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# Travel Daily

First with the news

Tuesday 8th March 2011

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## 50% China capacity increase

FEDERAL transport minister Anthony Albanese has signed a new Memorandum of Understanding with Chinese officials which will boost available Australia-China flight capacity by more than 50%.

Effective immediately the pact will expand weekly capacity by 4000 to 18,500 seats, with a further 4000 weekly seats available from Feb 2012.

The new MoU allows airlines to offer up to 2500 seats per week on routes into and out of Sydney, Melbourne, Brisbane and Perth as long as the extra services stop off at a regional airport.

Australian airlines will also now

be able to fly to China via an extra four intermediate points, as well as operate services beyond China.

The move comes just a day after ABS figures confirmed that China had moved into second place after NZ as Australia's biggest inbound visitor market during Jan.

The new pact also contains a "shared commitment to negotiating an 'open skies' agreement," Albanese said.

### Rail Plus incentive

RAIL Plus is offering \$100 Snowgum vouchers for agents who book a selection of Eurail Global Continuous passes between 01 Mar-29 Apr - more info at [www.railplus.com.au](http://www.railplus.com.au).

### Today's Travel Daily

*Travel Daily* today has seven pages of news and photos including a special feature on the Victoria Palace Hotel in Paris, plus full pages: ([click](#))

- TMS Asia Pacific jobs
- AA Appointments jobs
- Renault Eurodrive

### Don't forget the footy

THERE are just four days left before the kick off of the 2011 NRL season, so don't forget to register in *Travel Daily's* exclusive travel industry tipping comp.

The top tipper for Round 1 will receive an Express Climb pass for 2 people courtesy of BridgeClimb Sydney - register for FREE now at [nrl.traveldaily.com.au](http://nrl.traveldaily.com.au).

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Tuesday 8th March 2011

Q: What's the best address in Abu Dhabi?

A: [essentialabudhabi.com](http://essentialabudhabi.com)

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## Boeing to push 797s

**BOEING** will use the Paris Air Show to announce a replacement aircraft for its 737 twin-aisle aircraft, to be named the 797.

According to *Air Transport World* the 797 will seat between 180-250 passengers.

## Kuoni buys Travelport GTA

**SWISS** travel giant Kuoni says it will "substantially expand its position in online destination management services" with the US\$720m purchase of Gullivers Travel Associates (GTA) from GDS firm Travelport (**TD** breaking news).

Kuoni currently operates in more than 40 countries across the globe - including Australian Tours Management in Australia - and has about 9000 staff.

The company said the GTA deal was a major step in achieving its long-term strategic objective to be a broad-based global travel service provider.

GTA booked almost 12 million hotel nights in 2010, with brands including OctopusTravel offering hotels, sightseeing, transfers and destination services to both consumers and travel agents.

Kuoni said that substantial synergies were expected, mainly

from consolidated purchasing and the removal of duplicate IT.

Travelport will use the proceeds to pay down some of its US\$2.76 billion debt burden, with ceo Jeff Clarke saying the deal is in line with the company's strategic plan "to focus on maximising the potential of its core business".

Last year GTA's TTV was US\$1.9b, with a US\$84m adjusted profit.

## QantasLink expansion

**QANTASLINK** yesterday afternoon announced it will add an extra 5000 seats across its regional Queensland network, following the arrival of its new Bombardier Q400 on 06 Apr.

The move will see additional capacity operated from Brisbane to Barcaldine, Blackall, Bundaberg, Emerald, Gladstone, Hervey Bay, Longreach, Mackay, Moranbah, Rockhampton and Roma, with a major expansion of seats to Moranbah due to demand from the resource sector.

QantasLink exec gm Narendra Kumar said Qld is the biggest state for the carrier's operations, with 21 destinations served by 12 Q400s and ten other Dash 8 aircraft.

The airline will take delivery of a further six Q400s over the next 18 months, with other fleet expansion to include a further two B717s and 10 Fokker F100s for the recently purchased WA charter airline Network Aviation.

## Bolger goes to Qantas

**FORMER** high profile Virgin Blue spokeswoman Amanda Bolger has been appointed as PR and Communications Manager for Qantas Airlines.

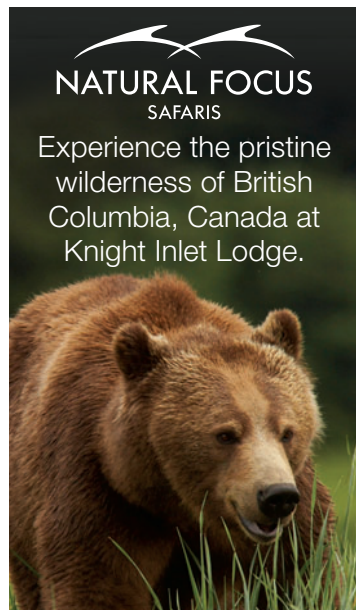
Bolger departed DJ to have a baby around the time that former ceo Brett Godfrey retired, and didn't return to the carrier after her maternity leave.

Bolger told **TD** she will take up her new Qantas position on Mon.

## P&O Grand Event

**P&O CRUISES** World Cruising has announced that its entire fleet of seven ships will be docked together in their Southampton home port for the first time ever on 03 Jul next year.

Dubbed "The Grand Event," the mass docking will be part of celebrations commemorating the 175th anniversary of the Peninsular Steam Navigation Company being awarded the Admiralty contract to carry mail to the Iberian Peninsula.



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### Last week's \$1,000 winners are:

- Jodie Quick, ROSANNA VIC
- Alex Jensen, LOGANHOLME QLD
- Melissa Shankland, MARION SA

### Last week's \$250 winners are:

- Kate Chester, GLADSTONE QLD
- George Vajda, SYDNEY NSW
- Lisa Godevski, MIDLAND WA
- Cara Mclean, BONGAREE QLD
- Kim Tran, ASHGROVE QLD
- Melinda Holland, KEYSBOROUGH VIC
- Amie Portolesi, MITTAGONG NSW
- Kirby Tilbury, BALDIVIS WA
- Jodie Allchin, LAUNCESTON TAS
- Karrie Loughnan, PENRITH NSW
- Kylie King, LEEDERVILLE WA
- Michelle Woodsford, EPPING VIC
- Tatsu Murase, WINTHROP WA
- Claudia Crasnich, FIGTREE NSW
- Jasmine Kyle, FREMANTLE WA
- Cara Marks, SMITHFIELD QLD
- Dayle Drost, VICTORIA POINT QLD
- Peter Fiske, CLAYFIELD QLD
- Kristen Taylor, MT GAMBIER SA
- Amy Robinson, WERRIBEE VIC

Payments will be processed at the end of the month

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World's Best  
Business Class.  
Skytrax World Airline Awards 2010



**QATAR**  
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## Fairfax to dominate holiday rental sites

**MEDIA** giant Fairfax yesterday announced the acquisition of the operator of the Rentahome.com.au and Takeabreak.com.au websites, bolstering its leading position in the online holiday rental market.

Fairfax Media already owns Stayz.com.au, with the deal said to be "strengthening and streamlining the holiday rental industry in Australia".

All three consumer facing brands will be retained, with Stayz continuing to focus on "premium holiday rental properties," while Rentahome will target corporate, metro-based apartments and holiday homes.

Takeabreak will offer regional and coastal holiday houses, caravans and camping, with Fairfax Metropolitan Media ceo Jack Matthews saying the expansion "will enable owners and property managers to streamline their business across multiple websites and reach more potential customers".

He said that the holiday rental market already accounts for a large number of domestic room nights, and the deal is likely to significantly increase the profile

of online holiday rentals to consumers "as well as raising industry awareness of the category that has long been fragmented.

"Opportunities for growth are significant," Matthews added, with "growth rates of online bookings for accommodation expected to grow rapidly over the next few years".

As well as Stayz, Fairfax also operates New Zealand websites Holidayhomes.co.nz and online technology firm Bookit.co.nz.

The Rentahome.com.au website was a finalist in the 2009 NSW Tourism Awards.

## JAL goes to pieces

**JAPAN** Airlines is amending its baggage policy and will adopt a piece system for all international routes, axing the weight system used on some routes, from 01 Apr.

The move will see First and Business Class pax offered three pieces of free baggage (32kgs max.) and Economy Class pax offered two 23kg pieces free.

Baggage total dimension limits will also be increased from the current 158cm<sup>3</sup> to 203cm<sup>3</sup>.

## DJ discrimination case

**ANTI-DISCRIMINATION** claims by two former Virgin Blue public relations executives (**TD 23 Feb**) have now been formally lodged with the Federal Magistrates Court in Brisbane.

Court documents obtained by **TD** have the respondents names blacked out, but cite statements by Virgin Blue General Manager People, Richard Tanner, and the carrier's head of public relations, Danielle Keighery which are alleged to be discriminatory.

One of the unnamed women had a baby in 2009, while the other has a school-aged child.

Both are seeking compensation and reinstatement at the airline.

Virgin Blue has denied the allegations, saying it's an "industry leader in supporting working mothers".

## QF MEL PSC cut

**QANTAS** has announced that for tickets issued on or after 05 Mar and travel from 01 Apr, the international passenger service charge at Melbourne Airport (code WG) will decrease from \$4.12 to \$3.77.



## Window Seat

**TRAVELLERS** on German trains can be assured of getting there on time, no matter what.

Deutsche Bahn officials are under fire after refusing to stop a train to rescue an unattended two year old this week, saying the express had to keep to time.

The child was stuck on board after the doors closed while her mother was unloading luggage.

The distressed toddler was taken off an hour later when the train pulled into its next stop.

**US** low cost carrier Spirit Airlines has done it again, with a new ad campaign promoting a "Living the Dream" sale prompted by last week's bizarrely addled ramblings by actor Charlie Sheen.

The commercials (below) promote special deals which can be accessed without requiring Sheen's purported superhuman

"Tiger Blood and Adonis DNA".



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## Have you visited Oman?

Register [here](#) as an preferred Oman agent by 31 March and go in the draw to win 2 nights with Shangri-La's Barr Al Jissah Resort & Spa Muscat.





**ABOVE:** Ten lucky agents explored historical Prague and its stunning surrounds last month as part of Tempo Holidays' annual Loyalty Club Famil.

The week long trip, hosted in conjunction with Emirates, saw the group spend three nights in Prague, where they visited Prague Castle, the Royal Palace, St Vitus Cathedral, St George's Basilica, Golden Lane and more.

Pictured at the Pilsen brewery in the medieval town of Cesky Krumlov, from left rear to right rear are: Maria Vasili, Bay Travel Services; Caroline Kennedy, Cox & Kings Australia; Diane Rawlings, HWT Malvern; Robyn Evans, RACT Travelworld Ulverstone;

Jill Carmody, Jetset Leongatha; Michael Leahy, HWT Niddrie; Paula Ranalli, HWT Surrey Hills; Tania White, Bentleigh Travel Centre; Amy Wyatt, Beaumaris Travel; Rosemary Amos, Capital Travel Manuka and Krystal Carlsen, Gippsland Travel.

### Territory brochures

**TERRITORY Discoveries** has launched its 2011/12 Top End and Red Centre brochures, which feature an all new 'Holiday Idea' categories for suggested trips.

The programs features cultural and guided tours, adventure travel options, romance and luxury experiences, self-drive holidays and much more - see [territorydiscoveries.com/brochures](http://territorydiscoveries.com/brochures)

### 2-for-1 Greek cruise

**TEMPO Holidays** has a two-for-one deal on its eight-day Aegean Odyssey cruises on 15 & 29 Apr and 14 & 28 Oct.

The sailings are now priced at \$2,960 per couple.

The deal is also available on the eight-day Jewel of the Cyclades sailings on 15 Apr, 06 May and 21 & 28 Oct, priced from \$2,409.

Bookings need to be made by 31 Mar - [tempoholidays.com](http://tempoholidays.com).

### Nobu Hotel for Vegas

**NOBU Hospitality** will develop its first hotel concept on the Las Vegas Strip at Caesars Palace.

The multi-million dollar project will see the Centurion Tower transformed into the 180-room Nobu Hotel, and a 9,500sq-foot restaurant and lounge at the base of the tower.

"The luxury Nobu Hotel Las Vegas will be a destination for style-makers and trendsetters," said Nobu's ce Trevor Horwell.

### EY \$1.5b engine deal

**ETIHAD Airways** has chosen Engine Alliance GP7200 engines to power its fleet of 10 Airbus A380s, in a US\$1.5b deal that also includes maintenance and repair.

### Agency closures

**THE Travel Compensation Fund** has voluntarily terminated the participation of Classic Holidays in Kelmscott WA (ABN: 36 084 639 716) and Inbound Travel in South Melbourne Vic (ABN: 80 123 944 758) as they have ceased trading as travel agents.

### CO drops pretzels

**ACCORDING** to the classic Seinfeld line, "These pretzels are making me thirsty" but not in Continental Airlines economy class, where the free salty snacks are now no longer available effective last Thu.

The move will save the airline \$2.5m a year, as well as bringing it into line with the snack-free policy of its merger partner UA.

Analysts say the carriers have "chosen the lowest common denominator" in harmonising their onboard experiences, according to *USA Today*.

### WIN A WORLDWIDE TRAVEL ADAPTOR



This week **TD** is giving five lucky readers the chance to win a Worldwide

Travel Adaptor, courtesy of Global Travel Products.

Valued at \$39.95, the Worldwide Travel Adaptor is a small and compact unit that allows Australian and New Zealand two-pin electrical appliances to connect to over 150 countries all over the world.

For more info and purchases visit [globaltravelproducts.com.au](http://globaltravelproducts.com.au) or for wholesale & distribution enquiries visit [logicaldistribution.com.au](http://logicaldistribution.com.au).

For your chance to win this fantastic product, simply send in a correct answer to the daily question below to: [adaptorcomp@traveldaily.com.au](mailto:adaptorcomp@traveldaily.com.au)

Approximately how many countries can the Worldwide Travel Adaptor be used in?

The first correct entry received wins!

Congratulations to yesterday's lucky winner, Anthony Love from Queensland Rail.

### Club Med/Carlson pact

**CLUB Med** and Carlson have launched a strategic partnership which will enable members of Carlson's loyalty program to stay at Club Med resorts, from 31 Mar.

Club Med guests will be able to attain a discount at a Carlson hotel in Orlando, Florida initially.

### THE ULTIMATE SALES REP

2 FULL DAYS - 28th & 29th March 2011



Building relationships, management of key accounts and strategic planning are all crucial skills needed for a sales representative to achieve maximum effectiveness. This program is motivational and provides very clear strategies to be easily integrated into your business. Learn better ways to build relationships, implement systems and processes, manage your time and present with confidence.

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## Trafalgar last minute

**TRAFALGAR** has 'Last Minute Deals' on a range of its First Class 2011 Europe and North America itineraries, on sale until 16 Mar.

Savings of up to \$380 are being offered - [trafalgartours.com.au](http://trafalgartours.com.au).

## Disney profits soar

**WALT** Disney Co. has recorded a 54% year on year rise in revenue from theme parks for the three months ending 01 Jan, making US\$1.3 billion, up from US\$844m.

Company wide revenue also rose by 10% to US\$10.7 billion.

## Scenic earlybirds

**SCENIC** Tours is reminding agents that its Fly Free or Partner Fly Free earlybird deals on WA & NT itineraries ends on 31 Mar.

## Minder adds Grange

**HOTEL** management company SiteMinder has increased its UK presence, signing boutique hotelier, Grange Hotels.

Grange Hotels has 16 four- and five-star hotels in central London.

## Travel scams soar

**A REPORT** released on Fri by the ACCC details the increasing prevalence of travel related scams targeting Australian consumers.

The study details ACCC's take on scam activity during 2010, with the year seeing a number of significant travel scams including false offers of compensation after the Iceland volcano eruption, fake flight booking websites and the widespread scratch card travel scams, in which glossy brochures were mailed out, each with a winning scratch lottery card.

"Winners" were directed to call a number in Malaysia where they were asked to pay up-front fees in order to claim their prize, as well as providing information used for identity theft such as drivers licence details (**TD 05 Oct**).

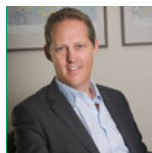
The Commission warned that in 2011 "the increasingly sophisticated nature of scams and the growth in personalised scams will continue to pose challenges for the ACCC".

## Tauck Xmas cruises

**TAUCK** will offer four Christmas Market river cruises in 2011, with some trips aboard *ms Treasures*.

Departures are planned along the Danube on 03 & 10 Dec and the Rhine on 04 & 11 Dec.

See [traveltheworld.com.au](http://traveltheworld.com.au).



## AFTA UPDATE

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

*This week the Australian tourism industry will come together in Perth to celebrate the Qantas Australian Tourism Awards (QATA).*

*Each year, QATA highlights the best of the best in the Australian tourism industry and these awards are an important part of the Australian tourism industry calendar.*

*Tourism businesses in Australia are competing on a very global stage and the process that each business must go through helps them think about many aspects of their business in order to win in the category in which they have entered.*

*Finalists in each category have already been through the process at a state level and now they all culminate at a national level. The National Tourism Alliance (NTA) is the host organisation that presents these awards each year and this year is set to be as big as ever with an excellent line up of finalists in each category.*

*Also in Perth at the end of this week will be the formal launch of the "Discover Tourism" website. This website has been compiled by the NTA under a government grant and will present the Tourism and Travel industry in a new light to people thinking about entering the industry. It is an online careers advisory tool that is packed with information, video, stories and detail to encourage people thinking about entering the industry.*

*Travel is featured in its own section of the site and presents a range of career opportunities to those thinking about joining our great industry.*

*Once the site is live, you can access it at [discovertourism.com.au](http://discovertourism.com.au). It will not be available until after the weekend, so take a look next week. The website will be launched by the Tourism Minister, Martin Ferguson at a launch event that will precede the official gala event for the Tourism Awards.*

*AFTA has been involved in this project along the way and I am sure you will see the value of the site. Given the difficulties faced by so many businesses in Queensland and across Australia in the wake of the many natural disasters, the Tourism Awards will highlight many great Australian Tourism experiences and once again turn our attention to helping the domestic tourism industry.*

*Good luck to all who are finalists in the Qantas Australian Tourism Awards.*



## Business Development Executive (Maternity Relief) Perth

Cathay Pacific Airways is seeking an experienced, full-time Business Development Executive in our Perth Sales Office. The contract will be for a 12-month period.

The candidate is responsible for identifying and achieving specific revenue targets from retail travel accounts, whilst maintaining valued existing accounts.

The candidate must possess and demonstrate the following criteria:

- Extensive experience in the travel or travel related industry
- Proven ability to identify key incremental revenue opportunities
- Proven ability to achieve sales revenue targets
- Analytical & problem-solving skills
- Proficiency in PC skills including Microsoft, Powerpoint, Excel
- Excellent negotiation, presentation and communication skills
- Ability to manage own time, with minimal supervision

An attractive salary package will be offered to the successful candidate.

Please send your resume to Personnel Manager Australia  
[lynn\\_schey@cathaypacific.com](mailto:lynn_schey@cathaypacific.com)

Applications close 13 March 2011.

Please note, only those applicants who are successful in gaining an interview will be notified.

## Hayabusa launches

**JAPAN** debuted its new thin-nosed bullet train last weekend which is capable of speeds of up to 300km/h.

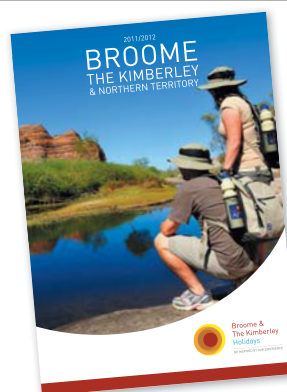
The 'Hayabusa' (or Falcon) will travel two trips a day from Tokyo to Aomori, and one trip daily to Sendai.

It features a luxury carriage with seats based on an airline business class seat, and is set to push its top speed to 320km/hr next year.

## AIX numbers up 11.3%

**AUSTRALIAN** Infrastructure Fund, which owns part of Darwin, Alice Springs, Perth, Gold Coast and Launceston Airports, today reported a strong 11.3% jump in Jan passenger numbers.

CEO Jeff Pollock said the airports "continue to benefit from airline competition, route development and capacity additions which are stimulating passenger demand and growth".



## BROOME, THE KIMBERLEY & NORTHERN TERRITORY 2011-2012 BROCHURE OUT NOW!

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# Nollsie sights his trade twin

**RIGHT:** Revellers at the recent Harvey World Travel Sylvania function held on Sydney Harbour, thought they were seeing double.

As soon as the night's entertainment, Australian Idol alumni Shannon Noll, took to the stage, guests couldn't help but notice his uncanny likeness to Insight Vacations' NSW sales manager, Steve Farrelly. The doppelgangers posed here for a photo, where it's understood they chatted about hair products.



## Accor direct push

**ACCOR's** loyalty club A|Club is giving members booking a stay in Australia from 01 Apr-30 Jun via [www.accorhotels.com](http://www.accorhotels.com) or [www.a-club.com](http://www.a-club.com) the chance to win 10,000 bonus points.

There's also 1 million A|Club points up for grabs for one lucky guest staying at any A|Club participating hotel.

## Travel2 brochures

**TRAVEL2** has this week released a number of 2011/12 brochures, including Vanuatu, Norfolk Island and Fiji, available through TIFS.

## Pegasus Google JV

**PEGASUS**, a central reservation system, is working with Google to include hotel pricing and direct links to hotel booking sites on its Online Travel Agent (OTA) listings on the new Google Maps hotel search function.

Pegasus also plans to announce a similar function that will allow hotels to list their prices and website links on metasearch sites like Kayak.com.

Douglas Quinby, senior director of research for PhoCusWright has encouraged hotels and OTA's to "pay close attention" to the new technology saying the firms research shows that 38% of travellers buy online through an OTA while only 23% purchase hotel room nights and flight tickets direct.

## AirAsia supports QLD

**AIRASIA X** has launched a new long haul, low fare 'Gold Coast Famous for Fun' campaign to reinvigorate inbound travel to the Sunshine State.

One way tickets are priced from RM499 (AU\$163) between Kuala Lumpur-Gold Coast for bookings made by 13 Mar and for travel 01 Apr to 31 Aug.

## Fred Olsen VISTAS

**FRED** Olsen Cruise Lines has unveiled a program of special interest themes called Vistas.

A dedicated website offers guests the chance to find out about subjects such as the history of weather, antiques and more - [fredolsencruises-vistas.com](http://fredolsencruises-vistas.com).

## Maxim shaving it off

**MAXIM** Travel and Q Consolidation are showing their support for the World's Greatest Shave on Fri, so far raising over \$2000 for the charity that's looking for a cure for leukaemia.

Chris Goddard, md Maxium Travel and Hai Duong gm of Q Consolidation will have their heads shaved at the end of the week, with donations welcomed.

*Click here to show your support for Chris or Hai.*



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**GET A BUNGALOW**

Ian McKibbean of Flight Centre Ltd sent in the following entry yesterday:  
*Title: The Heat in Ta-heat-i*  
*Tagline: There's going to be a new eruption on the island*

Tahiti Travel Connection & Travel Daily are giving travel consultant readers the chance to win a trip of a lifetime to Tahiti & Bora Bora! On this 7 night trip you will be staying at the gorgeous and newly-renovated Le Meridien resorts.

To enter, you need to come up with a title and tag line for this imaginary Tahiti-based romance novel. Keep it short and snappy (see our example above) and the most creative entry will win this dream holiday.

Email your entries to: [tahiticomp@traveldaily.com.au](mailto:tahiticomp@traveldaily.com.au)

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# The Victoria Palace Hotel - a truly Parisian experience

Tuesday 8th Mar 2011

**THE** Victoria Palace Hotel in the trendy Left Bank arrondissement of Paris, has been owned by the same family since it was built in 1913 - and the resulting personal touches and attention to detail reflect the French capital's true spirit.

The boutique property has 62 large rooms and suites, and Australia is its second largest overseas market, comprising about 10% of its total business.

Last month the Victoria Palace was showcased to Australian travel agents, with the hotel's President and Chairman Philippe Schmitt and Director of Sales Michael Erwin conducting a roadshow to highlight the features of the charming property.

"We're not just selling the hotel, but helping clients have a full Parisian experience," Erwin told **TD**, with the Victoria Palace offering a range of guides to make it easy for guests to explore the many nearby fascinating boutiques, chocolate shops, providers, bars and restaurants.

"We want to show Paris as Parisiennes know it," said Schmitt, with the hotel targeting both business and leisure travellers - particularly the family market.



**LEFT:** The charming hotel has classic French architecture, and walking out the front door puts guests an easy stroll from local shops and restaurants.

The Victoria Palace provides a guide containing a "whimsical, partial and idiosyncratic selection of 100 shops" to help visitors discover the area, with classic inclusions such as milliners, chocolatiers, perfumiers and boutiques - through to unique tableware and even a taxidermist!



**LEFT:** The Victoria Palace's Director of Sales, Michael Erwin and President and Chairman Philippe Schmitt (right) with the hotel's Australasian representative Sarah Whitty of The Hotel Connection, during the recent Australian roadshow.

**BELOW:** Yes, the rooms are large - very large! The Victoria Palace boasts four huge 45m<sup>2</sup> Suites, 28 Junior Suites each about 35m<sup>2</sup> and 30 Deluxe Rooms, about 25m<sup>2</sup> in size.

And if required, interconnecting rooms can even be confirmed at the time of booking

The decor reflects the authentic Paris, with fabric walls and very comfortable classic French furniture and fittings.

And despite its heritage-inspired roots, the hotel has all the mod cons including full air conditioning in all rooms, high speed wireless and ethernet internet connections, digital satellite flat screen televisions, room service, breakfast buffet, bar, same-day laundry and dry-cleaning, an off-site fitness centre and even an 18-person meeting room.

The hotel is located in the Cherche-Midi neighbourhood, with easy links to the rest of Paris from the nearby metro.

**BELOW:** The welcoming bar and lounge area is the "embodiment of traditional Parisian elegance" and is a comfortable place to relive the day's experiences.

The Victoria Palace also offers 24 hour concierge services and a special "resources for the business traveller" guide highlighting local restaurants, computer suppliers and exercise options.



**RIGHT:** Just like the Victoria Palace rooms, the hotel's deluxe marble bathrooms are big and welcoming.

The property also offers special features for travelling families including a special "Cornet Surprise" gift for children aged 4-12 staying at least two nights, and complimentary rollaways.

The Victoria Palace offers special rates for Australian travellers leading in at €279 per night incl daily buffet breakfast and taxes - email [contact@thehotelconnection.com.au](mailto:contact@thehotelconnection.com.au).



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Contact **Brendan Grant**  
T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or [apply online now!](#)

#### Retail/Corporate Travel Consultant - Sydney City

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- Global travel company with fantastic career progression

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Contact **Brendan Grant** T: 03 96021809 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or [apply online now!](#)

#### Leading Travel Management Company

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#### Business Relationship Manager NSW/ACT

- Well known brand
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Our client is a well respected, established and growing company looking for an exceptional Sales professional to come on board and grow the revenue in NSW and ACT. If you are currently in a BDM, BDE or Sales Representative role within travel wholesale company - we would love to hear from you! The role will see you working closely with all distribution channels to meet and exceed sales targets. You will be identifying and winning new business as well as account managing existing clients. You will be responsible for strategic planning including building account plans. Required skills include on the road experience in selling to retail travel network, history of meeting and exceeding sales target in retail travel industry. Attractive salary package, bonus system and other benefits are on offer for the right candidate.

Contact **Anna Wachowiak** T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or [apply online now!](#)

#### Business Development Manager 2 x NSW, 1 x ACT

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Contact **Anna Wachowiak** T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or [apply online now!](#)

#### Retail Travel Consultant - Sydney

- Sabre knowledge
- Solid retail travel experience

On behalf of our client - a well known travel agency - we are currently looking for a Senior Retail Travel Consultant to join their growing team in Sydney CBD. The right person will enjoy the range of **benefits** including travel perks, relaxed and friendly atmosphere and lots of variety. Your **duties** will include consulting over the phone and email, selling travel arrangements to all corners of the world whilst delivering best customer service experience. **Skills** required: solid experience in retail travel, strong product and airfare knowledge, Sabre trained, computer savvy, sales driven and ability to work under pressure in fast paced environment.

Contact **Anna Wachowiak** T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or [apply online now!](#)

#### Senior Retail Consultant – Sydney Inner Central West \$50K

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