

travelbulletin

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...at the edge

DON'T MISS...



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**I FEEL
SLOVENIA**

DISCOVER THE DRAGON WITHIN: THE SLOVENIAN INCOMING WORKSHOP 2015

#ifeelsLOVEria 7th - 9th May, Ljubljana

The Slovenian Incoming Workshop (SIW) is the country's largest annual travel trade event, allowing the tourism industry's leading specialists and providers to come together and seek out new business opportunities.

The key theme for this year's SIW will be changing trends in shopping tourism, with the event itself being held in Slovenia's scenic capital, Ljubljana.

The three-day business event will be complemented by a programme of familiarisation trips allowing guests the opportunity to explore the only country in Europe where the Alps, the Mediterranean and the Pannonian Plain are all just a short distance away.

A fantastic opportunity to network with industry experts whilst discovering Europe's hidden gem, Slovenia.

We look forward to welcoming you to Slovenia in May!

SIW 2015

Slovenian Incoming Workshop

www.slovenia.info/siw

BTC CITY



www.slovenia.info
siw2015@spiritslovenia.si



GRUMETI GROUP...
Tsessabe recently hosted two back-to-back fam trips to East Africa for agents, taking in the destinations of Tanzania, Zanzibar and Kenya. Pictured in Tanzania at the Grumeti Migration Camp are, from the left: Will Hawkings-Byass, Tsessabe; Bijal Modasia, Grumeti Migration Camp; Eileen Allen, Cresta World Travel; Andre Migliana, GoHop.ie; Alison Franklin, Odyssey World; Tessa Bott, Tsessabe; Zuzana Vyskocilova, Safarihub; Daryl Hamlett, Travelabout; Sandra Tuck, Chandelle Travel; Robert Burgess, Hayes and Jarvis; and Anita Kuypers, Across the Globe.

FCO encourages couples to 'Know Before They Go' ahead of tomorrow's Valentine's Day

WHETHER FOR a romantic city break abroad or a longer winter break to catch some sun, the Foreign & Commonwealth Office (FCO) is sending out a timely reminder to British nationals to be prepared before they set off on a holiday abroad this Valentine's Day.

As well as the essentials such as making sure passports and travel documents are valid and up to date, knowing the local laws and customs of the destination will help to ensure that a romantic getaway is as stress-free as possible.

Examples given include in Cuba's Havana it is considered rude not to greet men with a handshake and woman with a kiss on the cheek, and there is also an expectation for same sex couples to show restraint when it comes to public displays of affection; in France, attaching a 'lock of love' to bridges in Paris is a form of vandalism, and Chrysanthemums are associated with death

and not romance; in Venice, eating and drinking is not permitted in Piazza San Marco and nearby areas unless using bars and restaurants, and feeding the pigeons is against the law; and in Cancun, Mexico pedestrians have the right of way but drivers often ignore the law.

The FCO's head of consular campaigns, John Heppenstall, said: "Getting swept up in the excitement is part of the fun of jetting off overseas but it's important to do your research and keep your wits about you during your holiday. Always take out comprehensive travel insurance and if you're travelling in Europe take your free European Health Insurance Card too. Check your passport is valid and that you have any necessary visas before you go. And of course when you're away, keep your passport and other valuables safe."

For further information visit www.gov.uk/knowbeforeyougo

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Atlasjet updates brand in line with expansion plans

WITH ITS aim fixed on enlarging its fleet and increasing its global strength, Atlasjet has made the decision to begin with a change of corporate identity to move forward as AtlasGlobal.

The company is undergoing a huge

transformation - from its logo to the appearance of its planes; from its corporate identity to its vision and goals. Chairman of the board of AtlasGlobal Airlines, Murat Ersoy, said: "We started this adventure with two aircraft and now we continue with a global fleet

of 22 aircraft. Our growth strategy focuses not just on Turkey but on other regions. That is why we have decided to move forward as the AtlasGlobal brand." As part of the new corporate identity the website address has changed to www.atlasglb.com

AMResorts adds new five-star Cancun property to Zoëtry brand

AMRESORTS HAS opened Zoëtry Villa Rolandi Isla Mujeres Cancun – the newest addition to the Zoëtry brand.

Located in the southern zone of the island of Isla Mujeres, Zoëtry Villa Rolandi Isla Mujeres Cancun is an intimate beachfront escape of 35 oceanfront suites.

The five-star resort features a restaurant serving high-end SwissNorthern Italian fare; a variety of watersports and sailing experiences that depart from the resort's private dock; thalassotherapy as well as an outdoor seawater Jacuzzi; and luxury accommodation, most of which offer a Jacuzzi on the balcony, fine linens and a therapeutic shower.

Guests are also offered access to personalised, private deluxe yacht transfers from Cancun to the resort (subject to weather conditions); unlimited worldwide calls and concierge service; daily breakfast, lunch and dinner gourmet dining options with an assortment of organic food and beverage selection, complimentary cocktails and specialty beverages from a variety of domestic and international brands and spirits; Bvlgari bath amenities; twice daily refreshed mini-bar; maid service three times daily; complimentary 24-hour laundry service; and complimentary green fees at the nearby Playa Mujeres Golf Club.

For more information visit www.amresorts.com



Zoëtry Villa Rolandi Isla Mujeres Cancun

BRIGHT ADDITION

...Silversea Cruises is the latest company to join Bright (Bringing Real Information and Guaranteed High Quality Training). Pictured with Bright's chairman, Hisham Mahmood, is the line's head of sales UK & Ireland, Priti Mehta.

MOVERS

- HOLIDAY EXTRAS has promoted Matthew Pack to group CEO and has announced that Simon Hagger (CEO of the Shortbreaks division) and Cathy Beare (who has been group CFO since 2009) have joined the UK distribution executive team. The company has also appointed Ashley Close to the newly created role of insurance partnerships lead.
- KANIKA HOTELS & Resorts has appointed Darren Eade as sales manager UK.
- SUPERBREAK HAS appointed Sue Jarvis as finance director.
- ALITALIA HAS appointed Matteo Mancinelli as general counsel of the company, in charge of legal and corporate affairs; Paolo Dionisi as vice president international and public affairs; and Clemente Senni as vice president corporate affairs. John Shepley has also joined the company's management team as chief planning and strategy officer.

Almost 45% of travel & transport employees not happy in their jobs

MORE THAN a third of the travel and transport workforce are considering moving jobs this year, according to research by Investors in People (IIP).

In its annual Jobs Exodus survey tracking employee sentiment, IIP found that 44% of people in the industry are not happy in their current roles, and is warning British businesses they need to invest in their people or face a potential exodus of talented staff.

Not feeling valued as a member of staff is the most important factor in

determining perception of current employment (64%), over pay (50%) and poor management (43%). In addition, job satisfaction and desire for a larger salary are the main drivers behind people looking for new jobs in transport, cited by 59% and 67% of respondents respectively.

The report found that there has been a very slight increase in the number of people that think the jobs market has improved in the past year, from 26% in 2014 to 27% in the most recent survey.

The company's head, Paul Devoy, said: "This latest report highlights an increasingly fluid employment market. As the UK economy warms up, staff are thinking about where their career is headed and are aware of the opportunities out there. The research should be a stark wake up call to many businesses. These companies must work hard to retain the staff they have and also put the effort into attracting top quality talent from elsewhere."



FOUR-LADELPHIA

...A delegation from Philadelphia took over Benjamin Franklin House in London for a trade reception to officially launch the new Discover Philadelphia Visitors Guide, produced in conjunction with National Geographic, and to promote the PHL code for the airport and the train station that serves the Boston-Washington DC East Coast corridor. Pictured are, from the left: Greg Evans and Brian Said of the PHL Convention & Visitors Bureau; Gerry Boyle of Brand USA and Phil Newcombe of Bon Voyage Travel. It was noted that PHL should not be confused with DHL, although both deliver...

Cruise for free throughout Europe in April with Avalon Waterways

AVALON WATERWAYS is offering free places on a wide range of river cruises throughout Europe for departures in April.

Based on two people travelling, one adult pays and the second cruises for free on bookings made before March 28. The 'free cruise place' offer for the second person includes full board deluxe accommodation with complimentary wines or beers served with dinner, bed-and-breakfast hotel accommodation, airport transfers, a private home pick up service, on-board gratuities and guided excursions (flights/European rail travel are extra).

The range of river cruises includes the popular 11-day Burgundy & Provence (Cote d'Azur to Paris or reverse itinerary), which leads in at £2,539 per person; the nine-day

Austrian Highlights & Bavaria (from Vienna to Munich or reverse itinerary) from £2,086; the 12-day Capitals of Central Europe (Budapest to Prague) from £2,542; and the 14-day 'Blue Danube to the Black Sea' (Vienna to Bucharest – reverse itinerary available) from £3,389.

Meanwhile, there is still time for agents to take advantage of the company's booking incentive of £25 Love2Shop vouchers per person on any booking made before February 28, with a maximum of £200 per booking.

To claim the vouchers, agents should email agency-sales@avaloncruises.co.uk with the booking reference, their contact details and ABTA number. All claims need to be made by March 14 and the offer applies to new bookings made within the booking period.

Newsbites

- **AGENTS CAN** now directly book Nanuku Auberge Resort Fiji accommodation across a choice of four Global Distribution Systems (GDS). The resort has also extended a 'stay five nights – pay only four' special accommodation offer for travel until April 19. Prices lead in at \$1,746 per person based on two sharing on a five-night stay in one of the resort's Vunikau Suites. The deal includes two complimentary half-hour massage treatments and a free room upgrade and is valid for sale until March 30.
For details see www.nanukufiji.com
- **THE STAFFORD** London has launched its Churchill – A commemoration at The Stafford London package to mark 50 years since the death of Sir Winston Churchill. It offers guests the chance to stay at the 18th century property, thought to have been one of Churchill's favourite establishments, as well as enjoying entry to the Churchill War Rooms. Guests will also receive a bottle of Pol Roger Brut Vintage 2004, a style of Champagne that Churchill himself drank. It is available from £550, for a one-night stay, based on two people sharing a Classic Queen room, for stays up to December 31.
For details call 020-7493 0111 or visit www.thestaffordlondon.com
- A **RECENT** report by Club Med has found that almost half of all Brits (46%) who have booked a ski holiday will be travelling with their family. Therefore, to help families planning a last minute ski break this half-term or later during the Easter holidays, Airport Parking and Hotels has created a comprehensive guide highlighting the ski school facilities at Europe's best ski resorts. This is available in the Know Before You Go section of the APH website at www.aph.com/skischools
- **ECCLESTON SQUARE** Hotel has launched its agent-friendly GDS winter promotion earning agents 10% booking commission and guests an exclusive GDS-only discounted rate. Located on the border of Belgravia, the hotel's guestrooms offer use of an iPad 2; 3D Panasonic screens and 3D eyewear; a library of complimentary 3D movies; SKYTV; free London landline calls and international calls at VoIP rates; Evian mineral water; Nespresso coffee machine; 24-hour tea service; and L'Occitane essential oils & pillow mist. Rates start at £145 plus VAT and the offer is available to book from now until March 31. The rate code is HOTSALe.
- **CARNIVAL CRUISE** Lines has announced an extension to its WAVE campaign named The Real Deal campaign – with offers now available until February 28 including competitive pricing, onboard credit and category upgrades. The company is also offering an incentive for agents making bookings by February 28, with the chance to join the Carnival team for a night of fun at Kensington Roof Gardens on March 14 to watch the comedy show, 'Laughing the Roof Off', with 50 tickets up for grabs. Agents will also be treated to dinner at Sticky Fingers, Kensington, as well as club entry following the show, and accommodation in London that night.

Red Funnel announces more sailings on the back of a record year

RED FUNNEL Isle of Wight Ferries has confirmed that 2014 was a record year for the company in terms of the number of vehicles carried. Assisted by growth in the total cross-Solent ferry market of 0.7% for passengers and 1.5% for cars, the company saw a 3.7% increase in customers using its West Cowes Red Jet route and carried 7.8% more passengers, 9.7% more cars, 10.8% more coaches and 9.6% more freight vehicles on its Southampton-East Cowes service.

In cross-Solent market share terms, the company increased its share of the car market to a record 39.7% (36.8% PY) and its total passenger share to 38.5% (36.4% PY).

Following the increased demand, the company has announced that from March 27 it will add two additional return sailings to its Southampton-East Cowes service.

A new early morning, week day sailing will depart at 02:40 from Southampton (and 04:05 from East Cowes) to provide additional freight capacity. The second new sailing, designed primarily for the growing number of short break and weekend visitors from London is on Friday evenings only, leaving Southampton at 20:10 and 21:40 from East Cowes. There will also be a slight re-timing of some other sailings.

The new timetable is open for reservations and prices can be secured with a deposit of £25 if booking more than 30 days in advance.

For further information visit www.redfunnel.co.uk



A FARE DEAL...

Pictured marking the launch of the 'London Spezial' German rail fare – from 59 euros to any German city – are, from the left: Jeanette Schuchmann, German National Tourist Office; Marcel Noe, Deutsche Bahn UK; Dr. Andreas Prothmann, German Embassy; and Philip Byrne, Four Marketing & Media.

Debut nine-day Taiwan tour from Intrepid Travel

INTREPID TRAVEL has introduced Taiwan to its Asia programme for 2015.

The nine-day Classic Taiwan trip will allow travellers to discover the country's natural landscapes, thriving cities and rich history.

It begins in Taiwan's capital, home to four million people, where the group can explore the city streets, sample local cuisine, relax in hot springs and take in the view from the 89th floor of the Taipei 101 Observation Deck.

From there, travellers will have the chance to learn the art of traditional papermaking at Sun Moon Lake, get a taste for rural life

at Cingjing Farm and hike through the marble canyons of the Shakadang Trail.

Travelling north to Yilan, the itinerary then takes guests to the Yilan Whisky Distillery, followed by making candied fruits at the Candied Fruit Museum and sampling street food at the Luodong night markets.

Michael Edwards, the operator's regional director UK & Europe, said: "Taiwan has built a reputation for its manufacturing and technological prowess – but travellers on our new tour will discover there is far more to it."

"Our trip takes visitors off the beaten track to discover

Taiwan's diverse cultural heritage, stunning scenery and world class hot springs.

"It's also an undiscovered mecca for foodies, from delicious traditional street food to haute cuisine hotspots."

The break costs from £1,480 per person, including accommodation in small, authentic hotels and guesthouses; transport; most meals; and a local guide.

Departures are available from March through to October and group sizes are a maximum of 16.

For further information or to make a booking see www.intrepidtravel.com/cjkn or call 0808-274 5111.

Regent Holidays adds new Albania, Balkans, Baltics and Russian tours

REGENT HOLIDAYS has launched its 2015 Russia and Alternative Europe featuring a combination of tailor-made and escorted small group tours, river cruising and rail journeys in destinations including Albania, the Balkan and Baltic States, Turkey, Hungary, Czech Republic, Poland, Belarus, Moldova, Ukraine and Russia.

New additions include Southern Albania, a tailor-made, eight-day tour with a private guide and driver which uses the gateway of Corfu to access the highlights of south and central Albania, including visits to the UNESCO sites of ancient Butrint, Gjirokastra and Apollonia Archaeological museum. Prices lead in at £1,355 per person.

Also new is a 14-day Discover Eastern Balkans guided tour with a private guide and driver through Albania, Northern Greece and Macedonia. Guests will visit some of the

most important historical sites in the region, from ancient classical sites to Byzantine churches, elegant mosques and vibrant bazaars, with tour prices from £3,350 per person.

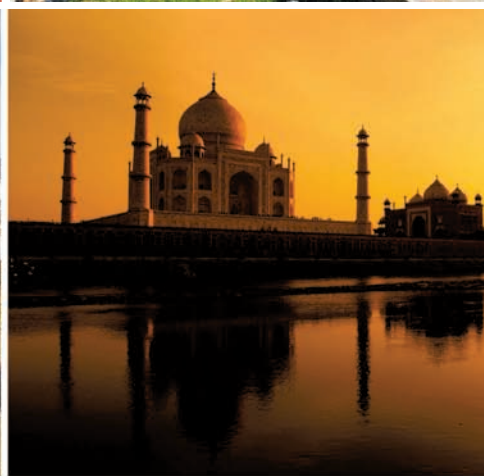
A Highlights of Montenegro option is the operator's first exclusive small group tour to Montenegro. The eight-day tour brings together the best of Montenegro's natural wonders, from the peaks of Durmitor National Park to the beaches of the Adriatic, with prices leading in at £1,610.

Other new itineraries include an eight-day Historical Baltic option from £1,795 per person; an 11-day Russia's Autonomous Republics itinerary from £2,995; and a ten-day Highlights of Southern Russia option from £2,745.

To book or for further information call 020-7666 1244 or visit www.regent-holidays.co.uk



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Virgin Hotels welcomes Virgin Atlantic Flying Club members

VIRGIN HOTELS has teamed up with its sister company, Virgin Atlantic, to provide more benefits to its Flying Club loyalty programme members.

The hotel group, which opened its first property in Chicago last month, will reward all Virgin Atlantic Flying Club members with 1,000 miles per stay, plus a special introductory offer of double bonus miles for stays up to April 30. Flying Club members based in the UK will qualify for bonus miles until July 31.

In addition, Flying Club Gold

members will receive complimentary breakfast and a room upgrade, based on availability, while Silver members will also enjoy an upgrade.

The group's vice president of sales and marketing, Doug Carrillo, said: "We're excited to roll out the red carpet for Virgin Atlantic's Flying Club members, adding another outstanding component to the Virgin travel experience. Members should feel right at home with the subtle nods to the brand's British roots, pied à terre style rooms - or Chambers as we call them,

and of course The Commons Club, the hotel's dynamic social hub. We look forward to the day when we can announce a UK property, a location we're actively pursuing."

The company also continues to explore properties in cities such as Boston, Dallas, Los Angeles, Miami, Austin, Seattle, San Francisco and Washington DC - locations where it is pursuing hotel and office conversions and ground-up development.

For further information see www.virginhotels.com

'Walking the Nile' series culminated in Egypt

CHANNEL FOUR'S four-part series, 'Walking the Nile' followed explorer Levison Wood as he took on a mammoth nine-month walk, 4,250 miles along the River Nile through six countries.

Covering landscapes as diverse as rainforests, deserts, cities and war zones Levison's final programme saw him arriving in the last country of his journey, Egypt, following the Nile from Abu Simbel to Cairo, visiting Lake Aswan, Luxor, Nag Hammadi and Asyut along the way.

Viewers saw Levison at the temple of Abu Simbel, fascinated by the feat of modern engineering, which saw the

whole structure that was carved into 10,000 blocks, dismantled and reassembled 65m higher elsewhere to prevent it being submerged during the construction of the Aswan Dam. Levison also visited the ancient temple of Karnak and the Avenue of Sphinxes in Luxor, experienced the hustle and bustle of Cairo and marvelled at the Great Pyramids and Nag Hammadi, sacred home to millions of Egypt's Coptic Christians.

Discover Egypt is offering a number of tailor-made tours and Nile cruises that can take travellers to see the sights of ancient Egypt, albeit in a little more

comfort than Levison Wood's journey.

The company is currently offering discounts of up to £200 off a ten-night 'Classic Egypt' package that includes a seven-night Nile cruise on the five-star deluxe Royal Viking, followed by three nights at the Le Meridien Pyramids Hotel in Cairo. Prices lead in at £1,199 per person (including the discount) for departures this year and include flights from Heathrow, seven nights' full board cruise, ten guided excursions, three nights' breakfast accommodation in Cairo and all transfers in Egypt.

For more information call 020-7407 2111 or visit www.discoveregypt.co.uk

Booking incentives

- **AGENTS CAN** earn more with Moneycard and Funway Holidays this month. The operator has extended its incentive for agents to earn up to £110 per booking when the package holiday includes Hard Rock AIC. Throughout this month, any package bookings that include Sandals Barbados will also earn agents a £10 reward, while agents will also be entered into a prize draw to win one of ten £100 prizes when making a booking this month that includes Virgin Atlantic flights, and travelling to Barbados, St Lucia, Grenada or Antigua.
For details see www.funway4agents.co.uk

- **G ADVENTURES** has launched its Über Massive Incentive (UMI) campaign, with up to £50,000 in prizes available, including trips with up to seven friends for bookings made by March 31. For each traveller booked, agents receive one entry into the draw, and six random prize winners will be drawn by March 31. In addition, the three top sellers will be rewarded with the trip of their choice from the prize list at the end of the campaign period. Agents must have an individual login for bookings to count towards the draw.
For details see www.gadventures.com/umi

- **YOUR CAR Hire** is offering agents the chance to earn a £40 gift card from Vue Cinemas. Agents making two or more bookings this month (including the company's SDEW) will qualify for one entry into the prize draw.
For details email info@your-carhire.com or call 020-8680 8206.

- **AZAMARA CLUB Cruises** is offering agents the chance to win one of nine trips across the globe, including both UK short breaks and longer haul escapes. Each trip will include one of the line's immersive AzAmazing Evenings which showcases the best of local culture through dance, music, theatre and cuisine. All agents making a booking for the Azamara WAVE campaign, running until February 28, will be eligible for the prize draw. The company is also offering a range of adrenalin-fuelled UK experiences to enable more agents the chance to win. Prizes include an Aston Martin driving experience; hot-air ballooning; white-water rafting and a tour of an English vineyard with wine tasting.
For details see www.cruisingpower.co.uk

- **MSC CRUISES** is celebrating its fly/cruise offering by giving agents the chance to win a range of airborne experiences. For every fly/cruise booking made, agents will qualify for one of four prizes: a Champagne hot-air balloon ride over London for two; a helicopter sightseeing tour of London for two; an aerobatic stunt flying experience and a wing-walking session. The promotion runs until March 5 and agents can enter by emailing their name, agency details and booking reference to competition@msccruises.co.uk marking the entry 'Come Fly With Me'.

- **CRUISE AND Maritime Voyages (CMV)** is offering prizes to agents, including a Norwegian Fjords cruise for two in June when they make a booking by the end of this month. Agents can send the booking reference, passenger lead name, branch and ABTA number to agents@cruiseandmaritime.com. Other prizes include two tickets to the 'X Factor' live show at the O2 Arena on March 20 with a private dinner at The Plateau in Canary Wharf and an invitation to the Magellan launch on March 12.
For details see www.cruiseandmaritime.com or call 0844-414 6140.

FANCY A FAM?

- **SCOTLAND'S GOLF Coast**, which offers 22 golf courses along 30 miles of East Lothian coastline, will be hosting a fam trip the week of April 13. To enquire about participating in the fam, contact Ginny Lawson PR on 07703479456 or email ginny@ginnylawsonpr.com
- **INSIDER JOURNEYS** is giving agents the chance to win a fam trip to Indochina when they book from the operator's Small Group Journey, Asia river cruise or tailor-made itineraries to Vietnam, Cambodia or Laos for a minimum of ten nights by February 28. Additional entries will be accepted for international flight bookings with Vietnam Airlines and agents are also being rewarded with a £20 Love2Shop voucher per passenger for every booking made.

staffreview

Travel Bulletin's **Lauretta Wright** took a trip to Bern in Switzerland flying with **SkyWork Airlines** from London Southend Airport. Here's her thoughts on the airline...

First impressions10/10

I wasn't familiar with SkyWork before the trip, but when I found out there was a 20-30-minute check-in - meaning a longer lie-in before my morning flight and no lengthy airport wait (as nice as London Southend Airport is), I was already impressed - and that was before I'd seen the aircraft - a Dornier 328-110 offering 31 seats and a modern interior.

Comfort10/10

Featuring leather seats plus free drinks and a snack - I knew the 1hr 45-min flight ahead was going to be comfortable. It actually felt more like I was flying on a private jet. I made a silent vow to myself that if I ever visit Bern with the family for a holiday, I will definitely opt to fly from London Southend with SkyWork.

Quality10/10

Top marks for going above and beyond what I expected. We were handed iPads for the duration of the flight to keep us entertained with games, books, news etc.

Affordability9/10

One-way fares from London Southend to Bern start from £71 including free drinks, a snack and up to 32kg baggage allowance. Having experienced the carrier's flight and services, the fares offer superb value for money.

Service10/10

Service was efficient and always with a smile - both at the airport at check-in and during the flight.

Good to know

The carrier commenced services from London Southend to Bern in October last year and flies from Bern to 18 European destinations. For more information visit www.flyskywork.com

Overall scoring:



If you'd like to take part and receive a £10 M&S voucher please email jill.sayles@travelbulletin.co.uk or call 020-7834 6661 with your name and contact details.



...has announced that it will increase flights to Reykjavik from Gatwick from June 6, with the addition of a Saturday flight. The additional flight is part of the carrier's 17% capacity growth from the UK in 2015, which includes the launch of a twice-weekly service from Birmingham earlier this month. For details see www.icelandair.co.uk

New brand revealed for Condor Ferries

CONDOR FERRIES has unveiled a new look for the company, with a complete refresh of the company identity.

With the introduction of Condor Liberation - Condor's new state-of-the-art fast ferry - and a new ten-year licence to serve the Channel Islands in place, the company is looking ahead to the future and recognises this is the ideal time to refresh the look and feel of the brand.

Three new colours are at the core of the new company identity - dark blue, pink and gold, representing more of a leisure and holiday outlook. The ribbons - which were a distinctive feature in the ship's livery before - have evolved and will be used on ship hulls as well as on new branding throughout the rest of the company, including the new logo.

The new brand has already been introduced with a new website at condorferries.com, and will be rolled out across the rest of the company in the coming weeks as all aspects are updated, from port offices and signage, as well as marketing materials including advertising, staff uniforms and the interiors on all ships.

Condor Liberation will lead the fleet and will be kitted out in the new brand in time for her launch in late March.

One key part of the new brand will be the updated uniforms; designed to provide staff with both style and comfort, the smart grey suits will be offset with flashes of pink, with pink neck scarves and ties. The new uniform design, which was developed in close cooperation with crew and staff, will be worn by all crew and port staff from the end of March.

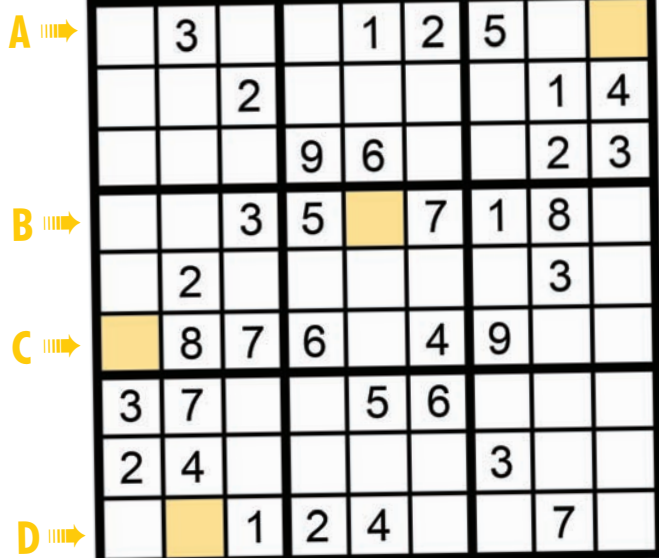


Condor Ferries' staff James Wyndman and Sam Potts in the new brand uniform

Su Doku

Win a £50 M&S voucher in the [Travelbulletin](#) Su Doku prize puzzle

Number: 006



Fill in all the squares in the grid so that each row, column and each of the 3 x 3 squares contains the digits 1-9.

Once you have completed the puzzle, simply identify the numbers that relate to the letters, A, B, C and D then e-mail the solution, with your name, company name, and full postal address plus phone and ABTA number if applicable to:

competition@travelbulletin.co.uk

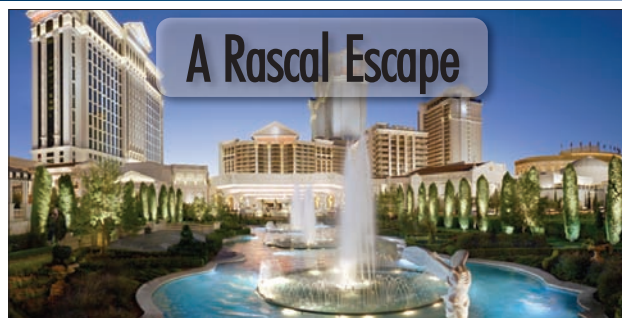
Closing date for entries is Thursday, February 19th. Solution and new puzzle will appear next week.

The winner for 30th January is Sarah Hillard, Bath Travel in Southampton.

January 30 Solution: A=9 B=7 C=2 D=6

Travagrams

Can you solve the following anagrams to decipher the destination & tour operator?



Las Vegas' newest nightclub Omnia will open here in March



This forest adventure company will open a City Park Adventure in Spring this year

Where Am I?



Port-au-Prince is my capital

Crossword



Fill in the crossword to reveal the mystery location highlighted by the green squares.

Across

1. Family owned ultra-luxury cruise company (9)
6. Popular Majorca resort (7)
8. Greek island, birthplace of Hippocrates (3)
9. Harald V is king of this country (6)
10. Capital of Samoa (4)
13. Vientiane is the capital (4)
14. Independent tour operator, sounds universal (6)
17. Guernsey Channel Isles airport code (3)
19. Home of Disneyland (7)
20. Idyllic holiday island in the Indian Ocean (9)

Down

1. Woolly Aardman character heading for the city at a cinema near you (5)
2. Resort on the Swiss side of Lake Maggiore (7)
3. Flows through Perth in Western Australia (4)
4. Ankara airport code (3)
5. First name of Russian dancer who won the 2014 Strictly glitterball trophy (5)
7. Saltwater lake on the border between Israel and Jordan, ___ Sea (4)
11. This ancient site near Naples is a popular tourist attraction (7)
12. Des Moines is the state capital (4)
13. Operator offering specialist battlefields tours (5)
15. Greek island in the Aegean Sea (5)
16. City hosting the first European Games this year (4)
18. Located between England and Ireland initially, sounds masculine (3)

For the solution to the Crossword, Where Am I? and Travagrams, please see page 22



SANDALS

...is offering seven nights at its latest property in Barbados, with prices starting from £1,489 per person, excluding flights. It includes Luxury Included (all-inclusive) accommodation in a Caribbean Deluxe Room and resort transfers, and is valid for travel from September 25 to October 22. For more information visit www.sellingsandals.co.uk or call 020-7590 0210.

Half-term fun at the National Marine Aquarium

THE NATIONAL Marine Aquarium in Plymouth will be welcoming Captain Barnacles from Cbeebies' hit show Octonauts for some half-term fun this month.

On February 18 and 19, Captain Barnacles will be embarking on a new super hero adventure - to share his enthusiasm and knowledge of marine creatures with Aquarium-goers. Visitors will get the chance to meet him from 11:00 - 15:00 outside the National Marine Aquarium, while he is in town ahead of the Octonauts live tour - Octonauts and the Deep Sea Volcano Adventure - at the Plymouth Pavilions in March.

Throughout half-term, the attraction will also offer a week of activities dedicated to finding out more about the slippery stuff - slime, with workshops hosted on a daily basis.

For details see www.plymouthpavilions.com



MODEL MATES

...A Flybe plane was brought to life in LEGO bricks at Southampton Airport last month. Bright Bricks, a UK-based professional LEGO building company, in collaboration with Hampshire Cultural Trust's Milestones Living History Museum and Southampton Airport, used more than 15,000 bricks to build a model of Flybe's Bombardier Dash 8 Q400 aircraft in the airport's passenger terminal. The airplane model was built at 1:20 scale, measuring approximately 1.8m long, with a wingspan of 1.4m. The build marks the start of Hampshire Cultural Trust's latest exhibition, 'Bricks in Motion: The history of transport in LEGO bricks', which takes place between February 25 and April 26 at Milestones Museum, Basingstoke. Pictured showcasing the new exhibit with the airline's cabin crew are, from the left: (front row) Louise Mackay, Milestones Museum, Hampshire Cultural Trust; Ed Diment, Bright Bricks; Janet Owen, Hampshire Cultural Trust; and Paul Willoughby, Flybe. For details see www.hampshireculturaltrust.org.uk

16-night Anthem of the Seas sailing with Royal Caribbean

ANTHEM OF the Seas, Royal Caribbean's state-of-the-art smartship, is sailing a 16-night Mediterranean 'Cities of Distinction' cruise where guests can enjoy selected beers, wines and soft drinks included in the price of the voyage, plus up to \$400 spending money for use on-board.

Prices start from 2,509 euros for a

sailing from Southampton visiting Gibraltar, Barcelona, Nice, Rome, Florence/Pisa, Provence, Malaga, Seville and Lisbon, based on a May 6 departure. It includes flights and transfers from Dublin and is available for bookings made by February 28.

For more information call 0844-493 2061 or visit www.royalcaribbean.co.uk



BIG (APPLE) DEAL

... Jet2.com and Jet2holidays have launched their biggest choice of New York breaks for winter. A total of 19 trips are available from five UK airports, with additional flights being made available from Glasgow, Leeds and Newcastle due to demand. Pictured marking the new deals are cabin crew members, Rebecca McCann (left) and Katie Atkinson. For details call 0800-408 5587.

Planet launches 2015/16 wedding brochure

PLANET HOLIDAYS has launched its 140-page wedding brochure, expanding on its popular destination weddings in Cyprus, Greece, Malta, Gozo and Portugal's Algarve. Highlights of the new brochure include new destinations such as the Alentejo region in Portugal, Italy, Madeira, Romania and Azores; a wider choice of unusual venues, such as the ancient theatre of Milos and the wooden Thalassitira sailing boat in Milos; gay weddings in Portugal (not just civil partnerships); a new section for Cyprus weddings (Characters Venues); more beach weddings throughout all destinations; and an expanded number of venues in The Algarve, Cyprus, Greece and Malta. For more information or to book call 01438-841270 or visit www.planetweddings.co.uk (Weddings & Honeymoons feature - page 16)

Cosmos Tours & Cruises expands choice of Germany tours

COSMOS TOURS & Cruises has expanded its choice of tours in Germany as demand for its popular 'Highlights of Germany' tour continues to exceed targets.

Newly introduced are two shorter classic tours; the six-day 'Germany's Fairytale Castles & Romantic Road' and the five-day tour of 'Berlin, Colditz, Meissen & Dresden'. Both are based on twin-centre stays with a range of

included excursions.

Customers can discover the romantic castles of Germany such as the Residenz Wurzburg with its Baroque architecture, the medieval city of Rothenburg and so called 'Romantic Road' with visits to Augsburg, Neuschwanstein, and Hohenschwangau. Prices lead in at £815 per person including flights, five nights' half-board accommodation and transfers.

The tour of German cities includes an escorted excursion of Berlin's Checkpoint Charlie, Brandenburg Gate, the Reichstag and the remains of the Berlin Wall. Also included is a visit to the famous landmark castle of Colditz before spending two nights in Dresden to take in the architecture and the famous art treasures of the city. Prices start from £709 including flights, four nights' breakfast accommodation and transfers.

Vietnam

and Beyond

Win £200 credit on your T2 Rewards Card!

Win 1 of 5 £100 prizes to be added directly to your T2 Rewards card. Simply make a qualifying booking consisting of flights to Indochina and a minimum of 5 nights ground arrangements with EXO Travel between 1st - 28th February. All EXO Travel bookings confirmed between 1 - 28th Feb 15 are worth double T2 rewards points.

8 DAY LAOS AT A GLANCE

VIENTIANE, LUANG PRABANG, KUANG SI WATERFALLS, PAK OU CAVES

Includes:

- Return flights
- 7 nights accommodation
- Various meals & selected sightseeing
- All transfers

From

£1,539 PP

Valid for travel: 01 May - 15 Jun 15
Book by: 28 Feb 15

14 DAY CAMBODIA & VIETNAM EXPLORER

PHNOM PENH, SIEM REAP, HO CHI MINH, MEKONG DELTA, HUE, HOI AN, HANOI, HALONG BAY

Includes:

- Return flights
- 13 nights accommodation
- Various meals & selected sightseeing
- All transfers

From

£2,299 PP

Valid for travel: 01 May - 20 Jun 15
Book by: 28 Feb 15

Trevor Davis

Director & Co-founder of 3FOR Limited



At home

What's your favourite household gadget?

My Bose portable sound-dock.

What are your favourite TV programmes?

Peaky Blinders/Boardwalk Empire & Carry on Films.

Who does the cooking?

Mandy (most of the time) and me, the rest of the time.

What's a typical weekend for you like?

Keeping on top of the garden, football (if the mighty Crystal Palace are playing 'up north'), Sunday walk and relaxing with my family.

What's your guilty pleasure?

Good beer, mini cheddars and white chocolate (not necessarily together).

What do you do to relax?

Relax? What's that?

What music do you listen to?

Soul Music – old & new (big fan of 70's disco).

What's your favourite movie?

Home Alone (the first one).

What's been your latest DIY project?

Too many to mention as almost every weekend something needs repairing!

At work

What other companies have you previously worked for?

Barrhead Travel, Thomas Cook/The Co-operative Travel, The Travelworld Group, ILG.

If you could change one thing in the industry what would it be?

That people followed through on their commitments – and called back!

What personal item do you have on your desk at work?

A Crystal Palace FC paperweight and a 'Mr Happy' children's book.

What's the best thing about your job?

The people and the variation – no two days are the same.

What's a typical day like?

08:00-18:30 - non-stop with lots of green tea.

What's your favourite travel app?

Scrabble.

Who has been your inspiration in the travel industry?

Can I name five? (I've been around a long time!) – Hugh Morgan, David Elstob, Mike Greenacre, Harry Goodman & Mike Prior.

What was the last email you received?

Asking if I have PPI!

“ I'd ban permanent tattoos and design them to fade away after three months instead ”

At play

Where would you most like to visit and why?

A journey up (or down) the Yangtze River – for the culture, the food and the people.

What are your hobbies?

Gardening, walking, supporting Crystal Palace FC and England RFC.

If you could invent a new law, what would it be?

Ban permanent tattoos – design them to fade away after three months. There's an awful lot of people who will have massive regrets once they pass 50.

Do you use social media for work and play?

Yes – mostly Twitter, but I'm working on understanding Facebook better.

What is your best quality?

I think I am a positive person (once this is printed no doubt everyone I know will tell me otherwise!).

What's your most embarrassing moment?

Making a (genuine) joke about a colleague in a business presentation ... it was not well received at all (lesson learned).

Do you have any nicknames?

T-Diddy (don't ask).



Industry Insight by..... Advantage



Colin O'Neill, business development director at Advantage, believes the future is bright...

With 2014 now well behind us, we are moving through the start of the year at some pace and although the sales landscape is a little patchy, I am feeling very optimistic about the future.

My optimism comes largely from the 'rub off' effect from a number of agents who are part of the organisation.

Whilst the media still loves to report on the death of the High Street, with accompanying images of boarded-up shops, we are seeing increasing pockets of High Street growth across the membership - more a case of healthy saplings rather than green shoots.

So what are these businesses doing to buck the seemingly unstoppable trend of decline? Well, it starts - and probably ends - with having the right attitude. It is all too easy to find reasons for something not working, but having the confidence and determination to decide it will work is critical.

However, having the right attitude in isolation is not enough and requires an appropriate plan to go with it. I use the word 'appropriate' quite specifically as all too often the activity fails because the plan was designed to fail from the start.

In my view, the key elements of an effective plan are:

- Having a clear idea of what you are trying to achieve - what does success look like?
- Are the goals that you are setting for the business realistic and actually achievable?

"All too often we fall into the trap of thinking that business plans need to be complex and elaborate which, of course, they can be, but above all they need to be within your ability to achieve"

- Concentrate on a few activities and do them well - what are the main things that will make the difference between success and failure?
- What do I and the other staff in business need to do to achieve the objectives?
- How are we going to measure progress and what are we going to do if things don't go as planned?
- How are we going to celebrate our success and communicate our achievements?

Now I fully expect that everyone reading this article will mark me down for 'stating the obvious' but I challenge you to look at plans that have gone wrong in your business or even current ones, and ask yourself whether or not they followed these simple rules.

All too often we fall into the trap of thinking that business plans need to be complex and elaborate which, of course, they can be, but above all they need to be within your ability to achieve.

Bringing the article full circle, the agents in the organisation who are bucking the trend share two common similarities: they have the right attitude in abundance, but they have also set themselves clear and realistic goals and are pointing the whole organisation in the right direction to achieve success.

The results speak for themselves in that they are the highest performers in the business, they are exceeding the targets set for them and they are expanding their universes so they must be doing something right.

The final common factor that they all share is their membership of Advantage Managed Services (AMS) but I will tell you more about that next month; until then, make sure that your business plan is fit for purpose.



weddings&honeymoons



Get your clients saying 'I do' on the 'islands of love' to offer a wedding to treasure

by the Seychelles Tourism Board

SEYCHELLES HAS long been dubbed 'the islands of love' - and it's easy to see why. Home to the unique Vallée de Mai, purported by many to be the site of the original Garden of Eden, it is little wonder that couples are inspired to take their vows in a setting that offers the epitome of romance.

Take your pick

Marriage and/or honeymoon packages are offered by several leading tour operators and hoteliers, all keen to ensure that your clients' wedding day or honeymoon will be unique and memorable. So it pays to do your research and find out what special offers are available and what new wedding venues are being introduced to entice your clients to set a date.

Beach weddings continue to remain a popular choice with Brits getting hitched in Seychelles, but there are plenty of other, more unusual settings that you can highlight. And once the wedding is over, the couple is in the ideal destination to continue with their honeymoon.

Little known gems include the island of La Digue where time seems to stand still and bicycles and ox-carts are common place. The beaches of Grand Anse and Source D'Argent are also ones not to be missed, along with the suggestion of a quiet stroll along the Vallée de Mai where the legendary Coco-de-mer nut grows high on ancient palms.

Alternatively, your clients might be keen to experience more unusual settings such as dining tête à tête, with

their feet in the sand on uncrowded beaches, or join in with dancing the moutia, the ancient dance of slaves, around a beach fire.

Value for money

Increasingly, Brits are looking for value for money when they get married abroad - and aside from offering a perfect backdrop for their wedding, tying the knot abroad is often chosen as a cheaper alternative to the UK. Agents should bear this

of choices from both hoteliers and operators. The destination also provides a large range of accommodation - from luxurious five-star hotels and secluded island getaways to the intimate Creole charm of the smaller hotels, Creole guest houses, self-catering establishments and a variety of catamarans offering cruises around the inner islands, some with a stay and sail option. The 'Seychelles Secrets' properties also provide for an affordable and personalised service.

Getting active

A wedding and honeymoon destination that offers 'out of this world' beaches and crystal clear sands are top of the wish-list for most couples.

Seychelles offers this and more.

No doubt your clients will be keen on exploring Seychelles - and what better way of doing this than suggesting a variety of activities. These range from sailing, snorkelling, diving and fishing, to discovering the islands' unique eco systems on mountain hikes and nature trails.

It's also worth getting your customers to venture off-the-beaten track by opting for experiences such as island-hopping to explore hidden gems. One thing's for sure - your clients will return with lasting memories to treasure in their new lives together. Finally, it's worth mentioning that no visas are required from the UK to the Seychelles, enabling agents to secure any last minute deals and bookings.



in mind when selling to their clients and, where possible, should capitalise on offering value added options to potential customers. Fortunately, this isn't difficult, and Seychelles offers a plethora



AMRESORTS

...is running a wedding incentive where agents can earn up to £500 in Love2Shop vouchers for each eligible wedding booking. The company is also running a 'Peaks' incentive, where agents can earn up to £100 in Love2Shop vouchers for each eligible booking. In order to claim the reward, agents must have completed the Master Agent course and logged their booking at www.amragents.co.uk

Olympic Holidays adds new destinations & venues to 2015 portfolio

OLYMPIC HOLIDAYS has introduced the Greek resort of Parga for wedding ceremonies this year.

The operator's weddings executive, Fanoulla Spyrou, said: "With its whitewashed, red-roofed houses and delightful harbour, Parga is one of the most attractive resorts on the Greek mainland. It nestles in a small bay with a backdrop of olive groves and its cobbled streets are filled with bougainvillea and aromatic jasmine. There are

also two golden sandy beaches nearby plus plentiful restaurants and bars."

Official civil ceremonies take place on weekdays at Parga Town Hall for 340 euros (around £250), and couples must be resident for seven days before the ceremony takes place. For an extra 500 euros (£375), the couple can stage a repeat ceremony later the same day or the following day, either in the grounds of the Venetian Parga Castle

or at Lichnos Beach.

As an example of prices, a 14-night, half-board stay at the four-star Parga Beach Resort (excluding the wedding costs) leads in at £1,571 per person in a deluxe room, based on an early June departure with Thomson Airways from Gatwick, including transfers.

The operator has also expanded its choice of wedding venues in Cyprus. Three venues around the resort of Agia Napa are new

- sandy Ayia Thekla Beach and Ammos Beach and the Orthodox Epifianos Church (where couples marry in the grounds) - as well as Lighthouse Beach in Paphos.

Couples marrying on the island can select from three wedding extra packages: gold (£559), silver (£279) and bronze (£199), and prices increase by £100 with a decorated wedding car. For further information or to book see www.olympicholidays.com

Prestige launches New York wedding with Bermuda honeymoon package

PRESTIGE HOLIDAYS has added new packages to its programme for this year which combine a wedding in New York with a honeymoon on sub tropical Bermuda.

Couples can say 'I do' in Central Park, the Empire State Building, Grand Central Station or even on Brooklyn Bridge and, after an action packed stay in the city, they can jet off to the island of Bermuda for their honeymoon.

Packages start from £2,389 per person including flights from London to New York, a wedding ceremony at Central Park, two nights' stay at Manhattan NYC Hotel, flights from New

York to Bermuda and back to London, seven nights' breakfast stay at the adults only Cambridge Beaches including one free night, saving £155 per couple.

The company is offering breaks at 11 Bermuda hotels with a selection of offers at each including free nights, second room discounts, free room upgrades and early booking offers. A week's stay leads in at £1,265 per person including flights on BA, private transfers and room-only accommodation at Grotto Bay Resort with two free nights, saving £272 per couple. Connecting flights to Gatwick

from Edinburgh, Glasgow and Jersey can be added from £39 return.

The operator is also featuring two-centre stays combining a break in Bermuda with a stay in Boston or Toronto. A ten-night break, including flights from Heathrow to Boston, Boston to Bermuda and Bermuda to Gatwick, three nights' accommodation at the Marriot Copley Place in Boston and seven nights' stay at Cambridge Beaches in Bermuda with airport transfers on island, costs from £1,863. To book or for further information visit www.prestigeholidays.co.uk/bermuda or call 01425-480400.



ANDBEYOND

...is offering a honeymoon safari at its Phinda Game Reserve in South Africa. The private reserve, situated in KwaZulu-Natal, offers sightings of more elusive animals (as well as the Big 5), including the black rhino and the cheetah. Couples can take a morning game drive before setting off on a beach adventure or swim with whale sharks, while, in turtle season, a night time excursion offers the opportunity to watch the giants of the deep digging their nests on the sandy beaches by moonlight. Rates at Phinda Rock Lodge and Vlei Lodge start from £382 per person, per night based on two sharing and including all meals, two safari activities per day and transfers. For details visit www.andbeyond.com

InBrief

- FOLLOWING THE approval of a 24-hour marriage licence, The Imperial Hotel in Blackpool has launched a new 'midnight marriage' package for couples looking to shun tradition and try something a little bit different, such as getting hitched by candlelight. Couples visiting the promenade can now tie the knot around the clock by marrying at sunrise, sunset or anytime in between. Prices start from £1,200 for 40 people including room hire, red carpet, themed buffet, arrival drinks and a toast. The ceremony costs are additional.

For details see www.thehotelcollection.co.uk

- UP UNTIL December 22, honeymooners and guests marking their wedding anniversary at Shanti Maurice in Mauritius will receive a 50% discount on accommodation, as well as a selection of romantic treats during their stay. These include a candle-lit dinner with wine overlooking the Indian Ocean, a petal bath and a full body massage spa treatment. Nightly rates start from €780 (approximately £680) in a Junior Suite on a half-board basis.

For details see www.shantimaurence.com

- KENWOOD TRAVEL is offering seven nights at Aleenta Phuket in Thailand from £1,195 including flights and breakfast accommodation in an Ocean View Loft. Honeymooners will receive a cocktail at the Edge, a honeymoon room arrangement and fruit basket, one bottle of Aleenta Private Label sparkling wine and two flying lantern releases during their stay. The offer is available for arrivals between May and October. For details visit www.kenwoodtravel.co.uk or call 020-7749 9278.

'Marital March' campaign from Funway Holidays

FUNWAY HOLIDAYS is launching its 'Marital March' campaign next month, talking all things 'wedding' and 'honeymoon' and highlighting the best places to say 'I do' and the best free wedding deals for agents to promote to clients.

Every week during March the operator will release details on its website and via social media.

As an example, for a free wedding in Mexico, agents can suggest a complimentary 'Weddings in Paradise' package for bookings of seven nights. The package includes everything involved in the organisation of a wedding such as the ironing of the

wedding day attire, the bouquet, wedding cake, 15% discount on all spa treatments, special turn down service the night of the wedding, breakfast in bed, late check-out and a complimentary room for the groom to stay the night before the big day, all complete with a on-site personal wedding coordinator.

The company is offering seven nights' all-inclusive stay at Dreams Sands Cancun Resort & Spa in Cancun, Mexico for £1,399 per person based on two sharing and including flights and transfers.

For more information see www.funway4agents.co.uk



MarryAbroad highlights unusual wedding locations

AS INCREASING numbers of couples opt to shun the traditional white wedding for something more unique and memorable, MarryAbroad is highlighting some of its most unusual venue requests to tie the knot.

The company's co-founder, Charlotte Hand, said: "There are so many unusual wedding locations around the world, it can be difficult to

choose which type to go for, which is why we have picked six 'best of the best'. We love the ceremonies we've chosen here as they make getting married even more unique, and definitely have the wow factor."

Wedding venues include a gold mine in Nevada with prices from \$1,799; a spooky splicing in Niagara, Canada for couples who love

Halloween, with packages from \$295; a cave wedding in Croatia's Dubrovnik from 5,300 euros; a hot-air balloon wedding at Disney from \$1,500; a wedding at FC Barcelona stadium in Spain; and nuptials on the New York New York coaster in Las Vegas from \$700.

For details see <http://marryabroad.co.uk>

COX & KINGS

...is offering three nights in Rome for £495 per person in March, staying at the four-star River Palace. The price includes flights, private transfers and daily breakfast. Flights are from Heathrow, Gatwick, Bristol, Luton, Belfast, Glasgow, Leeds Bradford, Manchester, Newcastle, Luton or Birmingham using BA, easyJet, Jet 2 or Monarch Scheduled. For details see www.coxandkings.co.uk

Classic Collection adds new property in Sardinia

CLASSIC COLLECTION Holidays has extended its product offering at Forte Village Resort, Sardinia to include the new Hotel Bouganville which is due to open in May.

The opening of the hotel coincides with British Airways' new service to Cagliari which will operate three times weekly from Gatwick from April.

Situated in one of the island's most scenic locations, the new hotel offers a range of

entertainment for families, along with a sports academy, kids' facilities, spa treatments and cycling itineraries.

Located at the heart of the resort, the spacious bungalows are designed to suit both couples and families, sleeping up to five.

Prices start from £1,636 per person for seven nights in September on a half-board basis, with child prices starting from £556.

The company has also added the Aeolian islands of

Vulcano and Salina to its Italy programme for the first time, where three properties are offered - one on Vulcano and two on Salina. Flights are to Catania and then by ferry or hydrofoil to the islands.

A seven-night holiday at the Capofaro Malvasia & Resort boutique hotel on the island of Salina leads in at £1,235 per person in May.

To book or for further information see www.classic-collection.co.uk or call 0800-008 7288.

Citalia announces relaunch of Acacia Marina Palace

EXCLUSIVE IN the UK to Citalia, the Acacia Marina Palace has been substantially refurbished for 2015 and is now taking bookings for its reopening on May 29.

Located in Marina di Ragusa on the south east of Sicily, guests might recognise the area from the BBC series 'Inspector Montalbano', which was filmed there.

The four-star hotel is a family-friendly resort set in a seaside town characterised by wide sandy beaches. The large swimming pool is surrounded by Mediterranean gardens and includes a separate children's section.

A seven-night holiday, based on a bed-and-breakfast basis, leads in at £639 per person, offering a saving of up to £344 per couple. It includes one free night, a 10% early booking discount, seven days' Hertz car hire and flights from Gatwick with British Airways, based on a May 30 departure.

For further information or to book see www.citalia.com

Serenity Holidays unveils 2015 Sardinian Places brochure



SERENITY HOLIDAYS has issued its Sardinian Places 2015 brochure with 13 new additions to its collection of more than 80 accommodation choices across the island. The operator presents the regions of Alghero and the North West, Central

Sardinia, Costa Smeralda and North East, plus Southern Sardinia.

A variety of flights are offered using charter, low-cost and scheduled routes which include five new weekly departures from Gatwick and Heathrow with British Airways.

Self-catering options range from rural cottages, family residences and apartments to villas with private pools and Premium villas, while featured hotels (from three- to five-star) include small and family-run properties through to exclusive, luxury resorts.

Early booking offers and hotel discounts with free child places are available at selected hotels.

Examples of new properties include Villa Girola in Baia, a four-bedroom property that sleeps eight; Villa Claudia in Costa Smeralda which sleeps four; Apartment Sara in Costa Smeralda which sleeps four; and the four-star Hotel Villas Resort in Southern Sardinia, which offers a range of activities for both adults and children, including a mini club.

Child discounts are offered at a range of hotels, most of which offer reductions of up to 90% for children under 12, while some offer free child places.

Package prices lead in at £395 per person based on seven nights' self-catering at Casa Cristiano, a five-bedroom converted monastery in Alghero. The property is ideal for both couples and families and the price includes flights, car hire, a welcome hamper and an optional visit from a representative. Accommodation-only can also be booked through the operator, as well as Avis car hire. To book or for details call 0845-330 2056 or visit www.sardinianplaces.co.uk



Sunvil Discovery unveils 2015 Real Italy & Sicily brochure

SUNVIL DISCOVERY'S 2015 Real Italy & Sicily brochure features detailed descriptions of seven key Italian regions with a choice of city and multi-city breaks, multi-centre trips (by rail, self-drive, air or ferry within Italy, Sicily and the Aeolian Islands) plus food-focused and wine tasting trips.

All holidays are tailor-made to match travellers' interests with ideas and inspiration.

For each chosen region, highlights are selected and one or more possible itineraries are outlined as

examples to whet the traveller's taste buds and to showcase the team's knowledge and insight into Italy from all perspectives.

The operator's product manager, Rosanna Melaragni, said: "We've tried to make a complex destination easy to navigate by including maps of each region, a personal selection of the highlights and one or more outline itineraries to give our customers an idea of what's possible. We go into a lot of detail on all of our 100-plus properties, to make it easy to choose according to taste and budget, with guideline prices

for each."

As an example of prices, a 'Follow in the footsteps of Inspector Montalbano' itinerary costs from £648 per person based on two sharing, and includes flights to Catania from Gatwick, seven days' car hire and seven nights' breakfast accommodation.

The company's brochure also features ten new hand-picked properties, ranging from a rustic countryside estate in Sicily to a sophisticated seaside resort in Puglia.

For more information or to book call 020-8758 4722 or visit www.sunvil.co.uk/italy



TAUCK

has added a new six-day World Cities adventure in Rome, with prices starting from £2,600. Guests are taken to the sights and experiences that are off-the-beaten path and highlights include a private dinner at Case Romane del Celio, a restored 2,000-year-old dwelling; an after-hours tour of the Vatican Museums; an exclusive cooking lesson at Città del Gusto; and dinner at the private home of a prince and princess. Accommodation is at Hotel Splendide Royal, a former palace on the Via Veneto overlooking the Villa Borghese gardens. The operator has also added a new trip to Puglia for this year, with an eight-day option leading in at £2,410.

For more information see <http://tauck.co.uk>

Belleair Holidays boosts portfolio with new accommodation & destinations

BELLEAIR HOLIDAYS has added four new destinations to its 2015 brochure, allowing agents to extend their selling opportunities with inspiring itineraries and added value packages for Sardinia, Sicily, Sorrento and Ischia.

The new brochure also sees the operator extend its accommodation portfolio to include an increased number of villa, farmhouse and apartment properties, providing agents with the means to capture the needs of large groups with a high end, luxury experience.

Outlining added value options including free car hire, free entry into a Malta attraction and a dedicated in-resort representative, the brochure gives agents the opportunity to offer value for money holiday packages to their customers.

The operator's director, James Coughlan, said: "We are delighted to launch the 2015 brochure and showcase our new direction for the coming year. This is an exciting time for us and we want to follow up on the success of 2014 by offering even more choice and therefore greater opportunity for agents to convert enquiries into sales.

"Italy is a fantastic addition to our portfolio and provides a glimpse of where we plan to take the brand in the future. This wider selection of destinations means more selling power for agents; add to that our villa and farmhouse accommodation, pricing availability until the end of 2015 and added value options, and agents have a great opportunity to boost earnings."

For further information visit www.belleair.co.uk or call 020-7373 5358.

TRAVEL TALKS

by John Guinn,
holiday researcher



John Guinn is presenter of a weekly travel show on internet radio station, Secklow Sounds. John's two trips to Italy couldn't have been more different....

MY VERY first trip after becoming a travel agent nearly 11 years ago was to Rome. I had received a week's training from the consortium, so I knew it all. Or so I thought.

The hotel may have been cheap to book, but I just couldn't afford to eat or drink there. Eating in Rome was a challenge. I was a vegetarian, and I struggled to find something to eat. Restaurants couldn't understand why someone wouldn't eat meat. So there was a lot of walking around trying to find somewhere suitable. So much for my one week's training.

Fast forward nine years to my next Italian trip. This time it was to Florence. I had plenty of travel agent experience now. This time the hotel was affordable and it was close to the main attractions. By now I was a vegan, but I wasn't worried about the food on this trip. I had done my research. I had a list of suitable restaurants.

There are actually plenty of vegan friendly places to eat in Florence. Too many to try on one short trip. Even the hotel had plenty to offer a fussy eater. It was a great trip. Finding a trip like this wasn't down to my initial training. It came from experience in finding holidays for my clients.

Recent promotions for the peak booking period talked about consumer protection and cheap prices. Perhaps more should have been done to let travellers know that travel agents have skills and knowledge that a DIY traveller just can't match. But I'm getting on my hobby horse again.

As I found out in Rome, a cheap booking doesn't always make for a cheap holiday.

While I was in Florence I recorded an interview at the local tourist office. Find out what this city has to offer by listening to the podcast at <http://tinyurl.com/oozhka5>

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travelbulletin

Giving agents the edge

We asked our staff the following question this week:

What was the last picture you took with your phone?

Publisher: Jeanette Ratcliffe
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My son playing the saxophone.

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My son's 'LEGO Ideas' book.

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The UK Premiere of SELMA with Alabama Tourism.

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The magnificent main station in Milan.

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Akin from Anatolian Sky with a belly dancer!

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Our puppies.

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My son and nephew playing on Christmas Day.

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The mother-in-law's bathroom!

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A selfie with my cap on.

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Picture of the Grand St. Bernard at Destinations Show.

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Selfie with the boyfriend!

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My cat

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The sunset

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One of my friends at the weekend.

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TravelBulletin

Eurocamp adds new Sardinia parc & offers seven-night Easter breaks from £265



EUROCAMP HAS added a new parc in Sardinia to its portfolio and is offering Italian getaways for less than £350 per week for the whole family.

Prices at the new Bella Sardinia parc start from £350 per party at May half-term and facilities range from a pool complex and waterslide, to tennis and horse-riding.

Meanwhile, for a family-friendly Easter escape to the Italian Lakes, the operator is highlighting a stay at Bella Italia which features a seven-pool complex, complete with a toddler's adventure pool and Mini Fun Station club with activities catering for children aged six months to five years, along with free 'Learn to Ride' facilities.

A seven-night break from April 11 staying in a two-bedroom Esprit mobile home with decking and air-conditioning costs from £265 per party, including a saving of £148.

For more information or to book call 0844-844 0000 or visit www.eurocamp4agents.co.uk

Trafalgar highlights seven-day 'Secrets of Italy' tour

TRAFALGAR'S SECRETS of Italy tour takes guests on a seven-day journey into the scenery and gastronomy of Italy's Piedmont region, famed for its antipasti, amaretti and wines.

The itinerary begins in Milan before taking a scenic drive through the Aosta Valley to reach the Alba Region for a four-night stay in Pollenzo. Guests will visit the medieval town of Cherasco before paying a visit to a local winery for an insight into the wine-making process and will have the chance to sample the region's wines.

The tour then heads to Asti, a town synonymous with sparkling

wine, to experience an orientation tour and a 'Be My Guest' experience for lunch at a local family run wine estate. Guests will also have the chance to take an excursion to Turin for a sightseeing tour of the city before heading back to Milan. Also included is a visit to Lake Orta and a farewell dinner at Lake Maggiore.

Prices start from £1,328 per person and include flights, six nights' breakfast accommodation, included sightseeing and the services of a travel director throughout.

For more information visit www.trafalgar.com or call 0800-206 1469.

puzzlesolutions

Crossword:

Across: 1. SILVERSEA, 6. ALCUDIA, 8. KOS, 9. NORWAY, 10. APIA, 13. LAOS, 14. COSMOS, 17. GCI, 19. ANAHEIM, 20. MAURITIUS.

Down: Down: 1. SHAUN, 2. LOCARNO, 3. SWAN, 4. ANK, 5. PASHA, 7. DEAD, 11. POMPEII, 12. IOWA, 13. LEGER, 15. SAMOS, 16. BAKU, 18. IOM.

Highlighted Word: SARDINIA

Travagrams: (top) Caesars Palace

(bottom) Go Ape

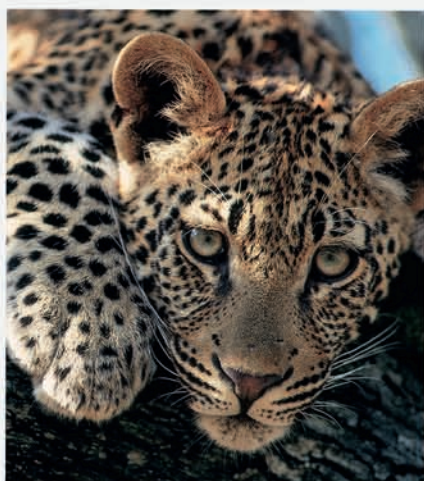
Where Am I?: Haiti

travelbulletin

Giving agents the edge

Invites you to attend our latest

Southern & East Africa SHOWCASE EVENT



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Hotel Russell, London**



**Tuesday 17th February
Park Inn by Radisson,
Cardiff**

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The evening will involve a combination of networking and presentations, exciting entertainment, a free prize draw with a number of fabulous prizes to be won along with delicious food and drinks.

Registration : 18.00 hours
Networking & Presentations: 18.30 hours
Buffet, entertainment & prizes: 20.30 hours
Carriages: 21.30 hours

To confirm your place at this amazing event, email the names and job titles of up to 4 staff members by Thursday 12th February 2015 to:- tasneem.rahman@travelbulletin.co.uk or telephone:

020 7834 6661

for more information.

These events are by invitation only and will be booked on a first come first served basis.

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