





ROAD LODGE
BY CITY LODGE HOTELS

BASICALLY BRILLIANT

FOR RATES AND RESERVATIONS,
CALL 0800 11 37 90 OR VISIT WWW.CLHG.COM

TNW8269SD

TRAVEL NEWS WEEKLY

INSIDE	NEWS FLIGHT CENTRE FCTG Corporate launched Page 4	ASK AN EXPERT ADD-ONS A good way to drive up earnings Page 6	FEATURE <i>Romantic Getaways</i> Still plenty of affordable options Page 10
			

'Partner with us, SAA' – trade

HILKA BIRNS

THE travel industry has called on SAA's new ceo, **Vuyani Jarana**, to urgently engage with the top leaders in the trade to help turn the airline around.

"We would like to have a much more strategic relationship with SAA," says Asata president, **Vanya Lessing**.

"SAA needs to respect that the trade generates more than 80% of its business. In terms of our support and the future of SAA, we believe the airline should strategically engage with the leaders of the travel industry, because we could provide some valuable insight."

"SAA needs to make use of travel agents again as the industry can help to turn the airline around."

She suggests regular top leadership forums. "We hope the new ceo and cfo will appreciate the contribution made by the trade and that they develop a positive relationship with us."

TAG founder, **Jonathan Gerber**, agrees. "SAA needs to make use of travel agents again as the industry can help to turn the airline around, but we need a committed airline with decent sales reps and managers who are empowered to make decisions."

"It appears leadership has been too scared to make tough decisions. One hopes the new ceo will make a difference as SAA has been lunging from one crisis to the next."

Vanya says it has been "extremely difficult and very frustrating" dealing with SAA in the past few years as leadership problems racked the airline. SAA has had five ceos between 2013 and 2017.

She says this has resulted in late negotiations of preferred partner agreements and no consultation when commercial decisions, such as route cuts, are made.

SAA is to axe a number of as yet unnamed routes to save R900m a year after posting a R1,4bn loss for the first quarter of 2017/18 due to a drop in passenger revenues caused by declining passenger demand and lower fares, mainly in the domestic and regional markets; problems with revenue and contract management; lack of internal controls; and Exco skills shortages (the coo post is still not filled).

This emerged at a briefing on SAA's liquidity crisis at Parliament's Standing Committee on Finance.

To page 2

Bidvest Travel Insurance dumps agents

TESSA REED

BIDVEST Insurance informed travel agents earlier this month that it would withdraw its travel insurance offering from the retail travel market, effective close of business, September 8. The move follows a withdrawal by AIG which *TNW* understands may be temporary.

Customers already covered by Bidvest Travel Insurance who are yet to travel, will continue to enjoy protection.

In its notice to withdraw, Bidvest cited travel insurance being provided as an embedded benefit in bank cards and medical aids. "Consequently, there are specific conditions for the manner in which travel insurance needs to be sold. As a result of these requirements, and to ensure compliance with legislation, the demand on travel agents has increased tremendously," the company said in its statement.

Club Travel ITC, **Janet Naylor**, is concerned that there could be a domino

To page 2

We love Thirsty's!



Whooping it up at the latest *TNW* Thirsty's are (from left): **Cecilia Pfeiffer** (Hollard Travel Insurance); **Jean Adolphe** (JA Travel Personnel); **Angela Wood** (Thompsons Holidays); **Joanne Adolphe** (Thompsons Holidays); **Carol Anne Cairns** (Skills Solutions); and **Rudolph 'Rudi' Theunissen** (Thompsons Travel). For more photos, see page 7. Photo: Shannon Van Zyl

WIN A POLO VIVO!

Visit clubred.co.za
Terms and conditions apply.



- New SAA ceo named; fears staff won't be paid
- SAA to cancel 'a number of routes'
- Bidvest withdraws insurance sales at agencies
- TNW pick: Airlines clamp down on 'GDS abuse'
- Kulula.com changes check-in times



Quick Software

Software. Solutions. Support.

- Designed and backed by chartered accountants
- 15 years industry knowledge
- Full financial functionality
- Automatic ticket invoicing
- Automatic service fees
- Emailing of invoices & statements
- Powerful MIS & reporting



Tel +27 11 4519100 sales@quicksoftware.co.za www.quicksoftware.co.za

TNW6004SD

Rubes® By Leigh Rubin



2-13

creators.com
© 2017 Leigh Rubin!

leigh@rubescartoons.com



Founding Editors:
John H Marsh (1914-1996) Leona Marsh (1923-2003)

EDITORIAL
Editor: Tessa Reed tessar@nowmedia.co.za
Features Editor: Sue van Winsen suev@nowmedia.co.za
Publisher: Anton Marsh antonm@nowmedia.co.za
Deputy Publisher: Natasha Schmidt natashas@nowmedia.co.za
Journalists:
Dorine Reinstein Candice May
Photographer: Shannon Van Zyl
Production Editor: Ann Braun

GROUP PUBLISHER
David Marsh davem@nowmedia.co.za

SALES
Sales Director: Kate Nathan katen@nowmedia.co.za
Ad Co-ordinator: Anthea Harris antheah@nowmedia.co.za

PRODUCTION
Design Head: Dirk Voorneveld

SUBSCRIPTIONS
Circulation: tvsubs@nowmedia.co.za



abc
Audit Bureau of Circulations
of South Africa
www.abcsa.co.za



The new E190 E-Jet offers more capacity than the AvroRJ85s. Photo: Airlink

Airlink operates new aircraft to PZB and BUQ

AIRLINK is now operating flights from Johannesburg to both Pietermaritzburg and Bulawayo using its new Embraer 190 E-jets. The aircraft will slowly replace the current fleet of 12 AvroRJ85s on various routes. The 98-seat E190 is

configured with 92 seats in economy and six in business class, and is larger than the AvroRJ85, which had 83 seats. Business-class seats have a pitch of 97cm, and seats in economy class have a 79cm pitch. The eight rows forward of the emergency exit in economy

class feature an 84cm seat pitch. The Avro RJ85s had a seat pitch averaging 76cm in both economy and business class. Passengers can now board via air bridges at OR Tambo, rather than being shuttled to the aircraft, which is a first for Airlink. ■

'Partner with us, SAA' – trade

From page 1
Abuja is the first route that remains suspended since February after costing the airline "millions of rands each month", Finance Minister, **Malusi Gigaba**, told MPs. SAA spokesman, **Tlali Tlali**, has dismissed as "speculation" that São Paulo, Hong Kong and Washington DC would get the chop. "We evaluate every route based on profitability and its worth or contribution towards the airline's route network." Asked if the trade would be consulted, he says: "We are in constant dialogue

with our various travel trade partners who comprise travel agents, tour operators, tourism bodies, trade and industry bodies, amongst others. Their input is always taken into consideration, but the decisions are made by the airline, because we are best placed to consolidate all the input and therefore able to make best possible decisions." It has also emerged that forensic reports on SAA losses reveal "revenue leakage" and wrongdoers will be prosecuted. Club Travel ceo, **Wally Gaynor**, says route cuts

will make it difficult for the trade to meet its preferred partnership targets. He confirms that Club Travel results show SAA passenger revenue is declining, while Club Travel is experiencing double-digit business growth on other airlines. "I'm disappointed the new ceo has no aviation background. With the amount of problems they have at SAA, I don't believe that somebody without aviation experience will be able to fix it, but we live in hope! We'd like to see our national carrier succeed!" ■

Bidvest Travel Insurance dumps agents

From page 1
effect, with more travel insurance companies opting to go direct to clients. She points out that this means the insurance companies would not have to pay agents commission, but argues that travellers will not purchase travel insurance unless pushed to do so by travel agents. Commenting on the

complimentary cover on credit cards, **Anriëth Symon**, head of Travel at Zurich SA, also points out that travellers assume this is sufficient cover. "Often this only covers minimal medical costs," she says. "It's always a pity to see competitors withdraw from the market, said **Jason Veitch**, head of travel insurance at TIC.

He added, however, that it was understandable, taking into account the operating conditions under which insurers find themselves. "The trading environment in the travel agent market is under pressure because of lower volumes," said Jason. TNW understands Bidvest Travel Insurance may continue using different distribution channels. ■

To the point

From July 31, all kulula.com flights close 45 minutes prior to departure. Passengers are advised to make use of online check-in or the self-service kiosks at the airport, and hand bags in at the drop-off counters.

BID YOUR WAY TO BUSINESS CLASS WITH THESE SIMPLE STEPS



Use a valid email address to book your client's SAA flight.



Depending on their destination you may receive an invitation email from SAA to Step-Up. You can either forward this email to your client or place the bid on their behalf.



Submit the offer. Once your client has given you the go ahead, enter their credit card details for general verification, review and confirm the offer. There is no charge at this time.



You will receive an email confirming the offer. You have until 50 hours before the flight to view, change or cancel the bid.



At 50 hours prior to departure all submitted offers are reviewed and the available seats in Business Class will be assigned.



If your bid is successful your credit card will be charged with the amount offered and you will receive an email confirmation of your upgrade at least 24 hours prior to departure.



You may then proceed to check-in online for SAA Business Class.



STEP-UP
flysaa.com



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Tsogo Sun opens new hotel in Mozambique

TSOGO Sun has opened Tete Ferry Sun in Mozambique's Tete Province.

The hotel is on the banks of the Lower Zambezi and offers accommodation to suit single travellers and groups.

Accommodation comprises 108 one-bedroom villas, 28 two-bedroom villas and seven three-bedroom villas. The villas have a lounge, private dining area, kitchenette and en-suite bathrooms.

There are two conference facilities on the property – Rio Zambezi, which can cater for up to 120 delegates, and Cahora Bassa, a smaller boardroom-style venue for up to 18 people.

The A Brasa Restaurant offers live cooking demonstrations over an open Brazilian-style grill. It offers a wide selection of dishes throughout the day, such as traditional Mozambican espetadas, beef burgers, wood-fired pizzas and steaks.

"Tete is a growing destination, particularly for business travellers, and this new hotel will offer completely unique accommodation. We have already seen forward bookings for longer-term stays and have received very positive feedback about the property," says **Bruce Chapman**, gm of Southern Sun Maputo. ■

Airlink ups Cape Town-Pretoria flights

EFFECTIVE August 28, Airlink will add early-morning and late-afternoon flights to its Cape Town-Pretoria service. The new flights will depart Cape Town International Airport at 06h45 from Mondays to Fridays and arrive in Pretoria Wonderboom National Airport at 09h00. The afternoon return flight departs from Pretoria at 17h30 arriving at Cape Town International at 20h00. The route will be operated by the Embraer ERJ135. ■

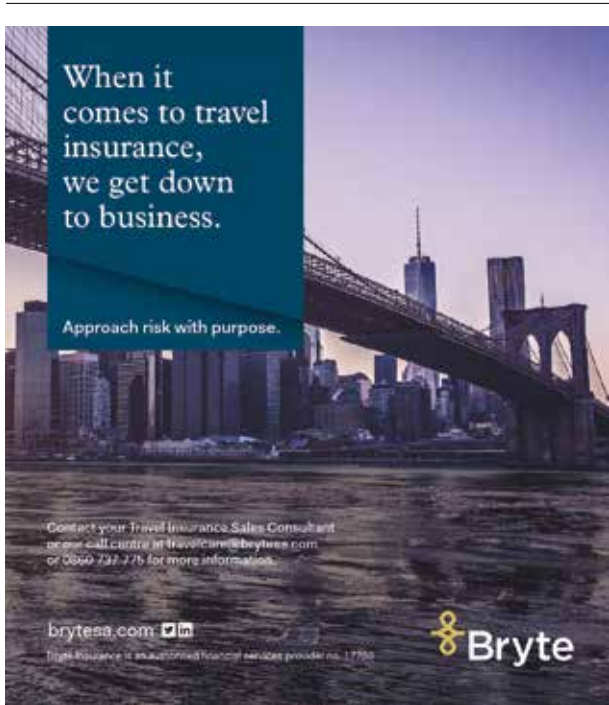
When it comes to travel insurance, we get down to business.

Approach risk with purpose.

Contact your Travel Insurance Sales Consultant or email callcentre@travelinsurancesolutions.com or 0800 731 775 for more information.

bryte.com

Travel Insurance is an underwritten financial services provider no. 17798



Celebrating women

TIC treated women, and a couple of men, in the travel industry to a breakfast at the Johannesburg Country Club in Auckland Park to celebrate Women's Month. Former private secretary, to Nelson Mandela, **Zelda La Grange**, spoke at the breakfast, sharing memories and insights from her time serving the former president. Pictured here are (from left), **Vanya Lessing**, Sure Travel ceo, **Jason Veitch**, head: travel insurance at TIC, **Zelda**, and **Simmy Micheli**, manager for sales and marketing at TIC.

Flight Centre grows corporate, establishes new entity

FLIGHT Centre Travel Group (FCTG) South Africa has consolidated its corporate travel entities into the newly created FCTG Corporate Pty Ltd.

FCTG Corporate will comprise Corporate Traveller, Flight Centre Business Travel and Stage and Screen. Corporate Traveller deals with travel for SMEs to large businesses; Flight Centre Business Travel specialises in travel for small companies (including start-ups) to medium-sized businesses; while Stage and Screen offers services to the entertainment industry.

Md of Flight Centre Travel Group, **Andrew Stark**, points out that over the last seven years the company has transformed, with corporate travel making up a bigger portion of the company's revenue. "In 2010, 95% of our business was leisure, 5% corporate," he says. "In 2017, 60% of our business is leisure and 40% is corporate." He adds that winning the Anglo American account doubled the size of FCM Travel Solutions overnight. "In environments like this, the only way you grow is if you are stealing market share away from your competitors." He says until recently, BSP figures have indicated a fairly flat market.

Danica Helfrich, senior account manager at Big Ambitions, speaking on behalf of Flight Centre, says the consolidation will not see any changes to the companies, and all will continue to operate as usual.

Meanwhile, FCM Travel Solutions, which was formed in 2013 and specialises in travel for large and multinational companies, will operate separately from FCTG Corporate.

The creation of FCTG Corporate allows for the establishment of a shareholder ownership trust for black women employees, which will benefit over 200 of the travel company's black female staff. The trust will own 30% of FCTG Corporate. ■

Helen Johnston selects the top specials from Travelinfo

- **Aha.** Winelands, beach and bush offer from R10 540pps. Offer includes three nights at aha The Rex Hotel in Knysna, three nights at aha Zalze Lodge in the Winelands and three nights at aha Gondwana Game Reserve, breakfast daily, game drives and much more!
 - **IOI Holidays.** Mauritius from R19 000 per person. Offer includes return flights departing Johannesburg, approximate taxes, return transfers and seven nights' accommodation with breakfast and dinner daily. Valid until September 15.
 - **Gallivanter Holidays.** Seven-night Seychelles package from R16 990pp sharing. Offer includes return flights departing Johannesburg on Air Seychelles, approximate taxes, return transfers and seven nights' accommodation with breakfast daily. Valid until October 31.
 - **Staeasy Eastgate.** Rates from R939 per room per night, including breakfast. Valid until January 31.
- 

SOMETIMES NUMBERS SPEAK LOUDER THAN WORDS.

FLYSAF YEAH!

92% of our customers would recommend us

94,5% On-Time Performance

July 2017

To register visit flysafair.co.za/agent Or find us on your GDS under FA or HI Or Email agents@flysafair.co.za

FlySafair
for the love of flying



A brief look at this week's hotel news

SI opens Sun Meropa

SUN International has opened the Sun Meropa Hotel in Polokwane. The hotel was built in less than a year, with construction breaking ground in September last year. The 60-room hotel flows into the casino complex and has a Moroccan theme. Sun Meropa gm, **Peter Guthrie**, says the R76m development reaffirms Sun Meropa's commitment to grow Polokwane into a destination of choice for international and domestic travellers.

New hotel to open in Cape Town

THE Onyx is set to open in Cape Town's Foreshore area in the middle of next year. Newmark Hotels will transform the Nedbank Heerengracht premises into an apartment-style hotel with property developer, Signatura. The hotel will be close to the V&A Waterfront and daily shuttles will be available between the Onyx and other Newmark properties – the Victoria and Alfred Hotel, Queen Victoria Hotel, Manor House and Dock House Boutique Hotel and Spa.

Birchwood's ValuStay refurb to start soon

THE Birchwood Hotel and OR Tambo Conference Centre is aiming to complete the refurbishment of its ValuStay product by December this year. **Greg Hoffmann**, marketing manager at The Birchwood told TNW: "We are ready for renovations to begin in the next few weeks." The hotel will refurbish 30 rooms at a time.

New additions for Pretoria hotel

THE Blue Diamond Boutique Hotel and Spa in Pretoria East has added to its offerings. On-site art studio, Art Centric, now allows guests to have lessons in all forms of art work, ranging from painting to drawing, and even Victorian furniture reconditioning. The Blue Diamond hotel has 25 bedrooms, and a large self-catering suite that is suitable for longer stays.

Don't sell yourself short!

CANDICE MAY

TRAVEL agents report that the marketplace seems price-sensitive at present, but key industry players say it is all a perception and agents should not sell themselves short by only presenting clients with budget-friendly products for fear of missing out on a sale.

Quinten Barnard, head of marketing of Cruise Corner, says it makes sense that agents are increasingly worried about losing potential clients because their offerings are too high, considering that the economy is under pressure. "Agents are afraid that if their offerings are too high, they may miss out on selling a budget or mid-range holiday. At the same time, they are afraid that if their offerings are too low, they may miss out on selling a luxury or super-luxury holiday."

Alexis Bekker, head of sales and marketing for South Africa and Africa of LUX* Resorts, confirms that price isn't always

the deciding factor for clients. "Some people save up and look forward to their holidays."

She adds that, while it is true that the economy is putting budget and mid-range consumers under pressure, it is nothing new for them to shop around for the best deal. "This has always been

"Agents are afraid that if their offerings are too low, they may miss out on selling a luxury or super-luxury holiday."

an industry norm, regardless of the economy. Furthermore, we have seen more agents lose potential clients because they aren't giving them what they're looking for, rather than because of the price of the offering."

The growth that industry players have seen in varying markets supports this argument. **Vicky Steinhart**, product manager of Pentravel, says budget and mid-range markets are still

very strong, while **Candice Perry**, marketing, media relations and social media co-ordinator of Thompsons Travel, reports steady growth in bookings across all markets. Furthermore, Alexis and **Michelle Bergset**, area leader of Transformers of Flight Centre Travel Group, have both seen a good increase in luxury and super-luxury markets.

Alexis advises that, when trying to gauge how much a client is willing to spend, agents should keep in mind that they have usually done research online and know what they're looking for. "Agents shouldn't be afraid to ask clients exactly what they are looking for. They also shouldn't be afraid to offer a more luxury product, but if they do, they must make sure they highlight the benefits and make it clear why one brand stands out from the rest." Michelle agrees: "Budget gets the customer dreaming, but every good agent knows that luxury is what keep them coming back for more." ■

gencer 4913/TNW2

FLY DIRECT BETWEEN

Johannesburg & Victoria Falls

fastjet.com

for everyone fastjet

TNW8293SD

Leverage add-ons to drive up your earning potential

Agents who book add-ons for their clients before or during a trip can earn additional commission. Erin Steenhoff finds out from operators how agents can increase bookings for add-ons

TRAVELLERS want to experience as much of their holiday destination as possible and add-ons such as kayaking, snorkelling, museum trips and even theme park trips are great ways to do this. However, agents are missing out on potential earnings when travellers book their experiences themselves.

Travellers want flexibility

Another pull factor for travellers organising their own add-ons is the flexibility. Before a trip, travellers may not know whether they are going to go kayaking or go to a theme park. **Kathy Corser**, product manager of Beachcomber Tours, says weather also plays a role. "You cannot predict

the weather and so it is easier for travellers to book on the day." However, this is not always the case. In some destinations, it is easier to book ahead. In Europe it is easier to book museum tickets or theme park tickets in advance to ensure entrance and skip ticket queues. Agents can encourage clients to book with them by guaranteeing that experiences are booked, but allow clients to retain flexibility by telling them that the booking can be changed.

The cheaper the better

Travellers booking add-ons themselves mainly do it to secure cheaper prices. Often booking add-ons online or in-destination is cheaper, especially in places

such as Thailand and Mauritius. However, **Flora Fubbs**, senior manager of product, marketing and operations at The Holiday Factory, points out that many operators offering cheaper activities are not properly insured – something agents should inform their clients about. "Many of these providers do not hold the correct licences, or have Public Liability insurance policies." She says this is part of how they manage to undercut local destination management companies.

Overcome flexibility and pricing

All-inclusive packages encourage clients to include activities in their initial booking. "All-inclusive



Spa treatments are always popular add-ons. Photo: Indigo Bay

packages are a great way for travel agents to earn additional commission at the time of sale. The client also benefits as almost all of the extras are then pre-paid at a set rate of exchange prior to departure, with little to nothing to settle at time of check-out," Kathy explains.

John Ridler, pr and media manager of Thompsons Holidays, says agents can

also give travellers options. "If a couple are flying to Paris, show them what their options are. Offer them a Paris sightseeing pass, the open-top hop-on, hop-off bus, a Seine cruise, a day trip to Versailles, or dinner at the Eiffel Tower. In all likelihood, the client would purchase one or more of these options once they arrived in Paris," John says. ■

LET TRAVELINFO PLUS BE YOUR SUPERHERO SIDEKICK...

With Travelinfo Plus you will have access to:

- Quick guide to airline info (Change fee collections, Commissions, Credit card authorisations and much more...)
- Daily travel tips and warnings with a breaking news facility
- Business etiquette information for Africa, covering 20 countries
- Info branded with your company logo
- Over 300 City Guides
- Visa application forms
- Daily travel alerts mailer
- Customs



Log on to www.travelinfo.co.za and click on TI Plus for more info. To subscribe to this service, contact Loulla Georgiades Lote on 011 214 7317 or email loullag@nowmedia.co.za.



TNW's Thirsty's

TRAVEL trade members braved the cold and made a beeline for Crowne Plaza Johannesburg – The Rosebank on August 3 for TNW's Thirsty's. Guests were welcomed with warm smiles and cocktails at the door before they stepped

inside for an evening of networking, fine wine and gourmet canapés. If you missed the occasion, make sure you are invited to the next one at the end of August in Durban! For more information, email tnwthirstys@nowmedia.co.za. ■



▲ Rock me, Amadeus! From left: Kele Mohatle; Andy Hedley; Caroline Smallwood; and Paulo Ines, all from Amadeus.



▲ Come fly with us. From left: Jeffrey Harrison of Lufthansa SWISS; Wilma Van Vuuren of Wings Corporate Travel; Mary Shilleto of Thompsons Travel; and Evelyn Kidder-Ralphs and André Schulz of Lufthansa.



▲ Bottoms up! Annemarie Lexow of Travel Vision (left) and Amanda Hardy of The Travel Corporation.



▲ Jason Veitch of TIC (left); Patricia Crespi of Travelport; and Warren Kentridge of eNett.

Evi Zacharis of MSC Cruises (left) ▶ and Sue Petrie of British Airways.



▲ Winning smiles... From left: Shirley Arrow of Air Mauritius; Antony Larsen of Crowne Plaza Johannesburg – The Rosebank; and Tessa Reed of TNW.



▲ Let's boogie! From left: Ashley Bapela and Patricia Sishi, both of Legacy Lifestyle Travel.



▲ "Say cheese!" From left: Lauren Blaine of Beachcomber Tours; Mary Reynolds of Reynolds Travel Centre; and Enid Maulin of Beachcomber Tours.



Romantic Getaways

The Naked Agent

Show your enthusiasm!

SCENARIO: A two-night romantic getaway with a luxury feel for a couple. Self-drive budget of R2 500 each for somewhere close to Johannesburg.

All three agencies were contacted via email, either from website links or directly to email addresses listed on the company website branch listing.


Flight Centre, Centurion

I used the Flight Centre website to send an enquiry through and immediately received the company's auto-response confirming what I had requested. Although I thought I was sending the request to the Eastgate branch I received a response from the Centurion branch within two hours of sending my request.

Amelia Strydom sent me two Magaliesburg options to look at. One was nicely within the budget and the second was slightly over.

What I really liked was that her email was personal and enthusiastic, with pictures included to help me get a feel for the options without having to go into the two websites for additional information. Her email and the pictures she inserted into the email certainly encouraged me to look further at both options.

She has only been in the industry



Amelia Strydom

for a year and has already visited 12 countries. Her passion for what she does was very evident.

At no time did I feel as if I was just another client that she needed to churn out a quote for. What a pleasure to deal with her. If this had been a real weekend away that I was planning, Amelia's attitude would certainly have contributed to getting me excited about it.

★★★★★

Amelia's top five romantic spots:

1. Maldives
2. Venice
3. Paris
4. Zanzibar
5. Cape Town

WINNER

Pentravel, Bedford Centre

I selected the branch I wanted to work with from the branch locator button on the Pentravel website. A feature I really like on Pentravel's site is that you can select an agent you would like to work with. The agent I randomly selected was out of the office on the day I emailed, but her out-of-office message confirmed that she would contact me the next day.

She did, both via email and phone, using the call to confirm what dates I was looking at. She promised to send the quote soon. I followed up with an email a day later to ask if she had managed to look at my quote yet, and a day later she emailed back, asking me to reconfirm the dates.

Once I had given her the dates again she responded in just over an hour with four options in

Magaliesburg and on the Vaal River. She mentioned that the choices she had given me were "not too commercial and provide a tranquil environment". She also made a point of telling me that it had taken her a while to find them as "there aren't many off-the-beaten-path places around Johannesburg". Since all four options were well known and three were from very big hotel groups I questioned this comment and it felt as if she had forgotten about my quote and was trying to cover up that fact. A simple apology if that was the case would have gone down much better. She did follow up with a phone call a little while after sending the quote to confirm that I'd received it and to ask whether I had made a decision yet.

★★★★☆

STA Travel

I used the 'Get an email quote' option under the Contact tab on the STA website. There was no automated response to my email to let me know that my quote request

had been received. Unfortunately, there was no response after that either.

☆☆☆☆☆

Take note!

The purpose of the Naked Agent in this series is to assess the experience from only a sales skills perspective and not the effectiveness of the travel agency. TNW believes that sales skills are increasingly important to travel agents and, in many cases, improvement in selling skills is the easiest way to increase the prosperity of the agency and its consultants. The Naked Agent is designed to raise awareness of the opportunity and build awareness of the need. ■

DISCOVER
**AMAZING
STORIES**

AND SAY YES TO
ROMANCE



amazing
THAILAND

SA Representative office for Tourism Authority of Thailand

Tel: 011 463 8195 | Fax: 011 463 8196 | E-mail: info@lscpr.co.za | Twitter: @thailandsa | www.facebook.com/amazingthailandinsouthafrica

COME LIVE THE MAGIC

After saying I do, there will
follow a trail of emotions that
words just cannot define...
That is simply the charm of
Magical Kenya.

	4* Sandies Tropical Village Kenya 5 Nights	5* Diamonds Dream of Africa Kenya 5 Nights	Maasai Mara by Road Kenya 3 Nights	Serena Explorer Safari Kenya 6 Nights	4* Leopard Beach Resort & Spa Mombasa, Kenya 5 Nights
Reference No:	PP-TH1622966	PP-TH1664401	PP-TH1677934	PP-TH1678096	PP-TH1716477
Validity Period	1 Jul - 22 Dec 2017	1 Jul - 22 Dec 2017	2 Oct - 22 Dec 2017	6 Nov - 22 Dec 2017	1 Sep - 22 Sep 2017
Johannesburg	R 16,324	R 20,280	R 26,335	R 31,778	R 16,253
Durban	R 17,720	R 22,021	R 27,731	R 33,174	R 17,649
Cape Town	R 18,342	R 22,460	R 28,353	R 33,796	R 18,271

Thompsons
for Travel

READY, SET, TRAVEL ...

Call Thompsons on 0861 84 66 77
E-mail: adverts@thompsons.co.za

Prices are per person sharing. Standard Thompsons T's & C's apply. All prices are subject to availability. Peak season surcharges and block out dates may apply. Visit www.thompsons.co.za for more info and value adds. E&OE





Indian Ocean islands offer the best value

With South Africans feeling the pinch, the pressure is on agents to come up with affordable options without sacrificing the romance factor. Mandy Watson reports.

AGENTS looking to maximise their clients' budget should look no further than Mauritius. "Mauritius is always a good value-for-money holiday," says **Lesley Smith**, sales manager of World Leisure Holidays. She says the large variety of hotels available means there is something to suit every client's budget

and requirements. "Clients can choose from three- to five-star luxury options and opt for a half-board, full-board or all-inclusive package so that they know what additional costs they are in for before departing South Africa," says Lesley.

Alexis Bekker, head of sales and marketing – South Africa and Africa of LUX*

Resorts and Hotels, believes that while the economy has certainly had an effect on travellers, there are still many who are unwilling to compromise on their annual holiday or getaway. "Mauritius remains at the top of most travellers' lists," says Alexis. She adds that the group is also seeing interest in Réunion and the Maldives

as well as its new resort in Turkey, LUX* Bodrum.

"There is no denying that Mauritius is a romantic destination," says **Joanne Visagie**, sales and marketing manager of Beachcomber. "The starting point of travel is emotion. Beachcomber has long recognised and responded to human emotional needs. We have an

amazing Romance Collection and it's a big market for us."

Beachcomber has two wedding packages as well as anniversary, honeymoon and renewal of vow packages. Joanne says: "We understand the uniqueness of these events and that is why our policy is to only organise one wedding per day at each resort." The packages include

Romantic Getaway?

ESCAPE... FALL IN LOVE... DISCOVER KZN



Zulu Kingdom. **Exceptional**

A MYRIAD OF TOWNS THAT COLOUR AN ALREADY PICTURESQUE LANDSCAPE, BLEND INTO A MELTING POT, CREATING THE BREATHTAKINGLY UNIQUE PROVINCE OF KWAZULU-NATAL, COMPLETE WITH ITS OWN AFRICAN FLAVOUR.

Exceptionally rich in cultural heritage and featuring two amazingly scenic World Heritage Sites, the iSimangaliso

Wetland Park and uKhahlamba-Drakensberg Park... This is the Zulu Kingdom. Sunshine, blue skies and warm waters all year round that let you indulge in every priceless coastal pleasure. If the perfect combination of luxurious seaside getaways and beaches that beckon along an enticingly beautiful coastline is what you seek, look no further than the Zulu Kingdom, all about... Exceptional.

Magic Every Minute - This is what falling in love with our Zulu Kingdom is.

Ithala Trade Centre: +27 (0) 31 366 7500, King Shaka Airport Office: +27 (0) 32 436 0013
V&A Cape Town Office: +27 (0) 21 418 1684, Johannesburg Office: +27 (0) 11 390 1000
Customer Care: 0860 101 099, uShaka Marine World: +27 (0) 31 816 6600, Email: info@zulu.org.za

WWW.ZULU.ORG.ZA | #GottaLoveKZN | 

ANSIELE AND JAVELLE 7031232

ROMANTIC GETAWAYS

everything required to make the day a success as well as some pampering to make it extra special. Honeymoon savings include a 30% discount on land costs with loads of extras thrown in, depending on which resort is selected. Joanne suggests booking 30 days in advance and travelling between May and September to take advantage of Beachcomber's early-bird discount.

"With careful planning couples are not always bound by school holidays," says Alexis. She says LUX* runs specials, such as its Winter Warmers, in periods outside of school holidays. In addition, the company is offering a 30% discount at each of its Mauritius properties from December 10-23. "Combine that with the offers from Air



"Mauritius remains at the top of most travellers' lists."

Alexis Bekker

Mauritius and it provides a fantastic saving," she says.

If your clients are looking to save on a romantic holiday, a self-catering break is the answer, says **David Germain**, Seychelles Tourism Board director: Africa and the Americas. He says opting for self-catering will encourage travellers to

enjoy local life in the islands, cooking meals using fresh fish and other ingredients bought at the local markets and shops. Public transport in the Seychelles is cheap, with bus fares at around R5 per trip in a normal bus, and double that in an air-conditioned bus. "All the beaches in the Seychelles are public, so travellers can access any of the beautiful beaches, even those at the luxury resorts," says David.

Affordable northern Thailand combines adventure and romance

Thailand is still great value when it comes to selecting an exotic and romantic holiday destination," says **Lesley Simpson**, marketing representative of the Tourism Authority of Thailand in Southern Africa. While the beautiful beaches of places like Koh Samui, Khao Lak and Koh Yao in the south and the breathtaking views and irresistible beaches of Kho Phi Phi are always popular, northern Thailand has much to offer the traveller looking for an affordable holiday.

Lesley suggests flying into Chiang Mai and then taking a slow road trip to Chiang Rai and the Golden Triangle. "Couples can stop

en-route to eat local cuisine, visit a local hill tribe and learn about their fascinating culture, explore botanical gardens and even the opium museum and orchid farms. A highlight on a trip like this is a visit to a temple where the couple will be blessed if a monk is present," she adds.

Another option would be to explore the city of Lamphun by bicycle or tram. "It's a beautiful area with incredible history and local arts and crafts sold at half the price paid elsewhere," says Lesley. The area is the biggest cotton manufacturer in the country, so items like traditional Thai pants and more fashionable batik or cotton hand-woven tops are

cheaper and of a very good quality.

The choice of hotels in Thailand is huge and covers every budget. "This is one of the key reasons why Thailand appeals to all ages and markets and is a destination that entices travellers to return again and again," says Lesley. Additional attractions include food and gastronomy – sipping a coconut cocktail on the beach or partaking of the delicious Thai cuisine is part of what makes a holiday memorable. Although some are expensive, a visit to one of the rooftop bars like the famous Sirocco Bar on the 68th floor of the Le Bua Hotel is a must.

Did you know?

Travellers en-route to the Seychelles for a romantic getaway are treated to warm Creole hospitality from the time they board the aircraft with its all-Seychellois cabin crew. Business-class passengers on board 'Amirantes', the Air Seychelles Airbus A320, enjoy upholstered seats with built-in massage and lumbar support. Each of the 16 seats has its own personal in-flight entertainment system and power sockets for charging electronic devices. Menus offer a blend of international and traditional Creole cuisine, as well as a selection of fine wines. Economy class has 120 ergonomic seats in a 3-3 configuration and passengers are offered a choice of three main courses. A wide selection of the latest movies, TV shows, documentaries and games are available on the individual 23cm touch screen TVs. Various music channels are also available on the in-flight entertainment system.

The Seychelles, A romantic getaway

With sparkling white sand, clear turquoise waters and experiences you will never forget, the Seychelles is the perfect place to start your new life together.

Air Seychelles offers five non-stop weekly flights from Johannesburg.

For any assistance booking your tickets, call us on 011 326 440.



airseychelles.com

Romance on a family holiday

A FAMILY holiday doesn't have to mean that romance goes out of the window. Choosing the correct destination and hotel means that the whole family are catered for and parents get to enjoy some quality private time while the rest of the family are entertained.

Resorts in Mauritius have successfully been catering for all members of the family for many years. **Joanne Visagie** of Beachcomber says: "One of Beachcomber's strengths is the family holiday market. We have refined a recipe to make all age groups happy." All the group's resorts have complimentary kids' clubs for children from three to 12 years of age. They also have baby care and babysitting services and provide kiddies' menus at restaurants. Some offer an activities programme for teenagers during school holidays.

"The result is that parents are afforded some child-free

time to relax and catch up with each other, knowing their young ones are productively occupied and well supervised," says Joanne. Mauritius is protected by a coral reef, meaning the waters are calm and safe for children to swim and enjoy water sports. At the Kids' Club they can play games, learn new sporting skills, participate in treasure hunts, build sandcastles or even try their hand at baking.

LUX* Resorts & Hotels offers Kids and Teens Clubs at all five of its Mauritius and two Réunion resorts. **Alexis Bekker** of LUX* says, "We have from three- to five-star resorts and all cater for family – children, teens and babies. Once you bring our LUX* Reasons To Go into the offering, the resorts offer so much more than just a babysitting facility. PLAY, the kids' clubs, are for three- to 11-year-olds and Studio 17, the teens' clubs, are for 12- to 17-year-olds.



The coral reef around Mauritius ensures that the sea is calm and safe for children.

"PLAY offers fun activities such as Cake Boss – children choose from a variety of pre-baked cakes and cupcakes and let their creative spirit run free, with a bit of help from our pastry chefs. Teddy Tennis encourages children to stay healthy by learning to play tennis using a concept of rhythm and timing, while images of teddy bears in motion show them how to play." Treasure hunts, sandcastle competitions plus water sports and outdoor games also keep the children entertained.

"Beachcomber's entry-level four-star resorts offer a nursery for children under three years. Parents are able to warm milk, grab a yoghurt or a piece of fruit or order pureed meals for babies," says

Joanne. Babysitting is available at a competitive rate at these resorts. Five-star Trou Aux Biches Beachcomber Resort and Spa offers complimentary babysitting every afternoon for parents to enjoy a quiet afternoon together on the beach or at the spa.

Sun Resorts' three properties in Mauritius are always ready to welcome children, says **Lesley Smith** of World Leisure Holidays. "The kids' clubs at La Pirogue, Sugar Beach and Long Beach are well equipped and supervised with age-appropriate games daily." Kids are kept busy with activities like crab hunting, kite making, Sega dance initiation, Creole lessons and making pizzas. The kids' clubs are open to children aged four to 11 years,

while a teens' club is available to children from 12 to 17 years. Children younger than four must be accompanied by an adult or babysitter.

David Germain of the Seychelles Tourism Board says most of the bigger and more expensive resorts in the Seychelles have kids' clubs and activities, which include arts and crafts, cooking classes and even feeding turtles at the resorts that have them. "A brand-new activity launched recently at the Four Seasons Resort Seychelles is Family Zoo Yoga, where parents join a yoga class with their little ones, mimicking various animals in yoga positions, he says. Another family activity is the canopy tours at Constance Ephelia, operated by SMAC Adventures.

Smile all the stay.



LUX*

RESORTS & HOTELS

All our hotels are in dreamlike settings, but if we can go the extra step, rest assured that we have what it takes to surprise you, over and over again, so you'll keep wondering what's next?

Contact Island Light Holidays on 011 770 7821 or email info@islandlightholidays.co.za | www.islandlightholidays.co.za

MAURITIUS • RÉUNION • MALDIVES • CHINA • TURKEY • VIETNAM • U.A.E

*LIGHTER. BRIGHTER.

Adult-only options to escape the kids

A ROMANTIC getaway for a couple travelling without kids could easily be spoilt if that quiet time is disrupted by children enjoying their holiday in a somewhat louder fashion. In these instances, couples may want to consider an adults-only resort to escape the chaos.

“Most of the bigger resorts in the Seychelles have adults-only facilities.”

Lesley Smith of World Leisure Holidays, says four-star Ambre Resort and Spa in Mauritius is an adults-only hotel. “It’s an all-inclusive hotel, so great for knowing what you are getting before you go.” Ambre has three restaurants, loads of activities and a nightclub.

According to **Joanne Visagie** of Beachcomber, many Mauritius properties cater very well for adults-only travel. “Victoria Beachcomber Resort and Spa has an adults-only wing that will be open for bookings from December, and Dinarobin Beachcomber Resort & Spa’s adults-only crescent is available to more upmarket five-star deluxe clients,” she says.

LUX* Resorts & Hotels has spaces dedicated to

couples at its properties in Mauritius and Réunion. LUX* Grand Gaube is undergoing a refurb and will have an adults-only wing when it reopens on December 1. **Alexis Bekker** of LUX* says: “For real romance seekers we recommend LUX* South Ari Atoll in the Maldives and LUX* Bodrum in Turkey. We also offer a Celebration Corner at each of our resorts where staff will help you to plan anything from a perfect dinner for two to a surprise celebration.”

Thailand has plenty to offer couples looking for a romantic getaway. **Lesley Simpson** of the Tourism Authority of Thailand says she would recommend some of the smaller, more intimate hotels in Phi Phi.

“Krabi is another highly recommended coastline as it contains several well-known beaches and bays and is well situated to explore a number of other offshore tropical islands. Hua Hin on the east coast is a relatively unknown area on the Gulf of Thailand. It is more laid back than some of the areas on the Andaman coastline, where Phuket is located.”

Phuket itself offers a choice of many different beach options; travellers can choose between the nightlife



Phi Phi island has smaller, more intimate hotels.

of Patong, or the more relaxed lovely option that is Nai Yang beach, close to the airport.

“Most of the bigger

resorts in the Seychelles have adults-only facilities,” says **David Germain** of the Seychelles Tourism Board.

“These include award-

winning spas that are off-limits to children. Facilities also include fine-dining restaurants that are not suited to little ones.”



Ambre Resort and Spa in Mauritius is an adults-only hotel.

Photo: World Leisure Holidays



BEACHCOMBER TOURS

Romance is captivating and tangible in Mauritius



THE BEACHCOMBER ROMANCE COLLECTION

Couples can watch romantic sunsets, sample an exotic cuisine, tone the body with a selection of land and water sports, luxuriate in sumptuous suites, and be pampered with seamless, personalised service.

Start your life together with a dream wedding in a dream setting, on a dream island, at a choice of eight exquisite Beachcomber Resorts on prime beachfront sites. Stay on for a dream honeymoon enveloped in lazy days, admiring idyllic views from a shaded lounge, taking pleasure in velvet nights. Return to relive the Mauritian dream on your anniversary or renew your vows in a celebration of romance and promises made forever.

The Art of Beautiful

Perfecting Island Holidays for 65 years

Free Call 0800 500 800

gen@beachcomber.co.za www.beachcomber.co.za

TNW8295SD

Kenya targets honeymooners



The Kenya Tourism Board has been working in partnership with SA wholesalers to position the country as an idyllic honeymoon and wedding spot. **Fatma Bashir**, regional marketing manager of KTB, says new product development has been a key area of focus and this has gone hand in hand with the launch of new packages through South African wholesalers this year. The board has also launched an integrated consumer campaign called 'Asambe Kenya' to encourage travellers to select Kenya for their next adventure, family holiday or beach getaway.

ROMANTIC GETAWAYS

Eight great deals

TNW rounds up some of the best romantic getaway specials currently on offer.

• **Thompsons Holidays'** four-night, five-star Diamonds Mequfi Beach Resort special in Pemba, Mozambique, starts from R15 799pps. The package includes return flights from Johannesburg to Pemba, including taxes, return airport-hotel transfers, breakfast, lunch and dinner served at Assinatura Restaurant daily, drinks served during meals and at the Bela Baia Bar from 10h00 to 24h00 and snacks served at the pool bar. Value-adds include daily activities such as beach soccer, volleyball, water gym, yoga and stretching,



Diamonds Mequfi Beach Resort. Photo: Plan Hotel

a 30-minute wind kart lesson, WiFi and in-room mini bar service. Valid until December 23.

(complimentary upgrade to deluxe room subject to availability), return Air Mauritius flights from Johannesburg, taxes and return transfers.

• **Travel Vision's** five-night 'Explore Mombasa' special starts from R9 929pps. It includes five nights' accommodation on a half-board basis at the four-star Flamingo Beach Resort and Spa, return airport transfers, meet-and-greet services, taxes and Flying Doctor membership. Travellers can add on a half-day Mombasa city tour for R1 253pp. This includes a visit to Fort Jesus, the old town, baobab forest and Elephant Tusks and Akamba Woodcraft. Valid until November 30.

• **World Leisure Holidays** is offering a seven-night Mauritius special with rates from R34 100 at the five-star Maradiva Villas Resort and Spa. It includes return Air Mauritius flights from Johannesburg, return private standard car transfers, accommodation in a garden suite pool villa, all land and non-motorised water sports, daily entertainment and breakfast and dinner daily. It excludes approximate taxes of R3 900 per adult. Valid until September 28.

• **The Holiday Factory** is offering a seven-night special at the five-star Cocoon Maldives with rates starting from R29 560pps. The package includes return flights from Johannesburg to Maldives, return resort transfers by seaplane, seven nights' accommodation in a beach villa, meals on a half-board basis and taxes. Valid until September 30.

• **Kulula holidays** is offering a seven-night Thailand package with rates from R12 039pps. It includes return flights from Johannesburg to Phuket and taxes, return airport-hotel transfers, accommodation in a deluxe room at The Crest Resort and Pool Villas in Phuket and breakfast daily. An extra value-add is a complimentary one-hour foot or Thai massage, as well as a Thai set dinner or lunch (excluding drinks). Valid until October 31.

• **Avocatur Wholesale Tour Operator** is offering a 10-night Phuket and Bangkok Thailand package from R9 699pps. The rate includes three nights' accommodation at Amari Watgate and seven nights at Amari Coral Beach Resort in a superior ocean room, buffet breakfast, airport transfers and two tours. Valid until October 31.

• **Legacy Hotels & Resorts** is offering a Michelangelo 'Celebration Package' with rates from R4 220 per double room per night. It includes one night's stay at the Michelangelo Hotel in Sandton with a romantic turndown, a selection of canapés and estate wine on arrival, a three-course dinner and breakfast served at Piccolo Mondo restaurant and a choice of either a 30-minute hot stone or warm candle wax back and neck massage. Valid on weekends and public holidays only until January 31, 2018. ■



WORLD LEISURE holidays
ALWAYS GIVING YOU MORE ISLAND



Honeymoon Special

FREE 60-minute massage

Shangri-La's Le Touessrok Resort & Spa ★★★★★

7 nights from R 23 350 pp Ex JNB

Rates exclude approximate taxes of R3750 per adult.

Deluxe Ocean View Room - Breakfast Only

Valid 17 January - 22 March 2018

Expiry date: 23 February 2018 * Terms and conditions apply

ADDED VALUE
A bottle of sparkling wine upon arrival and romantic room decoration.

CALL WORLD LEISURE HOLIDAYS ON 011 285 2500

TNW8303SD

ESCAPE TO

Paradise

5 ★ AMARI PHUKET HOTEL



Return airfare from Johannesburg
5 night in Phuket
Return airport transfers
Half day city tour
Full day Phi Phi Island tour with lunch
complimentary Thai massage

5 NIGHTS IN A 5 ★ HOTEL
R15180

Valid till NOV 17 - 31 MAR 18
EXCLUDE 24 DEC 17 / 10 JAN 18
Book by 10 OCT 17

ASATA www.avocatravels.com | book@avocatravels.com | 086 1444 556 | 082 7864 271
prices are from, per person sharing, ex JNB & include estimated airport taxes. T&Cs and seasonal surcharges apply



TNW8299SD

Aloha Hawaii



Flight Centre held its Global Gathering in Hawaii from July 14-17. Over 3 000 of the company's top achievers were treated to three nights in Waikiki to celebrate their achievements, including 120 from Flight Centre Travel Group (FCTG) SA. Bill Clinton was the guest speaker at the event. Pictured from FCTG SA are (back row, from left): Dalize Etsebeth, Emily Van der Merwe, Andrew Grunewald, Liz Maia, and Divan Viljoen. (Middle, from left) Sam Dos Ramos, Natasha Webb, Jessica Jewell and Angie Plaskitt. Front, Jenna Law.

Chilling in Limpopo



Thompsons Holidays recently sent a group of agents to Entabeni Game Reserve in Limpopo. As well as enjoying game drives, they inspected the various lodges on the property. Pictured (back from left): Lerato Nxele, On Motion Travel; Nokuthula Tshabalala, Ashford Travel; Refilwe Ramutsindela and Refilwe Ramokgwathedi, Thompsons Holidays. Front: Kagiso Matlakala, Thompsons Holidays.

Appointments

■ The Board of Airline Representatives South Africa (Barsa) has appointed **Ndiphiwe Ntuli**, as new gm. Ndiphiwe's aviation experience includes seven years at Airports Company South Africa as group head of stakeholder relations. He also spent several years as the country manager for South African Tourism in Japan, as well as director for inter-governmental co-ordination and international tourism liaison at the Department of Environmental Affairs and Tourism.



catering management, Marvin spent over a decade working in the Middle East, including senior roles in Saudi Arabia, Bahrain and Dubai. He has led multiple regional franchises, including Chili's, Caribou Coffee, Fuddrucker's and Applebee's.

■ **Gugu Sepamla and Nicholas Maweni** have joined the board of WingsNaledi.



Gugu is co-founder and principal partner of Moshe Capital, an investment, advisory and financing firm. She brings 18 years of senior executive experience to WingsNaledi, including 12 years in company director roles on several public and listed boards. Gugu was also named by *Forbes* as one its 'Top 10 Most Powerful and Influential Women in Africa'. Nicholas brings extensive marketing, communication



and legal expertise to the WingsNaledi board through his experience in both the private and public sectors. He worked as chief of staff for the Ministry of Arts & Culture and also for the Ministry of Justice. He was the md of Black Management Forum and was previously the chief marketing executive at IBM Africa.

■ **Jeanette Moloto** has been appointed account director of Sub-Saharan Africa and West Africa for Marriott International. She will be based in Johannesburg, focusing on strengthening relationships with key buying influencers in the travel market, and on sales for all Marriott's lodging brands. Jeanette rejoins Marriott after just under a year as regional manager for the African Business Travel Association. She previously spent over ten years with Protea Hotels by Marriott, working in various sales positions.

Pick of the week

brought to you by



Senior Consultant

– Gauteng, Sandton

Lee Botti & Associates

Focus on corporate arrangements for winning team! International reservations utilizing your Galileo proficiency. Salary to R24 000 CTC. Email: bernadinevz@leeibotti.co.za

Bookkeeper

– Gauteng, Randburg

Lee Botti & Associates

Half or full day! Solid travel accounts experience to balance sheet, Quicktrav and Excel proficiency essential. Salary negotiable. Email: bernadinevz@leeibotti.co.za

Reservations Manager

– Cpt

Quantex Recruitment Group

Innovative leader with good luxury Southern Africa knowledge + 5+ years' tourism/travel industry experience & 3+ years' staff management experience wanted! Email: lee@quantex.co.za

Senior Consultant

– Cpt

Quantex Recruitment Group

Experience with inbound market & superb Southern Africa knowledge required. Top end salary + high commissionable earnings on offer. Email: lee@quantex.co.za

Senior Leisure Consultant

– Jnb

Professional Career Services

Minimum 10 years' leisure/wholesale experience. International travel. Top notch customer service skills. Amadeus/Galileo. Email: jeancv@pcs-sa.co.za

Intermediate Consultant

– Cpt CBD

Professional Career Services

Minimum 3 years' corporate and leisure travel consulting. Domestic to international travel. Being on-call after-hours/weekends. Sabre/Amadeus or Galileo ok. Quicktrav experience. Email: nonocv@pcs-sa.co.za

Financial Manager

– Jnb

Equity Connections cc

Handle full functions of financial management – budgets, audit preparation, finance team management etc. Relevant tertiary qualification plus extensive similar experience essential. Email: equitycon@mweb.co.za

Financial Accountant

– Jnb

Equity Connections cc

Numbers fundi – take charge of group finances. Month-end finalisation, age analysis, balance sheet etc. Systems understanding, computer literacy, relevant degree essential. Email: equitycon@mweb.co.za

Junior Ticketing Agent –

Cpt CBD

Club Travel

Seeking a junior ticketing consultant. Assist with reissues, exchanges and manual fare builds in Galileo. At least 1 year minimum ticketing experience required. Email: careers@clubtravel.co.za

Senior Leisure Consultant

– Cpt CBD

Club Travel

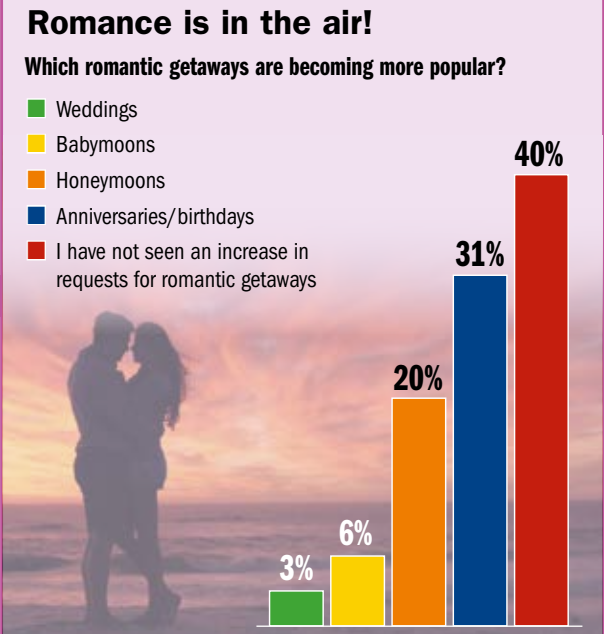
Provide advice and international booking services directly to clients. Minimum 5 years' senior leisure consulting experience required, GDS preferably Amadeus. Email: careers@clubtravel.co.za

These adverts were selected from the vacancy section of www.travelinfo.co.za For more details contact jobs@travelinfo.co.za

To the point

Heathrow Airport has opened a new arrivals lounge in Terminal 3. The Plaza Premium Lounge has seats for 28 people and provides satellite television channels and unlimited high-speed WiFi as well as 11 shower rooms. The terminal handles passengers from more than 110 long-haul flights a day.

pulse poll
brought to you by eTNW and TRAVELINFO



eTravel is the ITC market leader in South Africa and assists senior Travel Consultants and Travel business owners to realise their dreams. If you have ever dreamt of owning your own travel business or would like to cut costs by doing away with your IATA license and improve your current business efficiencies then you should call eTravel. We run the back office for over 200 Independent Travel Companies and specialise in making your travel business a success by offering the best commissions, overrides & a comprehensive support structure. If you have a client base, 5 years travel consultant experience or already own your own business but want to make more, then contact us! You'll be amazed at how easy it is!

Contact Tammy on 0861eTravel1 or info@etravel.co.za



Work for Yourself
Not by Yourself
www.etravel.co.za

TNW7136



Win with Budget

Agents booking with Budget until September 15 stand a chance of winning gadgets, including iPhone watches, Samsung Galaxy tablets and phones. Every completed rental made during this period will qualify as entry into the draw. Pictured (from left) are Martin Botha, Andre Du Preez and Elsie Mtsweni, Budget Brand Ambassadors.
Photo: Shannon Van Zyl

Euro ski holidays are back!

CANDICE MAY

THOMPSONS Holidays has reintroduced its week-long European ski holidays to Livigno, St Anton, St Johan and Kitzbühel for December. These holidays are now open for booking.

Candice Perry, marketing, media relations and social media co-ordinator of Thompsons Travel, says these ski holidays have been on the back burner as the poor performance of the rand has pushed up the price of a week

in the snow. "Our relaunch offers a range of new and affordable packages in ever-popular Italy and Austria, which appeal to new and experienced skiers," she says.

According to Candice, Thompsons Holidays expects to capture both leisure and MICE markets. "Skiing is an aspirational activity and snow holidays appeal to all age groups. We are looking to attract singles, couples, families and incentive groups. Our product offering is affordable and we feel

that this will fill the gap in the market for an affordable winter holiday. Travellers will be able to enjoy a week taking to the slopes in the snow-capped mountains and enjoy the evenings by the cosy fireplace."

The packages start from R17 255 and include return transfers, seven nights' accommodation with breakfast and dinner daily. Ski passes and ski gear are also included. For more information, agents can call Thompsons Holidays or visit the website. ■

Air Mauritius terminates Maputo route

AIR Mauritius will no longer service Maputo, effective August 9.

The airline's head office has decided to close the route because it is no longer commercially viable.

Air Mauritius currently flies to Maputo as part of its Mauritius-Maputo-

Durban route, but the flight (MK847/8) will be replaced with a direct Mauritius-Durban service. The flight numbers on this route will remain unchanged for the rest of the summer.

From winter 2018, the flight number will change

to MK845/6. Effective August 9, the new direct flight will depart from Mauritius every Wednesday at 09h00 and arrive in Durban at 11h20. The return flight will depart from Durban at 12h20 and arrive in Mauritius at 18h10. ■



JUGGLING
LIFE AND WORK?
As an ITC you'll get the support and flexibility you want

FLIGHT CENTRE
Associates

By joining our business as an ITC you can expect the following:

- Full start up package
- Best commission structure in the industry
- Backing of a global company
- Flight Centre's unique products
- 24 Hour Ticketing support
- Best product offering for both Corporate & Leisure
- Dedicated Marketing team
- Dedicated wholesale team

What are you waiting for?
Feel free to contact Chantal on 084 548 1606

TNW8256SD