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COX & KINGS

EXOTIC ESCAPES



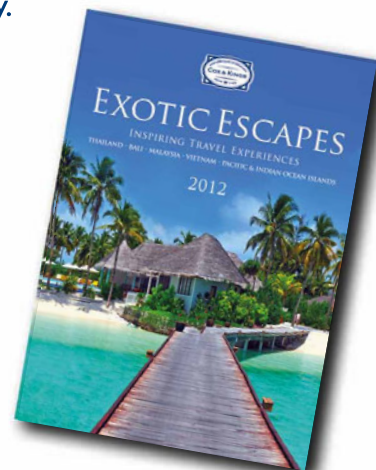
NEW COX & KINGS EXOTIC ESCAPES BROCHURE OUT THIS MONTH!

Our new Exotic Escapes brochure showcases a competitive selection of quality resort stays in Thailand, Bali, Malaysia, Vietnam, and the alluring islands of the Indian and Pacific Oceans. Each resort has been selected for its character, great location and outstanding value for money.

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Travel Daily

First with the news

Tuesday 3rd April 2012

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GBTA appointment

THE Global Business Travel Association this morning announced the appointment of Rachel Harper as its new General Manager for Australia and NZ.

The move is the continuation of GBTA's increasing focus on the Australasian region, with British-educated Harper having a background in commercial sales, brand development and creative marketing.

Her most recent role was with patent law firm Spruson & Ferguson and her career has also included positions with Eurostar and Hewlett-Packard in the UK.

Harper will take up her new position at the end of this month.

Another big issue

Travel Daily today has eight pages of news and photos, a front full page for Cox & Kings plus full pages from: [\(click\)](#)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Disney Destinations
- Get Swisshed Events
- Creative Holidays

QF/SAA codeshare in court

QANTAS has lodged a Federal Court application seeking a judicial review of the International Air Services Commission decision which will see its codeshare pact with South African Airways end on 31 Dec, as revealed first by *Travel Daily* (TD 02 Mar).

A QF spokesperson told *TD* "we believe the codeshare arrangements are of benefit to the public and we are therefore disappointed that the Commission has indicated it will not approve them beyond the end of this year".

The carriers are arguing that the ruling be overturned because it means it is "highly probable" that the South Africa route will eventually be served by only one carrier, reducing competition.

The papers don't say which

airline was likely to pull out.

Last month SAA gm commercial Theunis Potgeiter said "we would like to assure our valuable clients of SAA's long term commitment to the Australian market," while an SAA spokesperson told *TD* today the carrier is "still assessing its options in relation to the Australian market".

The QF court application also claims some of the IASC findings were made without supporting evidence - in particular an assertion that the QF/SAA codeshare was a barrier to new entrants on the route.

Cox & Kings escapes

COX & Kings is promoting its new Exotic Escapes brochure along with a major Fiji incentive - see the special front full page of today's issue of *Travel Daily*.

New Velocity division

VIRGIN Australia has appointed Neil Thompson as ceo of a newly separated Velocity frequent flyer division, operating independent of the core airline business.

Cloud 9 Travel parts ways with Euroscape

MELBOURNE-based agent Cloud 9 Travel is distancing itself from revived wholesaler Euroscape Travel (TD 15 Feb), informing *TD* this afternoon it has withdrawn its services as licensee for the firm and any of its associated companies, effective immediately.

"Cloud 9 Travel P/L no longer has any involvement with the Euroscape company in any way," md Traci Webb said.

Euroscape was resurrected in mid-Feb after going bust in 2009.

The euroscape-travel.com site still has Cloud 9 as its manager.

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Tuesday 3rd April 2012

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Qantas revamps bag rules

QANTAS will move to a "piece and weight" system for international luggage effective 02 May (**TD** breaking news), with the new policy bringing it into line with other **oneworld** carriers including BA and AA.

The standard allowance for economy passengers will become one piece of baggage up to 23kg on all routes except for North and

South America, where two pieces up to 23kg each are allowed.

Premium economy pax will be permitted two pieces, while business and first passengers can take three pieces up to 32kg each - a total allocation of 96kg.

Higher free allowances are permitted for silver, gold and platinum frequent flyers.

QF said that last year more than 70% of its international economy customers travelled with one piece of checked baggage.

The revamped scheme will see excess baggage charged at a flat rate, with charges applied at the airport or up to two additional pieces prepurchased online at a reduced rate.

Additional bags to long-haul destinations will cost \$90 each if booked online or \$120 at the airport, while the cost on Tasman, Noumea and Papua New Guinea routes is \$35 per bag online or \$50 at the airport.

No single item of checked baggage may exceed 32kg, and the cost at the airport for heavy bags is \$40 for short-haul or \$50 to other international destinations.

Cover-More Fiji floods

COVER-MORE Travel Insurance says it's been handling thousands of calls about this week's Fiji flood and weather crisis and has confirmed that Cover-More insurance policies purchased before 30 Mar will provide cover for affected travellers.

Cover-More said policy holders unable to travel to Fiji because of the floods would be able to claim under the cancellation and amendment section of the policy.

There is also coverage for extra accom and transport expenses for policy holders currently stranded in Fiji - for more information call 1300 72 88 22.

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Travel Daily

First with the news

Tuesday 3rd April 2012

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EXTENDED! Experience Virgin Australia Domestic Business Class. Discounted fares exclusive to travel agents!

Sales to 30APR12. Travel to 30MAY12.
*Conditions Apply. Subject to availability.

CLICK HERE for further details

Viator selling onshore touring

ONLINE tour and transfer site Viator are set to launch a new shore excursion platform for cruise passengers to locate and book discounted shore activities. The new site, available at

www.shoreexcursions.viator.com will allow pax to customise the site based on their cruise line, ship and precise itinerary, which will then return a selection of activities and tours they are able to do in the ports of call.

Offering more than 500 tours in 80 ports worldwide, the site has preloaded the itineraries of many different cruise lines, only allowing bookings to be made on the dates the ship is in port - removing the possibility of a tour being booked for the wrong date or time.

If by chance a tour runs late and passengers miss their ship's re-boarding time, Viator will also transport the passengers to the next port of call at no cost.

Viator ceo and president Barrie Seidenberg said "Presenting our partners with a compelling selection of shore excursions independent of those offered by the cruise lines enables them to deliver added value to their customers."

Through the Viator Partner Program, agents can also earn commission on tours booked through the new site.

Syd Tussauds opening

MERLIN Entertainments will officially open the Madame Tussauds Sydney on Mon 16 Apr.

Admission prices are \$35 per adult and \$20 for children.

It'll be the 13th Madame Tussauds attraction in the world.

Prowse INNstant pact

KEITH Prowse Sport & Entertainment Travel has launched a "game changing" new booking website after signing a deal with the INNstant Group to power its travel software and content requirement.

The enhanced portal offers better functionality, providing live price comparisons against 54 global competitors to ensure users get the best deal.

"The new website launch will see the roll out of the first phase of the new exciting road map with many strategic and exclusive product deals, all of which can be tailored for travel agents, travel management services, leisure travellers and corporates," said Keith Prowse md John Godwin.

See www.keithprowse.com.au.

Travolta in Chile

TRAVEL DAILY TV today features an exclusive new video produced during the Chile celebrations of the new Qantas direct flight from Sydney to Santiago.

Movie legend John Travolta features in his role as an official Qantas ambassador, and the video also highlights the huge range of tourist offerings available for travellers to Chile.

To view the video click on the logo or see www.traveldaily.com.au/videos.



Qld blogger promo

TOURISM Queensland has kicked off a comp in which it's giving away a five-day trip to 10 of the world's best bloggers who will receive training from Australia's top blogger, Darren Rowse.

TQ ceo Anthony Hayes said the aim of the social media campaign is to promote Queensland through first-hand stories, photos and videos.

More at www.probblogger.net.



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CRUISE CONSULTANTS



Viking River Cruises, the world's leading river cruise line, is seeking sales motivated professionals. Viking is continuing to invest in better servicing the Australian & New Zealand markets by opening a local contact centre in North Sydney.

As a key member of our contact centre you will predominantly handle inbound sales and customer service calls.

TO BE SUCCESSFUL IN THE ROLE YOU WILL HAVE:

- Strong sales skills with proven experience in achieving set KPI's (direct, up sell and cross sell - Inbound or Outbound)
- Thrive in the sales environment and are always looking for ways to improve
- Possess an excellent telephone manner, outstanding communications skills
- Be highly motivated and strive for excellence in everything you do
- Possess strong work ethics

The opportunity is permanent full time. Successful applicants will be required to work Monday - Saturday, 37.5 hours per week, hours range from 7.00 am - 8.00 pm on a rotating roster. Do you have what it takes to be the best? Join our award-winning staff on the career journey of a lifetime. **CLICK HERE FOR MORE INFORMATION.**



ABOVE: The Africa Safari Co. (TASC) last week completed a very successful 2012 African

Roadshow across Australia.

This year's event featured int'l guests from &beyond, Savanna Game Lodge, Peermont Hotels, Inspirational Places, Singita Game Reserves, Personal Africa, Real Africa (Kenya), Jaci's Safari Lodge, Jenman Safaris, African Reps, Blue Train and Victoria Falls Safari Lodge, plus airline sponsor - South African Airways.

Agents in Perth, Adelaide, Melbourne, Brisbane & Sydney were given product updates and info on many new and exciting destinations offered by TASC.

CEO Susie Potter said that attendances at some shows were in excess of 100 agents, adding "we can see that the industry is keen to learn more about Africa and its variety of products."

Potter is **pictured** at Melbourne Zoo with her staff and partners.

Intrepid active brox

INTREPID Travel has launched its new Worldwide Walking & Cycling brochure, packed with 70 itineraries, including mountain biking, trekking and snorkelling.

Destinations include Africa and the Middle East, Europe, Asia, Latin America, North America and Australia.

Active adventures booked in Apr will also save 10-20% - see intrepidtravel.com for details.

Insight winter hits agents today

INSIGHT Vacations has launched its 2012/13 Winter Europe program, offering three new tours and savings of up to 35% on its summer product.

Outgoing md Lorraine Sharp told **TD** there had already been very strong interest in the program, with high levels of pre-registration from keen clients.

The additions see strong summer product added to the winter itineraries, including a new nine-day Highlights of Spain trip leading in at \$1,750pp, with departures from 03 Nov this year through to 30 Mar 2013.

There's also a Sicily in Depth tour, with an optional three-day extension in Malta, plus a new Rome to London winter tour,

travelling through Paris, Lucerne and Florence leading in at \$2,199pppts land only.

There are also early payment discounts of up to 7.5% plus a 5% repeat passenger discount.

Insight's winter tours are being promoted in conjunction with a Singapore Airlines airfare deal under which a companion flies for \$999 to Paris or Rome.

The program includes eastern Mediterranean tours, which are popular in winter because of the milder weather, Sharp said.

"Turkey is always a big seller," she added, while independently-minded travellers can also avail themselves of various City Break options in the brochure.

See insightvacations.com.au.

NRL Rd 5 Winner

CONGRATULATIONS
Meagan Bonfante
from *Amex Centurion Travel*

Meagan is the top point scorer for Round 5 of *Travel Daily's* NRL industry footy tipping competition and has won a Cocktail Cruise for two people, courtesy of **Captain Cook Cruises**.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of **Emirates** and **Holiday Inn**



2nd Prize: 5-night holiday to Vanuatu, courtesy of **Air Vanuatu** & **The Grand Hotel and Casino Vanuatu**



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OctopusTravel is experiencing an exciting period of growth and we are looking for a Travel Sales Professional to join our Queensland sales team. The primary focus for this role is to establish, develop and maintain business relationships within our network of travel agent partners. This is a hands on role that will see you out each day meeting with our valued clients and representing the company at trade events, so you must be able to undertake international, interstate and intrastate travel. Conducting presentations and training are both very important aspects of this role so you must be confident, engaging, and have an understanding of the OctopusTravel business and our customers.

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In this exciting role you will have the opportunity to join a global company and leader in the provision of online wholesale distribution, work in a great team with a supportive management, as well as receive ongoing training, development and career advancement. We will also provide you with a competitive salary.

THE TEAM...

Our Sales Team have a passion for the industry and love to work autonomously managing their own sales area in a sector of the industry that is growing year on year. Our highly motivated and organised sales professionals have a successful and proven track record of exceeding sales targets within the travel industry. They are well respected industry professionals described by their customers as dedicated and supportive.

If you have experience in a similar role (or ready to take the next career step), a genuine passion for travel, and a focus on success and achievement then this exciting opportunity could be the one for you. **APPLY TODAY** and you could be part of our great company and successful team!!

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Beverly Hills bargains

BEVERLY Hills Conference & Visitors Bureau is promoting free extra nights and breakfast daily at eight hotels across Beverly Hills from now until 30 Jun.

The 'Breakfast in Beverly Hills' promo is offered at properties including the Luxe Hotel Rodeo Drive (3rd night free) and Beverly Hilton, Montage Beverly Hills and Thompson Beverly Hills (4th night free) - more at bit.ly/bevhillsdeal.

OK for IAG to buy bmi

THE European Commission has given International Airlines Group the green light to acquire bmi from Lufthansa, after IAG sweetened the deal by releasing 14 daily slots at London Heathrow.

The EC said the merger had not raised competition concerns.

IAG plans to merge bmi's mainline operation into that of British Airways in coming months.

RCI Facebook page

ROYAL Caribbean International has launched a new Facebook page dedicated to cruisers from Australia and New Zealand.

Commercial manager of Royal Caribbean Cruises Australia, Adam Armstrong said the page allows followers to "immerse themselves in all things Royal Caribbean has to offer" at the click of a mouse.

Fans can access the latest info, news, photos and local offers, and there's also a chance to win a cabin on Voyager of the Seas' inaugural cruise from Sydney - facebook.com/rciaustraliaandnz.

AFP in charge at SYD

THE Australian Federal Police has taken over responsibility for policing and security at Sydney Airport after previously being under the shared responsibility of the NSW Police and AFP.

Minister for Home Affairs and Minister for Justice Jason Clare said the move was part of a three to five year plan for the Australian Federal Police to take control at major airports across the country, with Sydney the second to date.

Grace's SWISS break away

BREAKAWAY

Travel, in conjunction with SWISS International Air Lines gave away a return Business-Class trip from Beijing to Zurich as part of the launch of the carrier's new service between the two cities.



Pictured above is Grace Wong from Granny May's Travel - the lucky winner of the return ticket,

being presented with her ticket by Breakaway Travelclub general manager Tony Wilson.

Gecko's takes 15% off

GECKO'S is offering a 15% discount on all 2012 departures (excluding local payments) when booked during the month of Apr. Info at geckosadventures.com.

CX \$1,607 Europe fare

CATHAY Pacific has released short-life SuperSaver promo fares to Europe, priced from \$1,607 all inclusive to points including Paris, London, Rome & Moscow, ex PER, SYD, MEL, BNE, ADL or CNS.

Fares need to be paid in full by 11 Apr and are available between 01-31 May and 16 Aug-31 Oct.

Jetstar Fair Work case

JETSTAR has been accused of paying some Australian pilots under lower-paid New Zealand individual contracts, with the Fair Work Ombudsman taking legal action against the QF offshoot.

Federal Court documents lodged yesterday allege that the carrier told the pilots their work was governed by NZ laws, despite them flying exclusively in Australia. Jetstar faces a maximum fine of \$33,000 for each of three alleged breaches which also saw the carrier paying lower levels of superannuation and making the pilots repay the \$17,500 cost of their training - a policy which is illegal under the Australian award.

Jetstar said it would defend the claims, saying it was always intended that the affected pilots fly in NZ but regulators required they operate from an Australian base for at least one year after qualification to ensure appropriate supervision from more experienced Jetstar pilots.

Money

WELCOME to Money Talk, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US1.043

ANALYSTS are divided on whether the Reserve Bank will cut Australian interest rates later today, with the Aussie dollar expected to drop if interest rates are reduced.

Wholesale rates this morning:

US	\$1.043
UK	£0.623
NZ	\$1.265
Euro	€0.782
Japan	¥85.51
Thailand	฿32.14
China	¥6.57
South Africa	R7.97
Canada	\$1.03
Crude oil	US\$104.96

PRODUCT MANAGER



Tempo Holidays (a member of the Cox & Kings Australia brand range), is one of Australia's most respected travel wholesalers, specialising in tailored travel arrangements to over 40 countries in Europe, the Middle East, North Africa, India and Latin America.

We are now seeking an experienced and passionate European Product Manager to develop a highly competitive product range and share their enthusiasm by training our talented sales team to sell the program with confidence.

If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view a position outline.



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Win Richard Branson's new book

virgin atlantic

Today, *Travel Daily* is giving readers the chance to win a copy of Richard Branson's new book: 'Screw business as usual' courtesy of Virgin Atlantic.

For over 26 years, Virgin Atlantic has been one of the world's leading long haul airlines. The carrier's dedicated Groups Sales team offers tailor made solutions to meet the needs and objectives of its clients.

For your chance to win, simply be the first to answer the following question to-

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What percentage can a group deviate?

Hint: www.vsflyinghub.com

virgin atlantic  Travel Daily 


First with the news

Tuesday 3rd Apr 2012

Virgin dom. pax rise

STRONG regional growth following the introduction of ATR aircraft contributed to a 9.1% hike in domestic passenger numbers for Virgin Australia's operating stats for Feb, released today.

Int'l load factors decreased 5.8% year-on-year for Feb, with the result impacted by scheduled heavy maintenance being carried out on its B777 fleet, which also caused a 7.3% drop in capacity, with Etihad operating its flights between Australia-Abu Dhabi.

Total network passenger counts were up 7.2%, to 1.44 million, while revenue load factors fell 4.6 percentage points to 72.4%.

Eva plots SYD return

STAR Alliance member elect Eva Air (**TD** Thu) is mulling a return of services to Sydney as early as Jun, according to the Taipei-based carrier's vp strategy, Austin Cheng.

The *Australian Financial Review* also reported today Eva is plotting extra Brisbane frequencies.

AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury



YOU have to feel for the people of Fiji as once again we are surrounded by images on the TV and stories in the papers showing how bad things are for the island nation. A place so many Australians like to go and continue to go despite the continued political discord between the two governments of Fiji and Australia. There are plenty of stranded travellers ready to tell their stories to the cameras and lots of stories of how bad things are. Once again it demonstrates the adventure of travel.

At least this time it would appear that the weather event over Fiji has not presented devastation to the nation and has been isolated. Albeit that tragedy has fallen upon some and there are thousands displaced as the flooding sweeps through Nadi and surrounds, we hope that things can return relatively quickly. Let's just hope that things can get back on track and that the problems that follow don't have a long lasting sting such that Aussies don't continue going to Fiji.

Some flight delays and disruptions have been felt but in the main, this event appears to have passed and from reports, it has not been as big a problem as it could have been. Still a little early to tell, but unless the weather intensifies, some normality will resume in the next day or so.

We all sigh once again as travel agents jump into action to help sort out passengers affected. Once again, the travel agents of Australia have proven their worth and so many travellers are counting their lucky stars as they, like so many have used a travel agent to book their holiday.

I noted with interest that our new Foreign Minister and Senator the Hon Bob Carr was on the front foot getting directly involved with media which was a good thing, and the smartraveller.gov.au website was looking particularly updated with the new travel advisories being very specific and most helpful. If you have not yet had a look, check out www.smartraveller.gov.au/zw-cgi/view/Advice/Fiji.

The travel industry loves Fiji so I guess for now all we can do is hope that the weather passes and the problems can be resolved quickly for everyone's sake.

Our thoughts are with Fiji at this time.



Taking Fraser Is to Germany



PRODUCT managers from some of Germany's top wholesalers were treated to the best of Qld's Fraser Island last week to take their experiences home to sell to German travellers.

Kingfisher Bay Resort, Fraser Explorer Tours, Air Fraser Island and Fraser Experience Tours all came to the party, part of a Great Sunshine Way famil trip.

Pictured on Fraser's 75-mile beach are Joachim Voss, Meiers Weltreisen; Monika Rieker, STA Travel; Karin Schuldes, FTI Touristik;

Daniel Winner, KIWI Tours; Katrin Hilker, EXPLORER Fernreisen; Olaf Hecht, Gebeco; Sophie Schwender, Step In Travel; Michael Fritz, Studiosus; Melanie Heitmann, Best of Travel Group and Veronika Wallner, Tourism Qld Munich office.

APT Tassie prices held

APT says its held current prices for its Tasmania 2012/13 escorted touring program, working with suppliers to avoid the usual 3-5% per annum increases.

ANZAC consular card

THE Dept of Foreign Affairs & Trade has issued a downloadable version of its 2012 ANZAC Day Consular Card, available to be printed or emailed to clients travelling to France and Turkey for commemorative services.

Download at bit.ly/ANZACcard.

IASC's DJ decisions

THE IASC has confirmed it has granted Virgin Australia's request for 1,000 seats weekly between Australia and Taipei codesharing on Singapore Airlines flights.

AirAsia top for tweets

TRAVEL industry social media monitor Eezeer.com has named AirAsia as the airline most tweeted or messaged about in Feb, receiving 23,000 messages, ahead of DL and AA.

ZQN Winter Festival

THE program of events for the American Express Queenstown Winter Festival, billed as the Southern Hemisphere's biggest winter party, has been released.

The festival runs from 22 Jun to 01 Jul - see winterfestival.co.nz.

WIN ONE OF 25 TRIPS



To celebrate our 25th Anniversary, Helen Wong's Tours is offering all retail travel agents the chance to win one of 25 trips to China or Vietnam by simply booking and depositing a Helen Wong's Tours group tour from the 23rd Mar to 30 Apr 2012 for travel before 31 Oct 2012.

For Terms and Conditions go to helenwongstours.com/travel-agents

Book online now www.helenwongstours.com/travel-agents

AirAsia X looks at Oz expansion

AIRASIA X is seriously considering the addition of at least one new Australian destination, with Adelaide believed to be squarely in the sights of the low-cost long-haul carrier which debuted its new daily Kuala Lumpur-Sydney route yesterday.

Speaking at Sydney Airport after the arrival of the first flight, ceo Azran Osman-Rani said that the carrier was awaiting delivery of further A330 aircraft, which would allow it to add further destinations to existing Aussie routes which include Melbourne, Perth and the Gold Coast.

Intriguingly, an official press release from AirAsia X also noted that the direct Sydney flight from Kuala Lumpur "would provide guests with a quick getaway to South Australia via Sydney".

Osman-Rani also flagged increased frequencies on existing Australian routes, with strong loads on Sydney possibly seeing the route lift to double daily by the end of the year.

He said that Australia was a key priority for the airline, with strong demand in contrast to other possible markets.

"Over the next three years we're doubling our wide body fleet, and I'd rather do the double-daily in Sydney, Melbourne, Perth and Adelaide instead of trying to do a little bit of Istanbul, Moscow and Cape Town," Osman-Rani said.

He said the Sydney route had shown strong forward sales, including a "solid show of support" from travellers in key international markets "who are keen to fly to Sydney to enjoy all it has to offer".

C&K Egypt 35% saving

COX & Kings is offering a 35% discount off a second passenger's tour price on select Egyptian tours and dates this year.

Tours depart between Jul and Oct and need to be deposited before 30 Apr - 1300 836 764.

TAAG orders 3 777ERs

ANGOLAN flag-carrier TAAG Linhas Aereas de Angola has inked a deal with Boeing for three more Boeing 777-300ER aircraft, worth US\$895m at list prices.

Sandy's Excite[d] about iPad

ABOVE: Sandy Arezo from Jetset Horsley Park was the lucky winner of an iPad 2 for her participation in a survey conducted by Excite Holidays.

The survey, conducted in Jan, was aimed at travel agents from all major travel corporations to gauge their feedback on Excite's online technology and its ease-of-use, products and services.

The survey results found over 91% of agents found the service user-friendly, were satisfied with prices offered and were happy with the product range & service standards.

Pictured above, on left, is prizewinner Sandy with Excite Holidays bdm Monique Cansdell.



DJ cautious on Fiji

VIRGIN Australia is cautioning guests booked on Fiji services to consider their immediate options regarding travel to the country as the cleanup from flooding begins following heavy rain and storms.

The carrier is continuing with scheduled services, however is permitting guests booked on services up to 04 Apr to defer travel up to 27 Apr, to cancel bookings for an airline credit or receive a refund on request.

MEANWHILE, Air Pacific spokesman Shane Hussein told *Travel Daily* this afternoon that the carrier expects to have the backlog of passengers inbound and outbound to/from Australia cleared in the next few days.

"We're pretty close to being as close to back to normal as possible right now," Hussein said.

"Flights are absolutely going ahead and we're offering passengers very flexible rebooking options," he added.

Hussein also confirmed a few flights operated yesterday with no meals due to the late lifting of a flight embargo by the Fiji govt.

Accor has told *TD* its hotels in Denarau have returned to normal operation, a cleanup is underway and road access re-established to the airport, which is back running to schedule and working to clear the backlog of passengers.



Business Partnership Manager - Victoria

Complete Cruise Solution is part of the Carnival Corporation, the world's leading cruise holiday company, representing iconic brands such as P&O Cruises, Princess Cruises, Cunard and Carnival Cruise Lines.

Reporting to the Regional Sales Manager and supported by an inside sales team based in Sydney, the Business Partnership Manager is responsible for building a strong geographic presence, in order to achieve sales targets through industry relationships and business partnerships. The incumbent will be responsible for educating trade and consumer channels in the benefits of cruising, driving incremental revenue through existing and new channels.

Key responsibilities include:

- developing and implementing business plans
- promoting products and services through on-site sales calls, telephone and written communication
- supporting the development of local marketing for agents
- managing product education events, presentations and training
- preparing and delivering financial reporting to key accounts across the territory

We seek applications from individuals with 2+ years' experience in a territory sales role who demonstrate:

- a passion for cruising and 'being on the road'
- strong relationship building and influencing skills
- proven account management and new business development skills
- excellent communication skills, with an engaging and impactful presentation style, and proven ability to present to a large audience
- the ability to work in a highly autonomous manner, prioritising workload and call plan to have maximum impact
- the ability and a willingness to travel frequently across Victoria, and attend functions on evenings or weekends as required

Ready for a new challenge in the serious business of holidays?

Apply online at careers.carnivalaustralia.com Job Reference: CAR/597940

Trafalgar wows the crowds



ABOVE: This group of agents were whisked off to Europe with Trafalgar and Etihad as winners of the company's major Europe and UK incentive.

From shopping in London, indulging in Belgian chocolate in Brussels to climbing the Eiffel Tower and checking out the Moulin Rouge in Paris & cruising Dutch canals in Amsterdam, the group were treated to just a taste of some of the best Trafalgar has to offer in each city.

Pictured here in Paris, back row from left are: Sheron Konig, Escape Travel Rockingham; Carla Griffiths, FC Ulverstone; Cliff Cornell, FC Bayside; Amanda-Jane Gilchrist, FC Bendigo; Vanessa Roberts, FC Gippsland; Georgina Walpole, Global Journeys; Emily Gottsche, ET Fountain Gate; Kristen McKenzie, HWT Wagga Wagga; Christine Sprake, FC

P&O to telecast AFL

P&O Cruises will show AFL Fri night matches, the finals series & grand final on the giant outdoor screens & in other public areas of *Pacific Jewel*, *Pacific Pearl* & *Pacific Dawn* in 2012, under a new deal.

Scoot \$148 SIN fare

SCOOT is offering discounted fares from Sydney or Gold Coast to Singapore priced from \$148 (all inclusive) from 17 Jul to 09 Aug, if booked by 9pm (GMT+10) 04 Apr.

Fountain Gate; Sasha Danger, Our Vacation Centre; Stacey McAlley, FC Shepparton and Sharyn Lucchetta, Travelscene Samford.

Middle row: Kate Reimers, FC Doncaster; Lia Decino-Lane, FC Taree; Monika Renyi, FC Eastland; Sally McCord, ET Chermside; Natalia Gerasimova, FC Castle Hill; Virginia Paton, National Warrnambool Travel; Jillian Carmody, Jetset Leongatha; Allison McDonald, FC Echuca and Karen Way, HWT Alexander Heights.

Front row: Norhan Youseff, Etihad; Emma Philpot, Travelrite International; Alyce Barling, HWT Strathpine; Michelle Barnes and Tenneil Lawson from Trafalgar; Jessica Scully, FC Fulham Gardens & Lauren Venn, ET Eastland.

Hertz UK motorhomes

HERTZ UK has teamed up with Just go to offer motorhomes for UK customers to domestic and continental European locations.

Customers can choose from five model types, accommodating up to seven people, priced starting from £50 (AU\$77) per day.

Just go also has an operation in New Zealand.

Travel expo specialists team up

THE Holiday and Travel Show and the Adventure Travel Expo have announced they'll co-host their events, utilising the same venue spaces and dates, initially as a three year deal from 2013.

The events will continue to run as separate in terms of marketing, organisation and ownership.

The alignment will enable the shows to expand into different cities, including the return to Brisbane next year after a five-year hiatus due to the GFC.

"It's a logical step for both organisations," Adventure Travel Expo series owner Andrew Paltridge said yesterday.

"We target different segments of the travel market (and will continue to do so), but the move will bring benefits to both

exhibitors and visitors," he said.

Gary Fitz-Roy of the Holiday & Travel Shows said the move was a win/win for visitors who will have around twice the number of stands at each event to explore.

"For exhibitors, the move will see them getting exposure and promotion to far more people than before at the same price."

Paltridge added that by sharing a common venue the expo specialists were adding value to exhibitors and visitors.

Dates for the Mega Travel Expos are planned for Melbourne (23-24 Feb at the Royal Exhibition Building), Brisbane (Mar 2013) and Sydney (Nov 2013).

For further information go to www.holidayshow.com.au or www.MyAdventureExpo.com.

WIN A TRIP TO NEW CALEDONIA



Throughout April, **Travel Daily** is giving one lucky reader the chance a win an amazing holiday for two people to New Caledonia, courtesy of **New Caledonia Tourism**, **Aircalin** and **GLP Hotels**.

The prize includes Aircalin Return Airfares from SYD/BNE to Noumea, return airport transfers, three nights accommodation in a superior room at Le Novvata Hotel Noumea, one night accommodation in an overwater bungalow at L'Escapade Island Resort including return boat transfers and a day trip to Amedee Lighthouse.

Every day **Travel Daily** will ask a different New Caledonia-related question – just read the issue and email us your answer. There will be 18 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to New Caledonia.

Q.2: How long is the journey by boat transfer from Noumea to Escapade Island Resort?

Email your answers to: newcalcomp@traveldaily.com.au

Hint! Visit www.glp-hotels.com

Click here for terms & conditions



Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Phone: 1300 799 220 Fax: 1300 799 221

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Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Contributors: Matt Lennon, Chantel Long, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

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Conditions apply. See AA Appointments website for full entry details. License Permit Number: LTPS/12/02337



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Apr 2012
Edition # 10



20th Anniversary brings a world of Magic, Lights and Colours to life **at Disneyland Paris**

Seize your chance and marvel at the magical magnitude of our 20th anniversary! This once-in-a-lifetime party will transform celebrations forever, transporting you and all your favourite Characters **to a world shimmering in magic, lights and colours.**

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eye can see. The new Disney Magic on Parade! will erupt in a carnival of magical stories and colourful capers. The whole family will find glowing smiles among the vivid sights, brilliant lights and close-up Disney Character encounters. **As well as much more magic, waiting to amaze and amuse.**

So whether it's your first time or your 20th you'll never have experienced a birthday like this before. **The party starts from 1st April 2012.**

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WIN! A very special Disneyland Paris Prize Pack! Write to us with the full names of the 2 Theme Parks located at Disneyland Paris for your chance to win.

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6pm - 8pm

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Tues 17th April BRISBANE

6pm - 8pm

Tempo at Rugby Quay,
123 Eagle Street

Wed 18th April MELBOURNE

6pm - 8pm

CQ Functions,
113 Queen Street

Thurs 19th April CANBERRA

6pm - 8pm

The Boat House by the Lake,
Grevillea Park, Barton

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Remember to include your full name, travel agency details
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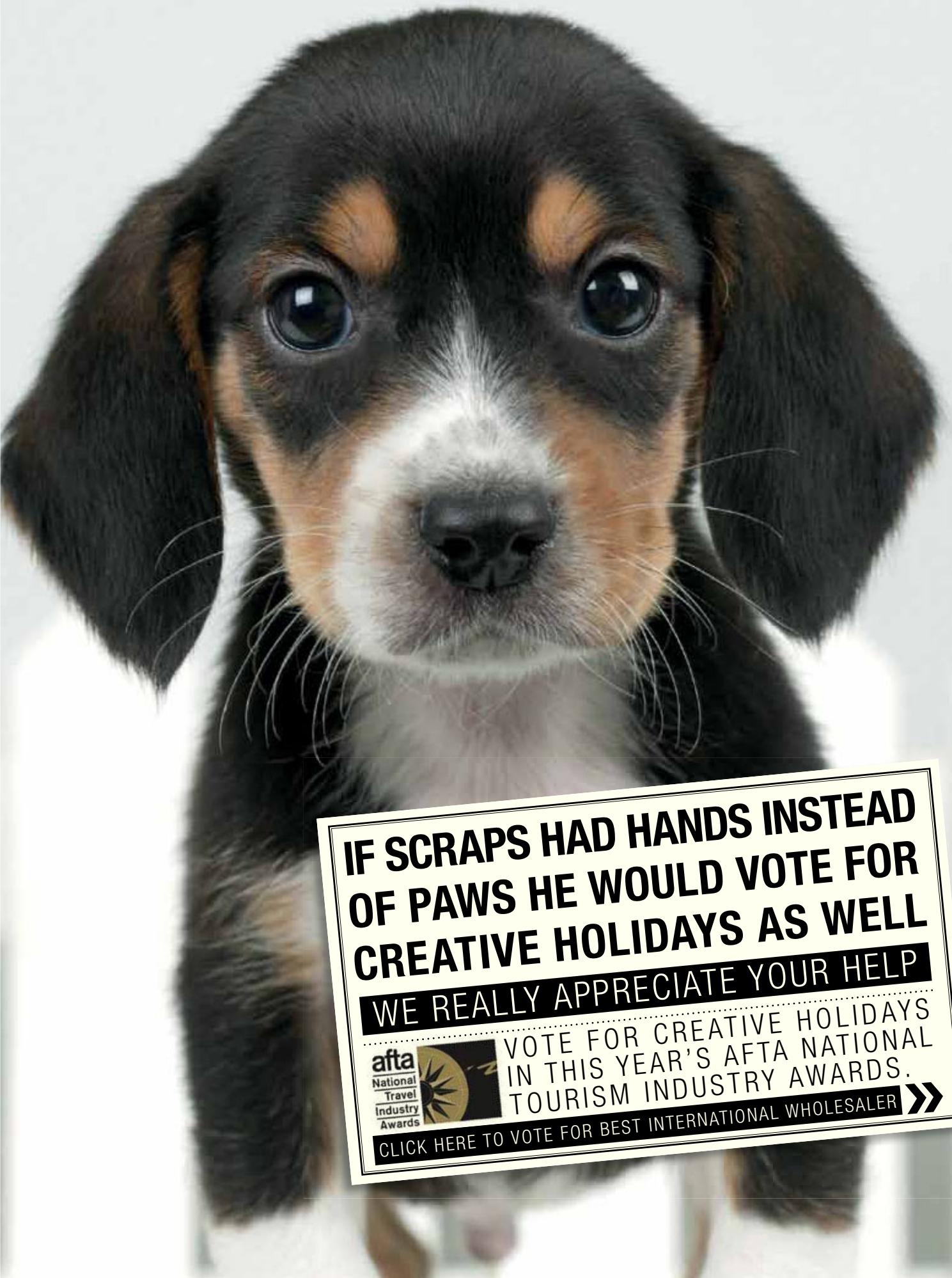


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