

TRAVEL TRADE UPDATE: WINTER 2011

Multi-Million Dollar Refurbishment in Progress

The Heartland Hotel Marlborough is being transformed into a modern, contemporary four star property with a multi-million dollar renovation this winter. This is the first major refurbishment of the property since it was built in the 1970's and is stage one of the Scenic Group's on-going development of the 54 room hotel. Work has begun and includes a complete facelift and paint of the exterior of the existing building, modernization of the corridors and a full re-fit of every one of the guest rooms. The rooms and bathrooms are being stripped back to a shell, re-lined and completely refitted and refurnished – the result will be virtually unrecognisable. The hotel will continue operating during the renovation with the majority of the work taking place in stages during the quieter months of June and July.



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Angel Luxury Lodge – NEW PRODUCT!

Angel Lodge is a luxury Bed and Breakfast accommodation set high on Blenheim's Wither hills, in the heart of Marlborough. Angel Luxury Lodge is an expansive house architecturally designed with inspiration from the styles of the Mediterranean, including grand columns, luxurious en-suites and a beautiful kitchen. A grand Hollywood staircase is lit by a stunning Chandelier. Its location offers amazing views over Marlborough's vineyards, to the sparkling waters of Cloudy bay in the east and the mountains of the Richmond Ranges in the north and west. Every room has a unique unforgettable view. Hosts, Danny and Kit are both speak a number of languages. Originally from Cambodia, Danny Speaks English, Cambodian (khmer) and Chinese Cantonese. Kit is originally from Hong Kong and speaks English, Chinese Cantonese and Mandarin.

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Clouds Luxury House – NEW PRODUCT!

Sandra and Bill Banham have built a stunning boutique lodge on 20 acres in a vineyard estate with views across Cook Strait to the North Island. Sandra is a Blenheim local with many years of experience in the wine and food industry, recently return from Australia to realise her and husband Bill's dream of owning and operating a luxury lodge in the heart of Marlborough's wine country. A grand entrance complete with sweeping staircase, an array of beautifully decorated living spaces, two luxurious suites with ensuites plus another two suites with adjoining double bathroom, a lap pool, views to die for and the enviable culinary and hosting skills of Sandra and Bill Banham will undoubtedly make this property popular with discerning guests.

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****A NEW SHIP HAS JOINED THE BLUEBRIDGE COOK STRAIT FLEET**

Ferry company Strait Shipping – longtime freight operator and owner of the Bluebridge passenger service – has added to its Cook Strait fleet with the acquisition of a newer, greater capacity and more environmentally friendly ship. Strait Shipping has purchased the Danish vessel Dueodde, which joined the company's Cook Strait freight and Bluebridge passenger services in December 2010. The new Straitsman, at just five years old, is the youngest ship on Cook Strait. The ferry's contemporary Scandinavian designed interiors areas accommodate 400 passengers housed in comfortable modern cabins and reclining seating. On-board facilities include a cafeteria, reception area, shop, a family area, viewing lounge and allergy free zone. Big screens have been installed to allow for the Bluebridge service's offering of free movies.



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Overnight Cruise in the Marlborough Sounds – NEW PRODUCT

This Marlborough Sounds highlights cruise will be operating during the months of September and October 2011. Cruising most days from Picton at 12.30pm and returning the next day at 10.00am. This cruise has been designed for clients traveling around New Zealand following the Rugby World Cup matches who want to add in a short break from Rugby and experience some of the natural wonder of New Zealand. Cruising on our vessel 'Affinity' with all meals and accommodation included will give your clients a welcome break from the crowds. Passenger numbers are limited to a small group of 16 per cruise. Cruise cost is just \$450.00 per adult twin/share.

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Marlborough Travel Day Tours – Extended Availability

Marlborough Travel has expanded the availability of their popular day tours with the Marlborough Icons tour going to year round availability. The Greenshell Mussel Cruise FIT season has been extended and will operate daily from 1 Sept 2011 through to 4 April 2012. Group cruises are available all year round. A second 21 metre vessel has been added to the Mussel Cruise to give separate capacity for FITs and group departures. The Marlborough Icons Tour is now available year round to the Trade with daily departures from Picton, Blenheim and Nelson.

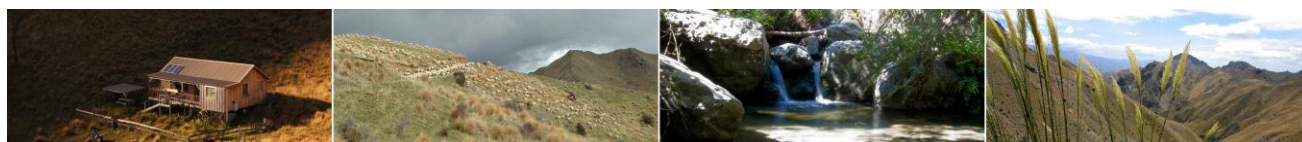
ctc: Scott McKenzie / p: +64 3 577 9997 / e: scott@marlboroughtravel.co.nz / www.marlboroughtravel.co.nz

The Awatere Tussock Track – NEW WALKING PRODUCT

The Awatere Tussock Track takes you on a journey through the majestic back country of Glen Orkney, the Harvey family farm in the Medway Valley of Marlborough. The walk of two or three days leads you through rolling tussock covered hills, along bush clad creeks and into the rugged high country where the views are spectacular. The welcoming and clean accommodation at the cottage and purpose built back country hut provide walkers with tramping luxuries such as comfortable beds, hot shower, flush toilet and a fridge (beer and wine available for purchase). The sky from the hut on a clear night is simply breathtaking! The track season is mid-November to mid-May and bookings are essential.

The cost of the 3 day walk is \$180pp plus \$20pp for pack cartage.

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Vintners Retreat – Soft Refurb Complete

Villas at the Vintners Retreat have been revitalized with a complete soft refurbishment, new paint, new beds and new curtains. Your clients will love the new colour scheme and fabulous beds in the heart of the Marlborough Vineyards.

ctc: Martin & Shula Harris / P +64 3 572 7420 / villas@vintnerstretreat.co.nz / www.vintnersretreat.co.nz

Bay Of Many Coves – Polishing the jewels in the crown!

Commencing 05 July 2011 the Bay of Many Coves have scheduled a 2 week soft refurbishment throughout the resort. This will include upgrades to all bedding and interiors. The apartments will have new (and larger) televisions by the end of June 2011. All work will be done between the hours of 9am-5pm, Monday to Friday and one side of the resort will be closed whilst work is being completed meaning guests on the other side will be unaffected. Over the next three months there will be an upgrading of the track that connects Bay of Many Coves Resort to the Queen Charlotte Track and garden maintenance. Bay of Many Coves is already a stunning place to stay, this work will ensure the resort remains as beautiful as its surroundings. **ctc: Kerry Ralston / e: kerryn@uniquestay.co.nz**

In brief:

Radfield House – Voted NO 1 B&B in the South Pacific by Trip Advisor

Located in the heart of Blenheim this lovely little B&B owned by Bill and Jayne Telford has deservedly been voted the best B&B in the South Pacific by Trip Advisor. Bill & Jayne are from the UK originally and Jayne also speaks French. Lovely service and excellent rates well worth checking out!

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Raetihi Lodge – Closed for Winter from 26 April reopening 01SEP2011



MARLBOROUGH EVENTS: DURING THE RUGBY WORLD CUP

Throughout September and October 2011, Marlborough will be in festival mode.

During the Rugby World Cup Marlborough will celebrate the best the region has to offer through a range of events and activities featuring wine, food, art, aviation and the outdoors. Marlborough is a relaxing place where visitors can taste world class wines at over 40 cellar doors, eat delicious local produce, be it from the land or sea, and enjoy a wide range of recreational activities such as walking the Queen Charlotte Track or cruising the beautiful Marlborough Sounds.

Key dates to plan the journey around

EVENT	DATE / TIME:	LOCATION / DETAILS
Cruise into Picton A six week program of daily, weekly and one-off events providing all visitors to Picton with the opportunity to enjoy genuine New Zealand warmth and hospitality.	Every day	Picton Town and foreshore
Knights of the Sky Exhibition Flying displays. New exhibit of Russian Ace Kozercov. An extensive new section displaying original Great War memorabilia Profile of ex-All Blacks who fought in the Great War.	Every day 10am – 4pm	Omaka Aviation Heritage Centre

<p>Cruise into Picton for Springfest A two day free event with entertainment planned to appeal to a wide variety of tastes and featuring Marlborough wine and seafood, hospitality, family activities and more.</p>	<p>17-18 September 2011</p>	<p>Picton town and foreshore</p>
<p>Indulge Marlborough Entertainment event incorporating music, cuisine, fashion and the latest vintage of Marlborough Wines.</p>	<p>30 September 2011</p>	<p>Stadium 2000</p>
<p>Marlborough Wine and Cuisine at Brancott Vineyard The perfect way to experience all of Marlborough's wines in one beautiful location. Around 50 wineries provide their own staff to serve guests; you can even be served by the winemaker themselves.</p>	<p>6 October 2011</p>	<p>Brancott Estate, Blenheim</p>