe from the Netherlands, Denmark and England before making her way to America.



ncl.com

WATER WELCOME FOR OUR MARITIME HEROES

THE LATEST addition to the P&O Cruises Australia fleet arrived in Sydney Harbour recently to honour our maritime heroes.

Amid water cannon tugs, Pacific Encounter entered the harbour led by the Port Authority of NSW fire tug and flanked by three privately operated tugs that were involved recently in a ship rescue off the coast of Sydney.

The three tugs and their stalwart crews were involved in the operation to save bulk carrier Portland Bay after it lost power in stormy weather last month.

"It is wonderful that we can also use today's arrival as an opportunity to salute the hero tugs of Sydney and everyone who does so much to support cruise shipping and the maritime sector in general," said Marguerite Fitzgerald, President of Carnival Australia and P&O Cruises Australia.

Pacific Encounter is the company's second ship to arrive back in Australia, with her inaugural season being homeported at Brisbane's new International Cruise Terminal.



pocruises.com.au





NEW DAWN AROUND WORLD

GUESTS ARE being invited to view the world differently on a journey that will take 136 days and includes 59 destinations in 30 countries.

Silversea has just launched its world cruise for 2025, including 19 places never sailed to before and with 33 overnight stays.

"We will be travelling to an unusual rhythm, from east to west, with more time ashore in unconventional seasons," said Roberto Martinoli, Silversea's President and Chief Executive Officer.

'Controtempo World Cruise 2025' departs from Tokyo on January 13, 2025, and arrives in New York, its final port of call, on May 29, 2025.

The 596-passenger Silver Dawn, which made its debut in 2022, features S.A.L.T. (Sea and Land Taste), Silversea's culinary immersion program, and OTIVM, its indulgent wellness initiative. Prices are from \$108,000 per guest.

"Our guests will have access to stories that are not normally told, via experiences that offer knowledge and, just as importantly, a strong emotional connection."





SEE EUROPE IN STYLE

SAVINGS OF almost \$6,000 are being offered for couples on a luxury 26-night cruise and stay holiday with Azamara and Cruise Traveller.

The European adventure begins in the historic Portuguese capital of Lisbon with a 23-night voyage to Athens, including the Spanish, French and Italian Rivieras and the sun-kissed Greek Islands.

Guests will be sailing aboard the elegant and spacious, 702-guest Azamara Pursuit, who will call at 21 ports in seven countries.

The ship boasts a pool, three Jacuzzis, six restaurants and cafes, a drawing room, bars, cabaret lounge, observation lounge, spa sanctuary and gym.

The holiday package is available from \$8,885 per person twin share – a saving of \$2,965 each if booked by September 30.



CruiseTraveller.com.au/BigEurope

TIME FOR DATE NIGHT

UNIWORLD IS staging a series of free information sessions across Australia for travel agents and guests.

There will be exclusive offers, such as 10 per cent off early bookings, and a slew of new itineraries to showcase.

DATES: Sydney, September 12; Canberra, September 14; Melbourne, September 21; Adelaide, October 13. Hobart and Perth dates to be announced.

"We have missed being on the road and on stage presenting to our agents and to guests. The timing feels just right as we see demand for luxury river cruising now exceeding 2019 levels," said Alice Ager, General Manager of Uniworld in Australia.



uniworld.com

YES MR SPEAKER

SIR PETER Cosgrove, Alexander Downer and Ken Sutcliffe will be among the guest speakers onboard Cunard's Australian homeport sailings in 2022/23.

The company's Insights Programme is known for showcasing some of the world's most notable personalities, including historians, explorers, diplomats, politicians and scientists.

Their talks offer guests the opportunity to learn from and mingle with renowned experts.

Alexander Downer, Dawn Fraser and Nova Peris will also feature in an impressive line-up of speakers from all walks of Australian life.

"We know our guests are passionate about learning and expanding their views, so in choosing our speakers for this upcoming season, we wanted to ensure that they both inspire and entertain our guests whilst sailing with us," said Katrina McAlpine, Cunard Commercial Director in Australia and New Zealand.



cunard.com



CRUISE INDUSTRY FINALLY (JELS SHARE THE LOVE

IT'S BEEN a long time between voyages but after more than two years the Australian cruise community has finally come together.

Some 550 delegates gathered at the Hyatt Regency in Sydney for Cruise360, the industry's annual conference that this year met under the theme #LoveCruise.

The conference was designed to give agents and suppliers the chance to meet and learn what opportunities and challenges are facing the sector as it comes out of COVID-19.

Attendees were told to prepare for a resurgent summer cruise season, with 46 ships bringing economic opportunities back to ports around the country as part of a carefully managed revival.

"Each visit will bring new visitors and new opportunities for local communities, helping to rebuild an industry previously worth more than \$5 billion a year to the Australian economy," said Joel Katz, Cruise Lines International Association (CLIA) Managing Director Australasia.

Sustainability was a key issue, with the cruise industry setting an ambitious target of net zero emissions by 2050.

"As we come out of this, we're going to be challenged on this around the world and our bottom line is, we're all taking it extremely seriously and

spending a lot of money trying to solve those problems," said Gavin Smith, Vice President and Managing Director, Royal Caribbean Cruises.

"Travel is tough right now," said Marguerite Fitzgerald, President, Carnival Australia and P&O Cruises Australia. "People who cruise do so because they know that cruise lines go above and beyond to look after their guests.

"This is why our travel agent partners are so important because they're the ones who can help explain that to people who don't get it."

Steve Odell, Senior Vice President and Managing Director Asia Pacific, Regent Seven Seas and Oceania Cruises, highlighted distribution as a key challenge for the industry going forward.

"We're probably 60 per cent down on travel advisers pre-COVID," he said. "They've either retired or gone onto other things. There's heavy demand and not enough people to deal with it.

"So we have got to build cruise specialism in our offices with new advisors. As cruise lines and CLIA we have to support that too. We have to engage proactively on training people to be cruise specialists – I think that's the biggest challenge coming out of this."



#LoveCruise



cruising.org

Welcoming speech by Joel Katz, Cruise **Lines International** Association (CLIA) **Managing Director** Australasia.

"As we learned to terrible effects in recent years, when cruise lines stop operating a huge range of businesses and people suffer. But if there is a silver lining to the pandemic, it is that we are now stronger.

"As an industry, I believe there's a lot that we can all be proud of right now, particularly the way that we've responded to those events over the past two and a half years.

"As we gather today, we do it as a community, a community that's closer and able to face the future with a level of confidence that we might not have allowed ourselves just a few months ago.

"And our travel agents are at the heart of this community. Without question, the beginning of this decade has defined us as an industry for the better.

"Through our pandemic response, we've shown what we're capable of when we unite as a truly global community, and how far we can go when we're confronted with threats to the health and safety of our guests and of our people."



HOTTOPIC

This month we're launching an exciting new feature, asking your opinion on the major question affecting the travel industry. We're all hoping that travel is making a comeback, but signs are that it is going to be a slow process.



Changeable and expensive air travel



Visa application delays



Global insecurity



Deteriorating economic factors



Falling ill overseas



From lighthouses and penthouses to designer suites and luxury castles, Ireland offers a range of accommodation options for visitors.

CASTLE HOTELS

Luxury, beauty and views go hand in hand at **Ashford Castle**, recently named once again as the best resort hotel in Ireland and the UK by Travel + Leisure U.S.

Indeed, Irish hotels dominated four out of five spots in the '5 Best Resorts in the UK and Ireland' category with Ashford Castle leading the charge.

Once home to the Guinness family and the choice of A-listers, the 800-yearold castle is a truly grand and historic structure with national significance. A stay here is the ultimate indulgence.

Each of Ireland's castle hotels have their own history and distinctive offering for those who yearn to holiday like royalty.

Enjoy gourmet dining, awardwinning spas and five-star standards at places such as County Galway's Ballynahinch Castle Hotel on Ireland's Wild Atlantic Way, Lough Eske Castle in County Donegal, Ballygally Castle in County Antrim, or **Crom Castle** in County Fermanagh.

LUXURY SUSTAINABLE STAYS

If you're looking for a property where luxury meets sustainability, look no further than Gregans Castle **Hotel** in County Clare.

One of Ireland's best-loved hideaways, the castle's combination of wild Burren scenery, styled bedrooms, chic public spaces, warm welcome and outstanding food is the epitome of Irish hospitality.

Over in Slane, County Meath, Rock Farm offers a luxury ecotourism glamping experience set on a 60-hectare organic farm.

At Limepark in County Antrim, an extravagant retreat surrounded by the memorable scenery of the Causeway Coastal Route awaits.

MIND YOUR MANORS

Adare Manor in County Limerick is one of Europe's five-star destinations. During the JP McManus pro-am golf event held there in July, celebrities



and some of the biggest names in the sport (including Tiger Woods) heaped praise on the hotel's luxury facilities and course.

The manor features lavish interiors, an award-winning spa, the golf amenities and 340 hectares of pristine parkland.

When heading north, enjoy a stay at the Galgorm resort in County Antrim, which comes complete with spa and thermal village with an extensive selection of riverside hot tubs, indoor and outdoor heated pools, steam rooms and saunas.

Other luxury hideaways include Finn Lough in County Fermanagh and **Ballyfin** in County Laois.

QUIRKY, UNUSUAL AND COSY STAYS

For visitors who appreciate luxury accommodation with a twist, the place to cosy up at is the Wicklow Head Lighthouse. Its inspiring views of the Irish Sea and surrounding landscape offer an unforgettable stay.

The Lake Isle Retreats in County Fermanagh provide contemplative walking, yoga and meditation escapes, while an elemental experience of the Aran Islands on the Wild Atlantic Way awaits at the Inis Meáin Suites.

There is also the miniature castle at the Barbican in County Antrim and even Bushmills Inn, a stone's throw from the famous Giant's Causeway and Carrick-a-Rede Rope Bridge.





YOU HAVE NAMED THIS NEW PLANE

BONZA HAS revealed the name of its first new aircraft following a social media callout to Aussie fliers.

A shortlist of the hundreds of suggestions was voted on by the Bonza Local Legends - the airline's ambassadors in the communities they'll connect to when the new planes take to the skies.

The most popular name was Shazza (closely followed by Bazza) and the name will now be added to the Boeing 737-MAX that arrived in Australia last month.

The airline is progressing with in-flight and cabin crew training schools, finalising the all-Aussie menu and stress testing the Fly Bonza App which will be the only place customers can book flights (with the exception of local travel agents).



flybonza.com



SERVICE DELIVERED AT A PREMIUM

EMIRATES HAS revealed exclusive images of its inaugural Dubai-Sydney premium economy service.

Some 56 seats will now be available on its twice-daily service onboard the airline's flagship A380 aircraft. Passengers enjoy a dedicated airport experience and check-in areas exclusive to premium economy.

The cabin features luxurious, non-stain cream seats with more legroom and footrests, and a dining experience with elements inspired by business class. There's also access to Emirates' award-winning entertainment ice.

Emirates is investing more than \$US2 billion to improve its inflight customer experience, including a retrofit program for more than 120 aircraft with the latest interiors, plus an array of other service improvements across all cabins.

Some of the initiatives include elevated meal choices, a new vegan menu, a 'cinema in the sky' experience and more sustainable choices.

"While others respond to industry pressures with cost cuts, Emirates is flying against the grain and investing to deliver ever better experiences to our customers," said Sir Tim Clark, President Emirates Airline.



emirates.com



IN BRIEF/// * Link Airways will commence

scheduled direct flights between Bundaberg and Brisbane in November, utilising the 34 passenger Saab 340B Plus. The aircraft has full inflight cabin service offering beverages and premium snacks with complimentary beer/wine available on all afternoon and evening services.



Linkairways.com

* FlyPelican has just commenced direct flights between Bathurst and Sydney. A reduced schedule will be offered for the first two months, ramping up to twice daily flights, including early morning weekday flights, from October 31. A 19-seat Jetstream 32 aircraft will service the route.



flypelican.com.au

THE NEO HAS LANDED

JETSTAR'S FIRST new, state-of-the-art Airbus A321LR (NEO) aircraft touched down in Melbourne recently.

The long-range, fuel-efficient aircraft will significantly enhance the inflight experience for customers, with a range of benefits including wider seats, larger overhead storage lockers and in-seat USB power.

In coming months, the NEOs will also be equipped with digital streaming technology, allowing customers to access Jetstar's inflight entertainment on their own devices when they fly.

This is the first of 38 NEOs to be delivered, with the aircraft set to start flying on some of the airline's most popular domestic routes, including from Melbourne to Cairns.

"Our fleet of new NEOs will lift the bar on passenger comfort and we've finetuned the cabin configuration to set a new standard of inflight experience for low fares travel in Australia," said Gareth Evans, Jetstar CEO.



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MORE ACCOLADES for Qatar Airways with the carrier making it back-toback wins in the top prize at the AirlineRatings Awards.

For the second year running Qatar Airways was named 'Airline of the Year' in addition to being named 'Best Airline in the Middle East' and 'Best Business Class', the fourth year in a row the company has won this award.

The top award acknowledges the best that aviation has to offer, with a focus on product innovation, a strong route network and overall safety.

All AirlineRatings awards are given based on strict assessment criteria put together by industry professionals with extensive expertise and experience in the aviation field.

"Winning these awards are another ringing endorsement of everything that we stand for as an airline, as Qatar Airways is fully committed to providing an unrivalled customer experience," said Mr. Akbar Al Baker, Qatar Airways Group Chief Executive.

"As we increase our global network to over 150 destinations, we also recently reported our most successful financial results ever with a profit of \$1.54 billion, confirming the airline as an all-round strong performer that is hugely popular with our passengers."

The award-winning Qsuite offers a first-class experience in the business

class cabin. It features the industry's first-ever double bed in business class, as well as privacy panels that stow away, allowing passengers in adjoining seats to create their own private room and maintain social distancing, another first in the industry.

Another prestigious award could soon be heading Qatar Airways way with the airline shortlisted for the upcoming National Travel Industry Awards 2022.

The company is up against five other airlines in the 'Most Outstanding Industry Support – Air' category, with the winner to be announced at the gala dinner on October 15.

Meanwhile Qatar Airways has announced it will be increasing its Doha – Melbourne flights from the current once-daily schedule to double-daily flights from October 1.

The airline and the Victorian Government have signed a strategic agreement to increase connectivity to Melbourne to further boost trade and tourism.

"Melbourne is the original home for Qatar Airways in Australia and we are excited to enhance our operations there, as a testament to both strong demand and our deep commitment to Australia," added Mr Al Baker.

"The launch of the additional daily flight to Melbourne ahead of the FIFA

World Cup Qatar 2022 will allow more football fans travel to attend their respective matches."

The additional Melbourne schedule includes an onward leg to Canberra, officially resuming a once-daily connection between Doha and Canberra starting October 1.

The added daily schedule will be operated by Boeing 777-300ER, featuring Qsuite business class. The airline will operate a total of 45 weekly flights from Australia with this network enhancement.

With the newest addition, the airline will operate to six destinations in Australia including Melbourne, Adelaide, Brisbane, Canberra, Perth and Sydney.

This will exceed Qatar Airways' prepandemic footprint of five gateways in Australia, following the addition of Brisbane services started early 2020 during the global pandemic.

The national carrier recently unveiled a strategic partnership with Virgin Australia, which will offer increased travel options and benefits across 35 destinations in its extensive domestic network, as well as to its recently relaunched short-haul international markets, including Fiji and Queenstown, New Zealand.



qatarairways.com/tradeportal





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qatarairways.com









Australian based Prestige Safaris is about to celebrate its 10th anniversary, representing luxury hotels and lodges across Africa.

Here we talk to Managing Director ADAM ATKIN about the Prestige journey, recovery post-COVID and his ambitions for the company going forward.

Q: How did Prestige Safaris come into being?

A: I first went to Africa about 18 years ago and it was instant love. It became an annual thing for me and then a friend of mine started building a lodge in Botswana.

He gave me some promotional material and asked me to go and talk to wholesalers and try and promote the place. That worked really well and it just grew from there.

I had that first property in Botswana

in the Chobe region for one year. It was doing well and I was enjoying it and that's where Prestige Safaris was born.

Q: How quickly did the company grow?

A: It was just a natural progression. Now we have 28 properties in eight countries throughout Africa, so quite a big portfolio. There are some highend, luxury lodges, right through to your four-star properties.

Q: Did the global pandemic affect your business?

A: COVID was obviously a difficult period for us. Like everyone our payments were on hold and people couldn't pay their bills because they just didn't have the money. So, we had to just work for free in most cases for two years and try and last through it.

Now we're on the other side, we're hoping they remember we tried to do the right thing.

Q: What do you love most about your business?

A: Making people's dreams come true is what really excites me, because I remember how that first trip I went on excited me! We provide products that help agents create dreams for consumers to enjoy.

I also love the wildlife and the people I work with. I just feel like I'm working in Africa every day, even when I'm just talking about Africa and our products.

The African wholesale community in Australia is quite tight knit. We call it our tribe. And you know, we've all been in the tribe for a while.

Q: You just mentioned wholesalers. Why should they work with Prestige Safaris?

A: Because we have a very diverse portfolio in all the key locations throughout Africa. I can also instil them with confidence because I'm always at the properties, so I'm actually selling something I know really well and can provide some pretty good firsthand experience that the properties are in good shape.

I think that's the key: that I can put my hand on my heart and say that I've actually been there.

Q: Why do you think people love visiting Africa so much?

A: It's got to be the wildlife. I would say it's the greatest experience on the planet and I never get tired of it. I mean, I've never missed my morning and afternoon game drive!

It's also the friendly people, who work extremely hard often for little reward. They need tourism and they need people visiting.

Q: Speaking of wildlife, have you had any amazing encounters?

A: I took a group of travel agents on a famil into Tanzania four years ago. It was one of our last sites and we were having drinks around the fire as you do quite late.

Everyone went to bed except me and one other travel agent. Her room was one way and mine was the other. I found a pride of lions sitting on my deck and in my room, because the blinds were rolled up. It was both exciting and slightly frightening.

Q: So, what did you do?

A: I've been visiting African long enough to know not to panic. So, I just walked backwards gently and left them to their own devices.

But I've never put myself, agents or guests at risk. You get used to the body language of the wildlife and know what you can and can't do.

Q: Give us a flavour of some of the properties you represent?

A: Some of them have all the luxuries you could ever imagine - butler's, hot tubs, etc.

We look after Greystoke Mahale in Tanzania which is one of the most iconic properties in Africa, with the chimps who live on the lake. Jamala Madikwe and Moditlo River Lodge in South Africa have also won plenty of travel awards.

Elizabeth Taylor got married on the Chobe River where we have Chobe Water Villas and Chobe Bakwena Lodge. So, there's just a vast array of properties.

You really need to have a look at Imvelo Safari Lodges in Zimbabwe. The conservation work they are doing is next level and owner Mark Butcher is a living legend, all listed on our website.

Q: I believe there's one lodge in particular which has a special place in your heart?

A: I own a lodge called Casa McGyver Lodge in Guinjata Bay in Mozambique. It's a small, intimate beach property with white, sandy beaches, beautiful turquoise water. Our guests love the warm hospitality, personal service and a real break from the stress and pace of the world. It's my happy place in life.

Q: Have you seen any changes in the way people are travelling post-**COVID** and how is your business tracking?

A: What I'm seeing is people doing one country at a time, rather than

before when they would spend two nights here, two nights there and try and do five countries in a trip. Now they're staying in one country for longer stays.

I'm also seeing our demographic changing: whereas pre-COVID it would have been 45 to 60, now I'm seeing the ages a lot younger at 35 to 55.

People are thinking, why are we going to wait to retire for our dream holiday when who knows what could be around the corner again?

I think business is probably better than it was in 2019 right now and it's getting better all the time.

Q: Do you think consultants still have an important role to play?

A: 100 per cent. I think people want that face-to-face interaction or a human voice and using an agent is probably more important than it's ever been.

Pre-COVID, we might have questioned that but talking to my friends in the industry, it's been a bit of a blessing for them and their businesses.

Q: After 10 years, where do you think Prestige Safaris sits now?

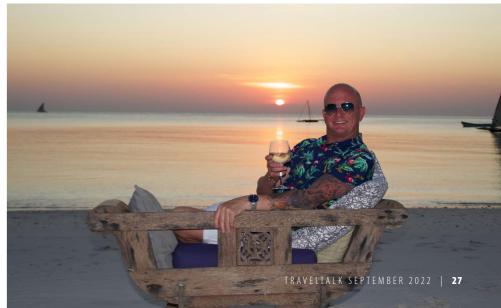
A: I see us as a leader in our industry in Australia. There's not a lot of us doing this properly in Australia so it's quite a niche market here. We're not competing against 10 other companies trying to do the same thing.

So, my goal is to be recognised as a real leader in African travel worldwide. I wouldn't change a thing – I love it every day.



prestigesafaris.com.au







WHERE HAVING FUN IS THE THEME

America and Japan are often thought of as having the best theme parks in the world, but Malaysia can more than give them a run for their money. Here we look at some of the best places for good, family fun.

GENTING SKYWORLDS

Genting SkyWorlds is Southeast Asia's most anticipated theme park. It is part of Resorts World Genting's integrated entertainment offering and opened in February.

The adventures here are not just limited to the unique array of rides and attractions, but also include an exciting mix of live entertainment, retail and dining experiences

alongside immersive theming, emotive music and high-tech lighting.

Developed across 10 hectares and featuring 26 rides and attractions, Genting SkyWorlds takes guests on an adventure through nine movie and adventure-inspired 'worlds'.

These include Studio Plaza, which is inspired by the golden era of movies and features creative elements which reflect a sense of cinematic grandeur.

The highlight of Eagle Mountain and one of the hero rides of the park - is Mad Ramp Peak - Full Throttle Racing, the world's first dual-powered coaster bike ride, weaving through the peaks and ravines of a mountain landscape.

Central Park is the largest 'world' within Genting SkyWorlds and features elaborate facades, colourful lighting and a vibrant music score. Here guests can visit the Natural History Museum or watch the fountain show at the Lake of Dreams.

Central Park is also home to a selection of attractions including Night at the Museum: Midnight Mayhem, ESD Global Defender and Independence Day: Defiance.

Opening this year and designed exclusively for Genting SkyWorlds, the Invasion of the Planet of the Apes ride will take guests on a 3D adventure featuring Caesar and other primates in a battle for survival.



gentingskyworlds.com

SUNWAY LAGOON

This is a one-stop place for fun with more than 90 attractions spread across 35 hectares.

Sunway Lagoon provides the ultimate theme park experience in six adventure zones — Water Park, Amusement Park, Wildlife Park, Extreme Park, Scream Park & Nickelodeon Lost Lagoon – Asia's 1st Nickelodeon Themed Land.

At Water Park, go for a spin in the loops of the African Pythons, race your friends in an adrenalin-pumping ride headfirst down the Congo Challenge, or do the Cameroon Climb, dropping

15 metres before shooting back up eight metres.

In Amusement Park, see a view like no other when you walk on Malaysia's longest pedestrian suspension bridge, or see the world upside down when you spin 360 degrees on the Tomahawk and Pirate's Revenge.

Guests can get up close and personal with more than 150 species of animals from around the world at the Sunway Lagoon Wildlife Park.

This is a fully interactive zoo attraction, from a journey of learning through to unique wildlife encounters to getting entertained by talented animal stars in the Wildlife Theatre.

With feeding gentle animals in the Pet Village, there are various educational and interesting activities for the entire family.

Guests can spend the entire day here by exploring the various dining options available at the theme park. For handy accommodation options, the park is just next door to the Sunway Resort Hotel & Spa.



sunwaylagoon.com

ESCAPE PENANG

ESCAPE is a fun destination with more than 35 exciting rides and games hosted in a natural environment.

ESCAPE re-introduces the play and values of yesteryear to inject reality into a world overdependent on an isolation-inducing electronic lifestyle.

Through fun activities, with an emphasis on self-directed and selfpowered play, the visitor experiences low-tech, high fun.

ESCAPE demonstrates there's no age limit to having fun as the rides and games are designed for a wide range of age groups, abilities and energy levels.

Atan's Jump recreates the days of climbing trees and using them as a launch pad to jump into the water. Have a competition with your friends to see who can swing the furthest into the river.

Make your way to the top of Gravityplay on the Chairlift. Enjoy the lush greenery of the tropical rainforest while riding the only chairlift in Malaysia.

Enjoy the thrill of flying, as you zip



high above the ground on Flying Lemur or release your inner Tarzan when swinging through the trees on Jungle Swinger.

Learn to climb like a pro and perfect your balancing skills on the challenging rope course called Monkey Business. There are three levels for guests to try and it's suitable for monkeys of all ages as well as for team building.



escape.my

DESARU COAST ADVENTURE WATERPARK

Set against the backdrop of a traditional Malaysian fishing village, Adventure Waterpark is home to the first water coaster in the region and one of the biggest wave pools in the world.

The waterpark features more than 20 wet and dry rides, slides and attractions, where visitors can create fond memories with their family and friends.

The rides and attractions are designed to excite the adventure seeker, while leaving plenty of choices for gentler pursuits that cater to families with younger children.

The Swinging Ship is everyone's favourite ride — mild enough for youngsters and great fun for all ages, degrees in both directions.

Surf Wall is a safe and highenergy simulator where beginners or enthusiasts can catch and ride a radical artificial wave.

At 350 metres, the Penawar River is a long, looping lazy river that floats amid lush greenery of riverbank and riverside fishing village scenes with four popular giant water slides - Wild Whirl, Super Twister, Riptide and The Tempest.

Kraken's Revenge is a combination roller coaster and splashing flume ride that takes thrill seekers up 30 metres before spinning through a full 360° horizontal loop, followed by a diving 27-metre drop to the shipwrecking Kraken sea monster waiting in the pool of water below.

With all the excitement and activities of the day, enjoy the convenience of a variety of eateries when hunger pangs strike. Also, pick up cool souvenirs to complete the experience at Adventure Waterpark.

desarucoast.com/ adventurewaterpark



malaysia.travel



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is suitable for everyone from children to seniors.

Most of all any snorkeling trip can be fun and there are some places in the world that take the experience to a whole new level.

That's what guests expect at Wakatobi.

Wakatobi Resort is a boutique vacation retreat located on a small island in central Indonesia.

Idyllic waterfront villas and beachside bungalows are complemented by fivestar service and fine dining, but the real attraction for most guests is what lies under the water.

This region is at the centre of the ocean's most biodiverse ecosystem, home to thousands of unique spaces of marine life and colourful corals.

Divers come from around the world to explore the pristine reefs that lie within Wakatobi's private marine preserve, but you don't need SCUBA tanks to capture the experience.

Some of the liveliest sites in the preserve lie at shallow depths, with corals rising to within a few metres of the surface.

shallow coral formations that begin right at the resort's beach and culminate in a dramatic underwater cliff that plummets into the depths.

The House Reef has been named the "World's Best Shore Dive" for its rich variety of fish life and underwater

Snorkelers have equal access to this underwater showplace and can spend entire days seeking out interesting marine life in the calm, sunlit shallows.

Safe, secure water entries and exits can be made from the beach or from the resort jetty and the site is monitored from shore by Wakatobi's dive team. There is also a fleet of small boats available to ferry snorkelers to more distant parts of this huge site.

Some guests have spent entire weeks snorkeling the House Reef, but that's just one option available to all.

The resort's fleet of large, comfortable dive boats welcomes snorkelers aboard and at many of the 40-plus sites visited within the preserve snorkelers can enjoy the shallow upper portions of a reef while divers go deeper.

where only one dives and with families with younger children.

After a full day of snorkeling, guests can enjoy spa time and chef-prepared meals at the oceanfront restaurant.

Additional water sports and land activities add to Wakatobi's vacation appeal, but for many guests it is the warm, personal service that earns top

Through remote, Wakatobi is easy to reach. On arrival in Bali, guests are met by the resort's airport concierge staff, who takes care of all details of arrival and transfer.

After an overnight rest or a layover in Bali, guests then relax in an airport VIP lounge before boarding a direct charter flight to Wakatobi's private airfield.

For more information:

wakatobi.com/prices-booking/ booking-trip-enquiry Linda Cash, Guest Experience Representative E: linda@wakatobi.com



An experience without equal

At Wakatobi, we take great pride in providing the ultimate in exclusive and personalised service. Our dive staff and private guides ensure your inwater experiences are perfectly matched to your abilities and interests. While at the resort, or on board our luxury dive yacht Pelagian, you need only ask and we will gladly provide any service or facility within our power. For all these reasons and more, Wakatobi takes top honors among discerning divers and snorkellers.



www.wakatobi.com

COMPETITION

MATRIP TO SINGAPORE! If you're looking for a destination that has it all, Singapore should be on your radar. Exciting nightlife, world-class shopping and myriad activities make it a must-visit destination for any serious traveller.

SINGAPORE AIRLINES

It's time to help your clients rediscover the delights of travel. Everything onboard Singapore Airlines is curated to enhance the travel journey – with the familiar sights, sounds and tastes onboard being as much a part of the delightful experience as the destination.

Redefining the travel experience

Singapore Airlines' aircraft feature some of the most comfortable and spacious cabins in the sky.

The airline invests heavily in the design and installation of industry leading cabin products to provide a journey unlike any other, with seats designed for enhanced comfort, state-of-the-art in-flight entertainment on HD screens and a delectable choice of cuisine.

Fully-flat beds can be enjoyed in all Singapore Airlines Suites, First and Business Class cabins*.

This includes the Business Class cabin on the airline's newest addition to their fuel-efficient fleet, the Boeing 737-8, which is now operating into Cairns and Darwin.

Two airlines, one great way to fly

Scoot is the low-cost airline of the Singapore Airlines Group. Together, Singapore Airlines and Scoot operate to 100 destinations across the globe.

When travelling on Singapore Airlines and Scoot on a single ticket, customers can enjoy the following benefits for a seamless travel experience:

 A single ticket itinerary, regardless of destination

- Scoot's FlyBagEat bundle, which includes a meal, drink, snack and baggage allowance
- A complimentary blanket for flights over four hours
- Through check-in of baggage across all flights within the itinerary
- Same baggage allowance across all sectors
- Rebooking in the event of any flight disruptions

Technology updates for the trade

Singapore Airlines is continuing to invest in new technologies to support travel agents, including their NDC platform, KrisConnect, and various digital servicing channels.

AGENT360 is their one-stop travel agent portal for IATA accredited and TIDS agents.

The portal offers centralised information and supports efficient servicing and tracking through a new self-service feature, Service Request Forms (SRFs).

Service Request Forms are now available to enable submission of the following requests:

- Waiver of change fees
- Waiver of cancellation fees
- Extension of ticket time limits (TTL)
- Dispute Agency Debit Memos (ADM)

All other service requests can also

be submitted via a General SRF Form.

To learn more about Singapore Airlines' new SRF functionality, please review the SRF infographic or log in to AGENT360 to access the SRF user guides.

Don't forget that you can now offer your clients Singapore Airlines' exclusive NDC fares through your preferred NDC enabled technology partner. Contact your Singapore Airlines Account Executive to find out more.

Become a Singapore Travel Specialist[^]

Australian-based travel agents are invited to participate in the Singapore Travel Specialist (STS) training modules to be equipped with the knowledge to confidently sell travel to the city state.

Complete all training modules on the STS website by October 31, 2022, to qualify as a Specialist and receive an entry into a prize draw.



singaporeair.com

PARKROYAL COLLECTION MARINA BAY, SINGAPORE

Sitting in the heart of the central business district and Marina Bay, with panoramic views of the Singapore city skyline, the 583-room PARKROYAL COLLECTION Marina Bay, Singapore is the country's first 'Garden-in-a-Hotel'.

A champion of sustainability, environmental responsibility and advocate for green innovations in the

*Suites are exclusive to the A380, First Class is exclusive to the B777-300ER, and Business Class is available on all Singapore Airlines aircraft.

^STS participation and prize draw entry is valid for Australian-based travel agents only. Each entry will be individually judged, based upon accuracy and individual creative merit in response to any open-ended questions.

hospitality industry, the hotel is home to Southeast Asia's largest indoor skylit atrium.

The atrium contains more than 2,400 plants, trees, shrubs and groundcovers from more than 60 varieties of flora spread across 1,400 square metres of space throughout.

To reduce energy consumption, 210 rooftop photovoltaic solar panels generate 350 kilowatt-hours of electricity from renewable energy, sufficient to run the hotel's 13 lifts and all emergency lighting.

A filtered water system installed in all guestrooms, as well as the provision of glass bottles help the hotel eliminate 360,000 single-use plastic bottles yearly.

Distinctive dining options are available for every palate and occasion.

At the all-day dining restaurant Peppermint, savour a tantalising all-you-can-eat buffet spread of international and Asian culinary creations, or enjoy conscious eating with plant-based options, freshly prepared at the open display kitchen.

Experience progressive Cantonese cuisine at Peach Blossoms, made with seasonal produce, modern culinary techniques and artfully presented by the award-winning Executive Chinese Chef Edward Chong.

At Portman's Bar, spend an idyllic day with a nature-inspired Picnic in an Oasis Afternoon Tea, served in a picnic basket or choose from a selection of more than 90 varieties of whiskies and handcrafted cocktails and mocktails by our Resident Mixologists.

The Skyline Bar is a chic, resort-style, chill-and-relax rooftop alfresco bar, located next to the outdoor swimming pool, surrounded by the serenity of nature.

A rooftop Urban Farm, spanning 150 square metres, houses more than 60 varieties of fruits, vegetables, herbs and edible flowers, forming the backbone of the hotel's farm-to-table, farm-to-bar and farm-to-spa concepts.

The 25-metre swimming pool comes alive with 1,380 glowing fibre optic lights at dusk and a refreshing dip in the pool articulates an experience, similar to the sensation of

floating among a star-studded galaxy.

A gymnasium, featuring state-ofthe-art TechnoGym fitness equipment, a Spin Bike Studio and a fitness studio suitable for High Intensity Interval Training (HIIT), yoga and Pilates classes encourage travellers to maintain an active lifestyle while on the go.

For those looking to pamper themselves and luxuriate, the awardwinning St. Gregory provides a muchneeded sanctuary from the daily stresses of life. A range of spa treatments, including traditional therapies, quick pick-me-ups specially curated for busy executives and couple spa rituals are available to rejuvenate and refresh.

Catering to environmentally conscious travellers, the hotel focuses on stylish contemporary vibes, brought to life through biophilic design, iconic architecture, ecofriendliness and lifestyle experiences.



panpacific.co/marinabay







HOW TO ENTER

We've hidden **four questions** based on the info above in this issue. To enter, simply find the questions and then head to our website to enter your answers.

The first correct answer drawn after the closing date will win two economy class flights with Singapore Airlines and a two-night stay at the PARKROYAL COLLECTION Marina Bay, Singapore in a Lifestyle Premier Room, inclusive of breakfast for two at Peppermint (Monday to Sunday – blackout dates apply). Good luck!

Competition is open to travel agents only. Full T&C's on the website.







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