

# travelbulletin

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Giving agents the edge

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Reach new heights in sales  
by promoting the latest  
rides & attractions

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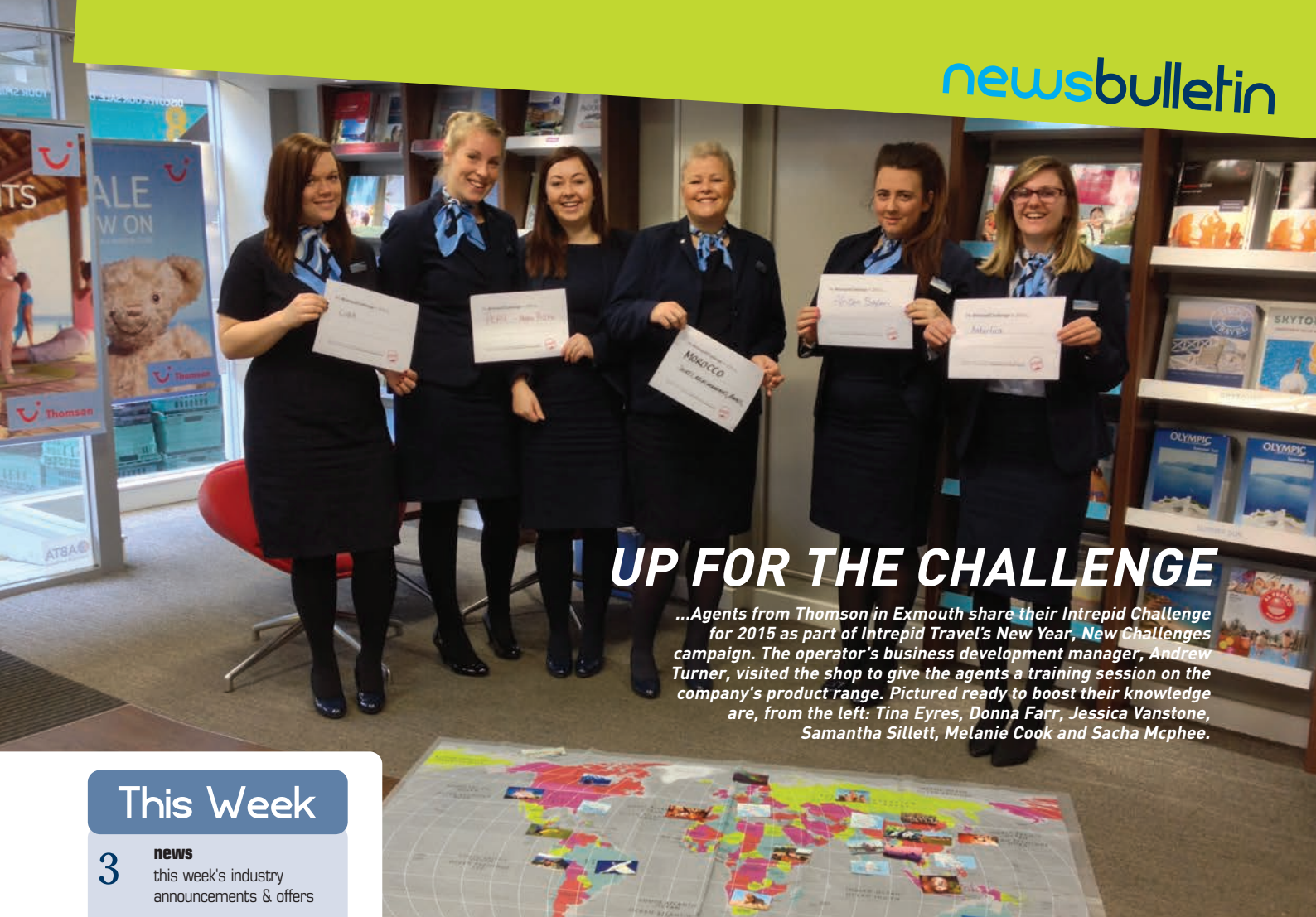
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## UP FOR THE CHALLENGE

...Agents from Thomson in Exmouth share their Intrepid Challenge for 2015 as part of Intrepid Travel's New Year, New Challenges campaign. The operator's business development manager, Andrew Turner, visited the shop to give the agents a training session on the company's product range. Pictured ready to boost their knowledge are, from the left: Tina Eyres, Donna Farr, Jessica Vanstone, Samantha Sillett, Melanie Cook and Sacha Mcphee.

### This Week

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Cover Pictures: Main - shutterstock Inset - Aerial Island Photo Credit Roland Skinner

### Survey reveals holiday compromise leaves Brits stuck in a rut on getaways

A STUDY of 2,000 adults reveals pester power from children or pressure from the other half means 30% of adults are missing out on the kind of holiday they would really like, in order to please others.

The findings, from Royal Caribbean International, also revealed that a third of holidaymakers rely on agents to achieve their dream holiday due to their level of knowledge and expertise, while a further 20% believe agents can help them get the most for their money.

However, millions are still returning to the same accommodation in the same resort every year. The poll found 62% of Brits have returned to a former holiday venue within ten years and 12% have been to the same place six times or more.

Stuart Leven, the line's managing director UK and Ireland, said: "The findings of our research confirm the important role agents play in helping many people unlock a new travel experience, and that is why we're dedicated to providing the tools and incentives to introduce holidaymakers to our wide range of destinations and innovative on board activities – particularly those who have never considered cruise before.

"Our customers understand that there is no need to get stuck in a rut or compromise because you can experience a different holiday each time."

Other findings from the survey showed that 31% claim they compromise on the choice of destination while another third say they miss out on activities they want to do but others do not. The biggest compromise is in accommodation, with 44% of respondents not getting to stay in the kind of place they would love to try out because of

● continues on next page

### Jim Merchant: Fond memories of a special colleague

IT IS WITH great sadness that we have to report that Jim Merchant, long standing circulation manager of Travel Bulletin, has passed away after a short illness. With an eye for detail matched by few, Jim moved into circulation management following a successful career in sales and publishing. We will miss his expertise, his forthright approach, but mostly his sense of humour and mischief! Jim leaves behind his partner Anne and many happy memories for those who knew him.



● continued from previous page

the considerations of others. For most, the definition of a dream holiday involves going somewhere new and further away than usual and in luxury accommodation. But of the 51% keen to try something different in 2015, two-thirds have resigned themselves to missing out on their wish, with 45% claiming to be put off by price and 23% by increased travelling time. An unadventurous 14% say they do not want to try something new in case it doesn't work out.

As well as offering a free drinks package and on board spending money up to \$400 to customers booking selected sailings this month, the line is offering its Club Royal members who register bookings before the end of this month the chance to win one of 280 places on the exclusive Anthem of the Seas pre-inaugural sailing this April.

For more information visit [www.royalcaribbean.co.uk/whats-stopping-you](http://www.royalcaribbean.co.uk/whats-stopping-you)

## Handpicked holiday offers from Cosmos' Really? sale



COSMOS HOLIDAYS has launched a new direct campaign as part of its Really? Sale marketing activity.

The campaign, which is targeted at customers who have previously booked their summer holiday with the operator, offers deals to a number of destinations across Europe, the Caribbean and the Indian Ocean for summer 2015.

Personalised packs remind customers of the last time they 'checked in', with images of their previous holiday destination and supported by personalised offers, showcasing the breadth of locations that the independent tour operator has to offer.

To give the campaign greater reach, the company is encouraging customers to create holiday snaps without leaving their homes. By turning sitting rooms into Ibiza nightclubs and kitchens into Italian restaurants, customers can share where

they really want to be on holiday through Twitter, Instagram and Facebook using the hashtag #wishiwasreallyhere. Customers entering will be in with a chance of winning a holiday for four.

Sinead Archer, the operator's acting head of marketing, said: "This campaign is all about encouraging customers that haven't booked in the last few years to consider us again – getting them excited about the breadth of destinations we offer. We want to banish the winter blues by sharing inspirational imagery within the direct campaign, tapping in to customer feelings of needing an escape to the sunshine.

"To supplement the awareness of our brand and the Really? Sale, we had a key focus on our digital presence as we know it could play a key hand in generating additional awareness."



### THOMSON TRIUMPH

...Thomson in Thurrock Lakeside has been awarded South East agent of the month in December by SuperBreak. They were the top performing agent in that region and also gave great support to the operator with brochure racking and promotional offers during the month. Pictured delivering the certificate is the operator's Donna Smithson (left) with the agency's deputy manager, Jennifer Lumley.

### Additional March departures with £200 savings from Discover Egypt

DISCOVER EGYPT has announced new offers on seven-night, classic Nile cruises on the five-star deluxe Royal Viking this winter.

Prices start from £799 per person, saving £200 per person, for departures on December 7 and 14 including scheduled flights from Heathrow, transfers, full board cruise and ten guided excursions. Prices for this month and next lead in at £949 including the £200 saving.

Single travellers are offered no additional supplement and for an extra £90 (£12 a day), customers can add on a drinks package that includes wine, locally produced beer and spirits, plus mineral water, soft drinks, juices and tea and coffee.

The Royal Viking features 68 air-conditioned cabins with large French windows, balcony rails and plasma TVs with satellite channels.

Guests can add on stays in Luxor from £199 per person for an extra week in a hotel or for a hotel stay on the Red Sea Riviera from £299.

For information or to book call 020-7407 2111 or see [www.discoveregypt.co.uk](http://www.discoveregypt.co.uk)

## Baros Maldives launches new honeymoon package

THE FIVE-star Baros Maldives resort has launched a new honeymoon package which includes one free night and a 10% discount when clients make a booking 90 days in advance.

ITC Luxury Travel offers prices from £1,920 per person based on two adults sharing a deluxe villa for seven nights including breakfast, flights with Qatar from Heathrow and speedboat transfers.

The offer is valid for travel between May 1 and September 30 and the package also includes a bottle of sparkling wine and chocolates in the villa on arrival, one honeymoon photo in a photo frame and a candlelit dinner for the couple.

For details call 01244-355527 or see [www.itcluxurytravel.co.uk](http://www.itcluxurytravel.co.uk)

## Taber Holidays adds new Spitsbergen breaks for fans of TV series Fortitude

TV FANS of Sky Atlantic's new crime drama, *Fortitude*, can explore the setting for the fictional town in the series, Spitsbergen, on a special five-night break added by Taber Holidays.

Although shot in Iceland, *Fortitude* is based on the town of Longyearbyen in Spitsbergen, a remote island in the Arctic archipelago of Svalbard next to the North Pole. An intriguing destination, it is home to the mighty polar bear and although accessible, remains one of the most hostile places on earth.

The operator has added the new short break in a bid to capture an increased interest in the destination. Guests on the 'Svalbard Winter Adventure' tour will stay in Longyearbyen and take part in a full-day snowmobile expedition to Pyramiden – an abandoned town, previously home to 1,500 inhabitants. Many of the settlement's buildings are still intact and guests are welcome to visit them and explore the empty streets before heading back.

Also included is a dog sled safari to Bolterdalen and the opportunity for guests to explore Longyearbyen at their own pace, with free time for relaxation.

The operator's managing director, Suzel Taber-Shaw, said: "Everybody seems to be talking about *Fortitude* right now and so we thought we would pre-empt any increased interest in Spitsbergen by adding this brand new break. We hope agents will get behind us and use the series as a unique hook to help promote this fascinating Arctic destination."

Prices start from £1,850 per person and include flights from Heathrow to Longyearbyen (via Oslo), a night's stopover in Oslo, four nights' breakfast accommodation in Spitsbergen, a full-day snowmobile expedition with lunch and a dog sled safari.

The tour departs on Tuesday and Thursday from March 12 to May 14. To book or for more information call 01274-875199 or visit [www.taberhols.co.uk](http://www.taberhols.co.uk)

## Amadeus River Cruises pushes the boat out for agents to boost business

IN A bid to increase business through the trade, Amadeus River Cruises has pledged to offer a series of special net rate deals on a number of its most popular cruises throughout 2015.

The company's UK director, Stuart Perl, said: "The river cruise market has been one of the success stories of the travel industry in the last few years, experiencing phenomenal year-on-year growth. We believe the trade has a vital role to play in this sector of the business and we are committed to supporting agents, to ensure that they are equipped with the tools to meet their customers' requirements."

To launch its trade campaign, the operator has issued a special net rate of £675 per person on its eight-day Tulip Cruise departing April 4-11 on the 150-passenger Amadeus Brilliant, which takes in Keukenhof Flower Gardens on a cruise to Amsterdam, Volendam, Arnhem, Middleburg, Ghent, Antwerp, Kinderdijk and Utrecht.

The company is also offering net rates on its excursion packages, where there's the option of booking individual excursions with prices starting from £30 for a city tour, or selecting from one of three tailor-made tour programmes, with net prices ranging from £135 to £350.

Net prices for the excursion packages allow agents to increase margin and save the client 15% if booked prior to departure.

Included in the cruise price are transfers between Schiphol Airport or Amsterdam Central train station; seven-night, full-board cruise accommodation in an outside stateroom; wines, beer and soft drinks with dinner; Wi-Fi throughout; a cocktail reception and welcome dinner; a captain's dinner; all entertainment on board; complimentary bicycles on board; a Dutch folklore show; and two days in Amsterdam.

For further information or to make a booking call 01252-714477.



### COOPER'S COUP

....The archaeologist and curator of the Americas at the British Museum, Dr Jago Cooper (centre), has been honoured with the LATA media award for 2015 for his September 2014 BBC series *Lost Kingdoms of Central America*. The presentation took place earlier this month during the All-Party Parliamentary British-Latin American Group and Latin American Travel Association's tenth annual reception ceremony, which was held in the Palace of Westminster and hosted by The Baroness Hooper CMG and LATA chairman Byron Shirto. Pictured presenting Dr Cooper with the award is LATA executive manager Megan Parkinson and LATA chairman Byron Shirto.

## Paul McKenna to headline The Global Travel Group's 2015 conference in Chester

CONFIDENCE COACH and hypnotist Paul McKenna will take to the stage as The Global Travel Group's guest speaker at this year's annual conference taking place from March 8-10 near Chester, UK.

The author and TV presenter will share his self-help expertise and hypnotherapy techniques, using scientific psychological procedures to make dramatic changes in peoples' lives with delegates, including agents and tour operators.

McKenna's session will focus on

agents achieving their potential, improving customer service and marketing themselves and their business in their local area and online.

Also speaking at this year's conference will be war veteran, Ben McBean. After recovering from injuries sustained in Afghanistan, McBean went on to run the London Marathon, reach Everest Base Camp and complete the Three Peaks Challenge. In the last four years McBean has also become a successful property investor and will provide

agents with an insight into his approach to business and maintaining a positive attitude being the key to success.

The conference will return to Carden Park Hotel for the fourth year in a row and the consortium will also hold a gala dinner and awards ceremony over the course of the event.

*Agents interested in the conference can email [commercial@globaltravelgroup.com](mailto:commercial@globaltravelgroup.com) or call 01244-521226.*

*(Bulletin Briefing - page 12)*

## 'Moments of Romance' package for honeymoon couples from Anantara

ANANTARA, WHICH offers four resorts in the Maldives - Anantara Dhigu, Anantara Kihavah, Anantara Naladhu and Anantara Veli - is offering a 'Moments of Romance' package for honeymoon couples.

The package is based on three- or four-night accommodation and includes Champagne and chocolates on arrival.

Caribtours is offering a seven-night package at the resort's family-friendly Anantara Dhigu Resort and Spa from £2,495 per person. It is based on two adults sharing a Sunrise Beach Villa on a half-board basis and includes scheduled flights via Dubai and



Anantara Dhigu

speedboat transfers.

The offer is based on a March departure and includes an overall saving of £2,455 per package.

*To book call 020-7751 0660 or visit [www.caribtours.co.uk](http://www.caribtours.co.uk) and for more information on the Maldives see [www.visitmaldives.com](http://www.visitmaldives.com)*



## BOLOGNA IN ITALY

*...is promoting upcoming events in the city this month and next. They include the International festival of theatre and culture, which runs from February 29-March 7 and hosts shows for children, along with training activities such as workshops, meetings, conferences and round tables for teachers and educators; the Visioni Italiane for young Italian filmmakers, which runs from February 25 to March 1, and promotes shorts, documentaries, experimental and debut films; and the Illustrators Exhibition book fair, which runs from March 3 to April 2.*

## Pandaw River Expeditions adds exploration of Bhutan & the Brahmaputra River

PANDAW HAS added a new 14-night itinerary to its programme which explores the ancient kingdom of Bhutan and a river expedition on the company's partner ship the MV Mahabaahu.

The package includes seven nights' land accommodation including a two-night stay at the Taj Bengal Hotel, a two-night stay at the Druk Hotel, an overnight stay at the Damchen Resort and a two-night stay at the Tashi Namgay; seven nights on MV Mahabaahu on the Brahmaputra River; a panoramic flight into the Himalayas to Paro; a trip by pony to Taktsang Monastery; a visit to the UNESCO accredited Kaziranga National Park; and a boat safari on the Eastern range of Kaziranga to observe wildlife.

Other excursions include St Paul's Cathedral, Mother Teresa's House, Thimphu and the Memorial Chorten.1

The Bhutan & the Brahmaputra itinerary departs on November 15, and February 7 and March 6, 2016, and leads in at £3,495 per person for a cruise-only break based on two sharing a twin room and cabin without balcony.

Flights, visa costs, fuel surcharges and tips are excluded.

*For more information visit [www.pandaw.com](http://www.pandaw.com) or call 0203-773 8796.*

## Exodus launches new options as families seek more adventurous breaks

EXODUS HAS announced a selection of new family trips for 2015, including Mount Kilimanjaro family departures.

Six new dedicated family holidays are offered as well as 11 new family departures on trips that were previously only offered to groups of adults, one of which is the Lemosho route Mount Kilimanjaro climb. The developments are in response to bookings that show a growing trend in families seeking more adventurous holidays, especially those travelling with older children and teenagers.

New for this year, child prices are valid for travellers aged 14 and under and other ideas include a Sri Lankan biking adventure and journeying through South East Asia to visit Vietnam, Cambodia and Thailand.

In Europe, families can now also enjoy two new multi-activity weeks, one for the summer and one for the winter. Guests can head to Slovenia and the Soca Valley for summer adventures or the Tatra Mountains in Slovakia for a range of winter activities.

As examples of prices, a 12-day Kilimanjaro Climb/Lemosho Route is aimed at families with children aged 13 years and leads in at £2,799 per adult and £2,519 per child. The route, which offers the first departure on August 3, takes a western approach as guests cross the caldera of the Shira Volcano and traverse beneath the southern icefields of Kibo. The group spends eight days on Africa's highest mountain, leaving time for acclimatisation, and includes flights, most meals, accommodation, a tour leader, Kilimanjaro park fee, all transport and listed activities.

Alternatively, an eight-day Slovenia Multi Activity is ideal for clients looking for an adventure with the family but don't want to travel too far. On the banks of the Soca River, the ideal conditions combine for a variety of adventurous activities including white-water rafting, canyoning and kayaking. Exploits on dry land comprise mountain biking as well as a ride on one of Europe's longest zip lines. The group trip is aimed at families with children aged 12 and above and leads in at £1,059 per adult and £953 per child. It includes flights, all breakfasts, six dinners and all accommodation, with the first departure on July 25.

For more information or to book visit [www.exodus.co.uk](http://www.exodus.co.uk) or call 0845-863 9601.

### February offer from Freewheel Holidays

CYCLING HOLIDAYS operator, Freewheel Holidays, has announced a new offer on two of its holidays in Austria, with £50 off per person on bookings received by February 28, with a lead in price of £719 for seven nights.

The two breaks - Austrian Lakes & Mountains and Into the Valley of the Alps - are ideal for novice cyclists or for families with children. Cycling distances are gentle and there are 'rest days' when guests can explore or enjoy other activities.

Accommodation in three- and four-star hotels is included, as well as transfers, bike hire, luggage transfers and the services of a tour host. Flights are extra.

For further details see [www.freewheelholidays.com](http://www.freewheelholidays.com) or call 0116-255 8417.



# SAMOA, AFTER 3,000 YEARS IT'S STILL UNTOUCHED.

Looking for an undiscovered destination? Take the road less travelled and explore the islands of Samoa and be amazed by extraordinary waterfalls, dramatic blowholes, untouched coral reefs, palm fringed beaches and crystal clear lagoons where you can swim with turtles.

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**SAMOA**

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Notes from



## Normanton...

Everyone seems to be having a good start to the new year - let's hope it continues! I was really pleased to read that Cox and Kings' total sales via travel agents has grown by 17% - that is excellent and, as I have said before, let's really get behind these tour operators that like to help travel agents and not be undercutting them all the time both with their internet price cutting and also trying to pinch customers direct when they have their names and addresses!

Can you imagine anything like the so-called tantrum the daughter of Korean Air's chairman had when a flight attendant served her nuts in a bag and not a bowl? I know where I would have put them! Making the plane turn back? Ok, it hadn't taken off but that's bad enough and also made the flight attendant beg forgiveness from her and sending the person off the plane! She is one of Korea's richest women - talk about money going to your head. It certainly adds a new dimension to that phrase, I think instead of sending her to prison she would learn a better lesson being made to look after people in hospitals or the poor - do they have community service in Korea?!

Just to update you with the Greek Cat Welfare Soc, we are up to 41 cats that have been neutered and another ten being done next week. So a brilliant record from me starting with Shadow and Lipstick last May and Tiger in September. Talking of Tiger, I know you will think I am mad, but I am thinking of bringing him back home with me if I get out to Gouves in June. So that's my next job - see who can fly a cat back to Manchester and it not costing an arm and a leg! I don't think anyone does it into Leeds Bradford but any ideas would be great - and don't be rude!

'The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty' and 'If at first the idea is not absurd, then there is no hope for it'.

Sandy

by SANDRA MURRAY  
in Normanton, Yorkshire

To respond to any  
of Sandy's comments email  
jill.sayles@travelbulletin.co.uk

## P&O showcases new side of cruising

P&O CRUISES has partnered with Stackla - a social content aggregation, curation and publishing platform - as part of a move designed to showcase cruise holidays through the eyes of real travellers.

The operator has worked with Stackla to launch a 'Social Wall' - a new addition to the website which brings together images of cruise holidays enjoyed by recent customers.

The Social Wall was launched as part of the line's 'This Is The Life' campaign, during which cruise customers were invited to upload their favourite cruise moments to social media channels, accompanied by the 'ThisIsTheLife' hashtag. Images range from selfies taken next to the ship's on-board pool, to photos of wildlife taken during exploration on land.

For details see [www.pocruises.com/social-wall](http://www.pocruises.com/social-wall)

## Greece, Turkey & Italy escorted tour additions from Peter Sommer Travels

PETER SOMMER Travels has added four new escorted tours in Greece, Turkey and Italy this year.

As examples, 'Exploring Rome' allows guests to get under the skin of the Eternal City and discover its countless layers of history. Two specialist guides take guests through the city's Classical wonders including the Forum, the Pantheon and the Colosseum, as well as a range of lesser-known spots. Departing on October 17, the seven-night trip costs £2,895 per person and includes full-board accommodation in a four-star hotel, transfers, all entrance fees and expert guiding.

Alternatively, a 'Walking and Cruising the Carian Coast' explores Turkey's unspoilt Carian Coast on a gulet cruise and includes daily walks along sections of the recently opened Carian Trail. The 500-mile footpath traces the rocky and remote coastline, passing through sleepy little villages, along herb-lined tracks and past rarely-visited archaeological sites. Each day will consist of a walk of five to six miles, with an expert guide on hand to bring to life the Byzantine churches, ancient towns and historic remains.

Departing on October 3, the seven-night trip costs £2,175 including transfers, full board accommodation, crew, all entrance fees and expert guiding.

Both tours are based on two sharing and flights are excluded.

To book or for more information call 01600-888220 or visit [www.petersommer.com](http://www.petersommer.com)

## Jet2.com teams up with Amadeus

JET2.COM IS making its low fares accessible to more travel agents following a new GDS partnership with Amadeus.

The agreement will allow the airline to extend its offering to Amadeus-affiliated agents based in the north of the UK - giving them access to value fares to more than 50 top European destinations from the airline's seven Northern bases.

European agents will also be able to benefit from the deal, allowing them to meet the growing demand for business and leisure travel to top UK cities.

The company's flights are now available to book on Amadeus' GDS system.



## Booking incentives

- FOR THE next few weeks, agents who book If Only... holidays that depart before March 31 will be entered into a weekly prize draw for a luxury hamper. Agents will receive an entry for every booking made to any of the operator's destinations in Arabia, the Indian Ocean and Asia. The prize draw incentive for late-bookers is in addition to the company's MoneyCard rewards which offers agents £10-£300 for bookings. Agents will also be rewarded with an extra £20 if the booking includes one or more of the company's Bonus MoneyCard partners.
- Travel 2 is giving agents the chance to win £2,000 towards a holiday to Florida with its new 'Book an Unforgettable Holiday to Orlando, Florida' campaign in partnership with Virgin Atlantic, Alamo and Universal. Agents need to make a qualifying booking to Florida including flights and a minimum of five nights' ground arrangements in the region by February 28 to be entered into the draw. Bookings which include a campaign partner will receive two entries into the draw. The company is also giving agents the chance to win a holiday for two to Australia's Nature Coast in Queensland as part of its 'Love Australia's Nature Coast' campaign, in cooperation with Tourism & Events Queensland.  
*For details see [www.travel2.com](http://www.travel2.com)*

- AGENTS MAKING three separate bookings with Voyages-sncf by the end of this month have the chance to win one of five one-year cinema passes. Agents can email booking references and contact details to [salesteam@uk.voyages-sncf.com](mailto:salesteam@uk.voyages-sncf.com).  
*For details see [www.voyages-sncf.eu](http://www.voyages-sncf.eu) or call 0844-848 4066.*

## FANCY A FAM?

DOSOMETHINGDIFFERENT.COM HAS teamed up with Emirates to give agents the chance to win a place on a fam trip to Dubai in a new booking incentive. For every worldwide ticket sale made with the operator by March 31, agents should email [WIN@dosomethingdifferent.com](mailto:WIN@dosomethingdifferent.com) with 'Come on holiday with DSD!' in the subject line. A bonus entry will be received for all Dubai experience bookings. Winners will be drawn at random and notified by April 15, and the trip will take place in May. The company is also offering its 'Book & Bank' incentive for the same period. Agents can work individually or as a branch to cash in on bookings made, and every time the agent or agency reaches £300 worth of sales, £10 will be banked. The bank closes at midnight on March 31 and claims with all order numbers must be submitted by April 17 to receive the cash prize.  
*For details call 020-8090 3890.*

## It's in the stars...

What's in store for Pisces?

As long as you don't take on too much you will find that you are increasingly enjoying work and showing others what you can do. Go for any opportunities that come along, such as a promotion, and make sure others (the boss) know how much effort you're putting in. Next month, personal matters overshadow work commitments so put the effort into your day job now while you can.

Lucky day: Thursday

Lucky number: 16



## HAVEN

...has launched a new agent educational offer across 30 of its 35 seaside holiday parks to give agents the chance to experience the product first hand with their families. Agents can book a four-night break commencing on March 16 or 23 or April 13, 20 or 27 in a deluxe plus three-bedroom caravan that sleeps up to eight people for £49 per family. The offer is limited to a first come, first served basis.  
*To apply, fill out the form at [www.bourneleisuresales.co.uk](http://www.bourneleisuresales.co.uk) and email to [trade.sales@bourne-leisure.co.uk](mailto:trade.sales@bourne-leisure.co.uk)*

## Parents encouraged to participate in poll to have their say on term time absences

THOUSANDS OF parents throughout the UK are being urged to take part in a nation-wide poll on the controversial issue of school term time absences.

The survey has been launched on the website 'Parents Want a Say' (PWAS) who have been campaigning for more than 18 months to reverse the amendments made to term time family holiday rules. Respondents will be in with the chance of winning a free iPad Mini.

Prior to September 1, 2013, head teachers had the discretion to allow up to ten days authorised absence from school during term time. Now head teachers are only able to grant leave to pupils under "exceptional circumstances", however no guidance has been provided by the Government to define what this means.

As a result of the amendments to term time holiday rules, if a parent's request for leave is unauthorised, each parent may be fined £60 per

child, rising to £120 if not paid within 21 days. If the fine is unpaid after 28 days, court proceedings can be initiated with a fine of up to £2,500 and a possible jail sentence of up to three months.

There has been much controversy surrounding the fining of parents who have taken their children out of school during term time, with cases receiving particular attention involving children attending family weddings, funerals and special occasions only to return to fines issued by their Local Education Authorities.

PWAS believes that the current situation is unfairly criminalising families for wanting to enjoy quality time together. Parents are not saying that taking children out of school for family holidays is an absolute right, but are asking for the rules to revert back to those that were in place before the amendment was made, where the head teacher could decide.

Schools should recognise their duty as public bodies under the Human Rights Legislation to take each case on its own merits and not make blanket decisions. The Education Authority, National Association of Head Teachers and National Union of Teachers have yet to sit down with parents themselves to discuss this matter, and no statistical evidence has been provided to suggest that pupil attainment will be improved by changing the law on term time absences.

Craig Langman, co-founder of PWAS, said: "The bottom line is that we need the amendments to the term time family holiday rules reversed. Families are being unfairly criminalised by wanting to spend time together and it is about time the Government realises that this one-size-fits-all policy just doesn't work."

For further information visit [www.parents-want-a-say.co.uk](http://www.parents-want-a-say.co.uk)



### TRAIN TO GAIN...

More than 150 UK travel agents joined Alaska travel representatives in Birmingham and Manchester for a unique training event, promoting the Icelandair gateways to Anchorage, Alaska (via Keflavik). Icelandair now has five UK gateways including Glasgow, Manchester, Birmingham, Heathrow and Gatwick, meaning that UK customers can travel to Anchorage in 12 hours from their local airport. Pictured at the Manchester event are, from the left: Jesse Carlstrom, State of Alaska; Heather Hudson, Trailfinders; and Tania Hancock, Visit Anchorage. Agents looking to find out more about the destination can complete the travel training programme at [www.alaskaexperts.co.uk](http://www.alaskaexperts.co.uk) or visit [www.travelalaska.com](http://www.travelalaska.com)

### Scenic Tours to launch Scenic Azure on the Douro

SCENIC TOURS has unveiled its latest luxury Scenic 'Space-Ship', Scenic Azure, which will launch on Portugal's Douro River in April 2016.

The introduction of a new ship will be accompanied by an 11-day itinerary from Porto to Vega de Terron with an optional pre-cruise extension to Lisbon.

At 80m long and with only 48 suites, Scenic Azure will offer its 96 guests on-board an intimate river cruise experience including a private butler service and unlimited complimentary drinks.

The new vessel features a vitality pool on the sun deck, spacious sun lounges in all balcony suites and a mini-bar in every cabin, which is restocked daily. For more information visit [www.scenictours.co.uk](http://www.scenictours.co.uk)

# Su Doku

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

Number: 007

**A** →

	1		9	2	8	3	4	
		7				1	9	5
3								
5	8		3	9		7	6	4
			2		5			
9	6	1		8	4		3	2
								9
2	9	6				4		
	7	8	5	1	9		2	

**B** →

**C** →

**D** →

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](mailto:competition@travelbulletin.co.uk)

Closing date for entries is Thursday, February 26th. Solution and new puzzle will appear next week.

**The winner for 6th February is Melanie Reeves, Spear Travels in Northallerton.**

**February 06 Solution: A=2 B=6 C=9 D=3**

# Travagrams

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



This sub-tropical South Atlantic island will open its first airport next year



This resort opened the world's first undersea restaurant 10 years ago.

# Where Am I?



Town in the North of England.  
Part of a sheep's anatomy?

# Crossword

Number: 007

1		2		3		4		5		
										6
7								8		
9				10		11				
				12						
13		14				15		16		
17				18						
	19								20	

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

**Across**

- European airline with a crown logo (3)
- Italian region (6)
- City hub of El Al (3,4)
- The iconic statue of Christ the Redeemer overlooks this city (3)
- Portuguese city, capital of the Alentejo region (5)
- River, sounds like a type of fabric (5)

**Down**

- Controversial winner of this year's Celebrity Big Brother (5,5)
- Swedish city (5)
- Well-known hotel brand (7)
- Most westerly of the Inner Hebrides (5)
- Abu Dhabi is the capital (3)
- Comic actor recently seen in Cucumber, \_\_\_ Hound (5)
- Famous Russian with a tomb in Red Square (5)
- Charles de Gaulle airport code (3)
- Popular Daphne du Maurier novel (7)
- Capital of Turkey (6)
- Rapper / Actor \_\_\_ Cube (3)
- San Francisco's famous bridge (6,4)
- European country (7)
- Villainous character in Oliver Twist (5)
- First name of TV presenter who entices folk to Escape to the Country (5)

For the solution to the Crossword, Where Am I? and Travagrams, please see page 38



# Industry Insight by...

Two's company, three's a crowd? Not according to Andy Stark, managing director of The Global Travel Group

**T**HE IDEA of going away with a large group of friends or family makes me want to lie down in a dark room. I love my family dearly but the thought of spending a prolonged period of time with them all, despite how stunning the holiday back drop might be, does not make for a relaxing break...

In theory, the idea works. Let's all go away to celebrate mum's 80th, or let's turn that wedding in the south of France into a week-long break... sounds like a good idea, right? I am always told to pipe down when suggesting that more people often means more opinions and therefore more problems.

However, I think I am increasingly alone with this ideology as the concept of taking a big group holiday is growing. ABTA coined the phrase 'destination celebration' in its annual trends report highlighting that the desire to commemorate, celebrate and share experiences is growing. According to research, 20% of people took an adult-only group holiday last year and 19% of people also went away with their extended family.

From a numbers point of view, those booking a group trip can take advantage of some great discounts. Getting great value for money is an eternal quest for holidaymakers and the laws of booking more and

**"Complex itineraries and satisfying the specific criteria for many people is where agents, yet again, really come into their own"**

receiving more really do apply. With the savings available and the desire to mark a special occasion in a grand way, more and more of these bookings are also high value trips. Complex itineraries and satisfying the specific criteria for many people is where agents, yet again, really come into their own.

Packaging complex itineraries, needing advice and the fact that these trips tend to fall in the 'once in a lifetime' category means that agents are ideally placed to step in. It is indisputable that agents selling their expertise are thriving, and where else is expert advice required more than when trying to cater for your mum, grandmother and 15 more extended family members? I often talk of how key it is for agents to demonstrate their worth and offer sound, informed advice. Cash in on the group holiday trend, I'm convinced that anyone who is brave enough to take on this task will need lots of help!





**MELIÁ HOTELS**

...International has extended its presence in Europe with three new INNSIDE hotels for the UK - in Manchester, Glasgow and Birmingham. The Manchester property will be the first to open this year, followed by Glasgow and Birmingham in 2017, and each will offer elegant rooms, stylish bars and restaurants and efficient, friendly service, all combined with smart technology.

**InBrief**

- MINOR HOTEL Group has entered into a collaboration agreement with Destination Resorts & Hotels (DRH) to develop an Anantara resort in Malaysia.
- L'ANDANA IS offering a 35% discount for all bookings made before March 31. The offer at the Tuscan property, which features a golf course, heated outdoor pool, spa and cookery school, includes breakfast accommodation and costs from 286 euros (approximately £213) per night based on two sharing a superior room. The hotel will reopen for the summer season on April 24. For details see [www.andana.it](http://www.andana.it)
- ARIA HOTEL Budapest, Library Hotel Collection's newest member which opens on March 15, is offering a 'Getting to Know You' introductory rate of 195 euros per night including breakfast, afternoon wine and cheese plus free Wi-Fi. Budapest's first musically-themed hotel celebrates four major music genres: Jazz, classical music, opera and contemporary music through decor, art and sound. For details see [www.ariahotelbudapest.com/offers](http://www.ariahotelbudapest.com/offers)
- IKOS RESORTS is set to open two Greek resorts, Ikos Oceania (formerly known as Oceania Club), due to open next month, and Ikos Olivia, which opens in May. Both resorts are located in Halkidiki and offer an ideal base for family holidays. Sovereign is offering a seven-night, all-inclusive stay at the five-star Ikos Olivia from £3,419 per family of four, offering a saving of £1,282. The price includes a stay in a one-bedroom bungalow suite with balcony and garden view, a private cocktail by the beach, a farewell gift, UK lounge access, private transfers and flights from Gatwick with easyJet, based on a June 9 departure. For details call 01293-731566 or see [www.sovereign.com](http://www.sovereign.com)

**Gladiator Weekends from Rome Cavalieri**

THE ROME Cavalieri Waldorf Astoria Hotels & Resorts has introduced Gladiator Weekends to capture young guests' imagination for clients staying a minimum of two nights. Families booking a deluxe room will also receive the second room at half price.

Highlights of the new breaks include a Gladiator lesson to learn ancient combat techniques, use of a gladiator kit, a medal declaring participants a 'Tiro', or first level gladiator, a guided tour of the Coliseum and pizza making for the kids while parents relax.

The two-night weekend breaks cost from 1,960 euros per family.

For further information visit [www.romecavalieri.com](http://www.romecavalieri.com) and [www.waldorfastoria.com](http://www.waldorfastoria.com)

**St. Kitts' Ocean Terrace Inn adds free wedding package to mark re-opening**

THE FOUR-star boutique Ocean Terrace Inn in St. Kitts, has introduced a free wedding package for couples as part of its 2015 re-opening specials.

The offer is open to all couples who book ten or more superior (or higher level) rooms on the full breakfast and dinner (MAP) plan and stay for a minimum of five nights.

The 'Free Destination Wedding Package', which is exclusively designed for couples via the services of a professional wedding coordinator, offers the full marriage ceremony, the bridal bouquet and boutonniere, a lunch or dinner reception, Champagne for toasting and the wedding cake.

Couples can choose to marry in the tropical gardens of the hotel, on a nearby beach or against the backdrop of the island's Brimstone Hill Fortress and National Park, a UNESCO heritage site.

The hotel, which sits on a hilltop and is surrounded by tropical gardens, reopens on March 1 after an extensive refurbishment which includes the renovation of all 50 guestrooms. Couples can experience a range of island activities - from horse-riding or hiking through the rainforest to discovering the island on a tour. There are also dive facilities on site for novice or professional divers and for shopping (or to take in the architectural sites), the markets, shops and restaurants of the capital Basseterre are all within walking distance.

The wedding package includes a free upgrade to a Junior Suite for the bride and groom with late check-out, a professional wedding planner, a ceremony in the gardens, minister or Justice of the Peace, plus all legal documents, tropical bouquet and boutonniere, a private reception for the wedding party with buffet style lunch or dinner with wine and Champagne for toasting and a small vanilla wedding cake.

Couples can also choose the Ocean Terrace Inn Wedding Ceremony package at \$1,500 (approximately £987) for a minimum four-night stay and add on optional extras such as the reception, photographer, entertainment and luxury wedding cake.

# SIMPLY LUXURY

BY TRAVEL 2



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MADINAT JUMEIRAH DUBAI

**PARK HYATT ABU DHABI**  
HOTEL AND VILLAS

**PARK HYATT MALDIVES**  
HADAHAA

**ROVOS RAIL**

**Shangri-La's**  
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**Barr Al Jissah Resort & Spa**  
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**5\* ABU DHABI FROM £499PP**

Includes return flights  
3 nights at 5\* Park Hyatt, Abu Dhabi  
in a Park Room, bed & breakfast  
Return private transfers  
**SAVE up to £330 per couple**  
Valid for travel: 01 Jun - 15 Jul 15



**5\* BARBADOS FROM £1,379PP**

Includes return flights  
7 nights at 5\* The Crane, Barbados in  
a Junior Garden View Suite  
Return private transfers  
**SAVE up to £1,025 per couple**  
Valid for travel: 01 - 26 Jun 15



**5\* PHUKET FROM £1,039PP**

Includes return flights  
8 nights at 5\* The Surin Phuket in a  
One Bedroom Hillside Cottage,  
bed & breakfast  
Return private transfers  
**2 FREE nights**  
Valid for travel: 01 May - 15 Jun 15



**5\* SOUTH AFRICA FROM £1,779PP**

Includes return flights  
4 nights at 4\*+ The Bay Hotel, Cape  
Town, bed & breakfast  
2 nights Rovos Rail Cape Town to  
Pretoria in a Pullman Suite, all inclusive  
Return private transfers  
**1 FREE night**  
Valid for travel: 01 - 28 Sep 15



**5\* MALDIVES FROM £2,249PP**

Includes return flights  
7 nights at 5\* JA Manafaru, Maldives  
in a Beach Bungalow, bed & breakfast  
Return seaplane transfers  
**2 FREE nights**  
Valid for travel: 08 May - 30 Jun 15



*Raise a glass with Simply Luxury by Travel 2\**

Nothing epitomises luxury more than a tall, elegant glass of Champagne. That's why we are giving agents the chance to win 1 of 6 cases of Champagne with every qualifying booking consisting of flights and 3 nights' ground arrangements with our campaign partners, made between 01.02.15 and 31.03.15. Bottom's up!

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## Timberbush Tours invests £1million in extended fleet & new jobs

TIMBERBUSH TOURS, one of Scotland's family-owned Highlands and Islands tour operators, reports that it has doubled its turnover in the last three years, taking it to £2.5m and resulting in the investment of £1m in seven new coaches and the creation of 15 new jobs.

The company, which runs up to 100 tours weekly, from Skye to Loch Lomond and Loch Ness to Alnwick, leaving from Glasgow and Edinburgh, transports more than 1,000 visitors a week to some of

Scotland's best tourist attractions and historic sights, including Eilean Donan Castle, the Wallace Monument and the Isle of Skye.

Following a £1m investment into seven new bespoke coaches, taking the total to 17, 15 Mercedes Benz and two MAN, which come in varying sizes from a seven to a 43-seater, the operator has seen a significant rise in corporate business with contracts ranging from the Pope to the G8 Summit.



Lake Garda

### RAILTRAIL

...has introduced three tours in Italy to its 2015 programme of escorted tours by rail. They include a ten-day tour to Lake Garda & Venice with First Class rail to and from Lake Garda; a ten-day Italian Lakes option which takes in the lakes of Maggiore, Como and Lugano in the Italian speaking region of Switzerland; and an 11-day tour to Florence, Tuscany, Lake Garda and Venice. All depart from St Pancras, are fully escorted by a tour manager and include all excursions and dinner. Prices lead in at £1,199 per person. For details see [www.railtrail.co.uk](http://www.railtrail.co.uk) or call 01538-382323.

## Newsbites

- **YTL HOTELS'** Tanjung Jara Resort in Malaysia has reopened after nearly four months of annual closure. The hotel is offering an East Coast Dreamin' package which includes daily breakfast, two-course lunches and dinners and a guided Jara Hill Walk from £130 per room, per night for travel taken by March 31. For details email [travelcentre@ytlhotels.com.my](mailto:travelcentre@ytlhotels.com.my)
- **SUPERBREAK IS** offering a 10% saving on the four-star Donna Camilla Savelli Hotel in Rome for bookings made between now and April 1. The offer is valid for travel between March 1 and October 31, for stays of three nights or more. Prices start from £388 per person including three nights' breakfast stay and flights from Stansted with Ryanair. For details see [www.superbreak.com/agents](http://www.superbreak.com/agents) or call 01904-436000.
- **HRS AND iJET International, Inc.**, a risk management solutions provider, have announced new booking data tools that now integrate HRS booking data into iJET's Worldcue systems. With the new interface, the global hotel solutions provider and iJET can offer their joint clients improved risk management through instantly locating employees and assessment of a situation.
- **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 night – 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](http://www.nanukufiji.com)
- **JURYS INN** Milton Keynes is undergoing a £2m refurbishment programme to completely transform the hotel and enhance its facilities for business and leisure travellers. The 279-bedroom hotel will refurbish all guestrooms and its ground floor to incorporate a bright, contemporary décor with free Wi-Fi. For details see [www.jurysinns.com](http://www.jurysinns.com)

## Dubai 360 launches first online interactive city tour to inspire visitors

DUBAI 360 has launched a new online interactive tour at [www.Dubai360.com](http://www.Dubai360.com), which allows viewers to explore every angle of the city from the comfort of their own home.

The site has been developed over an 18-month period and utilises 1,298 pieces of panoramic video and photo content. With content filmed at

the pinnacle of the world's tallest building, Burj Khalifa, site users can see a bird's eye view of the city with sweeping panoramas down Sheikh Zayed Road and Dubai's coast. From there at a click of a button, viewers can travel to the luxurious Royal Suite at the Burj Al Arab Hotel and experience the gold clad interiors, opulent rooms and stunning sea-

view. A visit to Dubai Mall's famous aquarium will allow users to swim amongst the sea creatures, or take a ride on Dubai's new metro and view the city at speed.

The website can be used as a tool for agents by offering knowledge of the destination, as well as a point of sale tool when discussing Dubai with potential clients.





## TOURISM AUSTRALIA

...has released a new niche training module as part of its Aussie Specialist Program, called 'Restaurant Australia'. The module highlights what is unique about Australia's food and wine offering and provides gourmet themed suggestions that agents can then share with clients. Agents qualifying as an Aussie Specialist and completing the new module by February 28 will have the chance to win an automated coffee machine worth £250 or one of two hampers featuring Aussie goodies, worth £100 each. For details see [www.aussiespecialist.com](http://www.aussiespecialist.com)

## Debut UK roadshow from Visit Orlando & theme park partners

VISIT ORLANDO and its theme park partners, Disney World Resorts Florida; SeaWorld Parks & Entertainment; and Universal Orlando Resort, alongside ticket provider Attraction World, will hit the road next month for the destination's first UK roadshow to deliver a schedule of training events to agents across the country.

The Orlando Roadshow will take place over eight days in March. Each

session will provide a comprehensive look at new developments in Orlando including what's new at the theme parks, shopping, dining and ticket options. The sessions will not only arm agents with the tools they need to better sell Orlando, but 16 agents will also walk away with a trip to Orlando through a confirmed spot on the annual Orlando super fam.

Due to limited capacity, agents are encouraged to secure their place now

by emailing their name and venue of interest to [orlandoroadshow@publicasity.co.uk](mailto:orlandoroadshow@publicasity.co.uk)

The roadshow kicks off at the Custard Factory in Birmingham on March 9 and calls at Bristol on March 10, Gatwick on March 11, Chelmsford on March 12, Glasgow on March 23, Newcastle on March 24, Leeds on March 25 and Manchester on March 26. Each event starts at 18:30 and will end at 21:00.



## SELLING SEYCHELLES

...Seychelles Discovered has released details of its March roadshows, which take place on March 10 in St.Albans, March 11 in Southampton and March 12 in Exeter. The roadshows give agents the chance to meet the tourist office, airlines and hotels of the Islands in a relaxed but informative training environment. The evenings commence at 18.00 and end no later than 22.00 hours. To request a place email [events@destination-representation.com](mailto:events@destination-representation.com). Pictured at the Norwich roadshow, which took place in October at the Barnham Broom Hotel are, from the left: Ravinia Larue, Denis Island; Amanda Lang, Amani Resort; Linda Farrow, Holt Travel; Ash Behari, Hotel Coco de Mer; and Devi Pentamah, Hilton Seychelles.

## New academy from FRHI Hotels & Resorts

Members of FRHI Hotels & Resorts' Famous Agents programme are set to learn more and earn more through the creation of the Famous Agents Academy.

FRHI is the operator of Raffles Hotels & Resorts, Fairmont Hotels & Resorts and Swissôtel Hotels & Resorts, and has enhanced its programme to further agents' understanding of its three hotel brands and the guest experiences each has to offer.

Upon successfully passing each module, members will receive both course credit with Travel Agent University as well as bonus Famous Agents points. The number of credits and points earned vary from course to course. To enrol visit [www.frhi.com](http://www.frhi.com) and click on the agent link.



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Log on now at [www.travelbulletin.co.uk/travel-gym](http://www.travelbulletin.co.uk/travel-gym) to complete some of the courses currently appearing, including...



Big and beautiful, the USA's 49th state, Alaska, is an unspoiled wilderness waiting to be explored. The Alaska OTT travel training is designed to give you all the skills needed to sell Alaska, as well as details on up and coming Alaska events, fam trips and incentives.

Start your Alaska journey with us! [www.alaskaexperts.co.uk](http://www.alaskaexperts.co.uk)



Learn everything you need to know about the Province of Québec to help you close that sale and increase your income. Québec, Canada is fast becoming a popular holiday destination for well-travelled and discerning independent travellers and groups, whether for short breaks or longer stays.

Québec is accessible, affordable, stunning, surprising and fun!

Go to: [www.onlinetraveltraining.com](http://www.onlinetraveltraining.com)



Brazil Online Training

BOT - Brazil Online Training offers travel industry specialists the opportunity to learn more about Brazilian destinations, airlines and travel products specialised in Brazil. Increase your knowledge and sales confidence of Brazil with BOT and win prizes!



EnglandExpert.com is a free online training programme from VisitEngland. Its aim is to increase your selling power by increasing your knowledge of the top spots and products on your doorstep. The programme has four modules to help you learn more and earn more. Now's the time to offer your clients holidays closer to home. Visit [EnglandExpert.com](http://EnglandExpert.com) to register



The Expedia TAAP training course (consisting of five modules) will give you a great understanding of what products you can book with Expedia, how to book them and how to manage your account, all with the aim of helping you in your day-to-day role as a travel agent.

Incentive: Every agent that completes the course will get a big bar of chocolate. Furthermore, one lucky winner every month will win 35 GBP in Dominos Pizza vouchers for their office. Sign up at: [www.onlinetraveltraining.com](http://www.onlinetraveltraining.com)



To promote your online training course on the Travel Gym call **020 7834 6661**



TIPTO ran an event at Mercure Norwich Hotel in Norwich last October

## TIPTO's on the road for agents with new dates & locations

TIPTO HAS announced new dates and locations for its 2015 'A Date with TIPTO' roadshows.

A total of 12 roadshows take place this year between February and May, where independent agents will have the chance to meet new contacts and learn about new products, offers and handy tips from members to increase sales.

Events are run exclusively for independent agents and homeworkers from 18:00 – 22:00 and are free to attend. Attendees are given 14 eight-minute sessions where they have the opportunity to win prizes whilst learning all about the products that members provide. Drinks and

snacks are provided throughout the evening and agents are treated to a sit down dinner at the start of the event when they can socialise and mingle with operators and other agents.

Events take place on February 24 in Liverpool, February 25 in Huddersfield, March 3 in London's Watford, March 4 in Leicester, March 17 in Glasgow, March 18 in Edinburgh, March 25 in Belfast, April 20 in Leeds, April 21 in Lincoln, April 28 in Telford, April 29 in Worcester and May 6 in Cornwall.

Agents interested in attending can visit [www.tipto.co.uk](http://www.tipto.co.uk) or email [tipto@thenetwork-uk.com](mailto:tipto@thenetwork-uk.com)

## Prestige Holidays announces additional roadshow dates

PRESTIGE HOLIDAYS is set to commence its roadshows in March with a further two events in July and September.

The operator will host three roadshows between March 24 and 27 at Danesfield House, Buckinghamshire, Kesgrave Hall, Ipswich and Colwick Hall, Nottingham.

Trade partners supporting the events include Sheraton La Caleta, Tenerife; Bahia Del Duque, Tenerife; Adrian Hotels, Tenerife; Hilton Giardini Naxos, Sicily; Stademos Hotels, Cyprus; and Seaside Hotels, Lanzarote and Gran

Canaria.

Each roadshow will be attended by around 50 agents and the company will continue to offer its 'Talk Zone' and 'Learn Zone' format, comprising of informal networking sessions over drinks and canapés, followed by a sit down dinner with short but informative presentations from the company and its partners.

The next series of roadshows will take place from July 28-30 in Liverpool, Stratford upon Avon and Peterborough. The operator has also confirmed the final series of roadshows for 2015 -

from September 29 to October 1 in Cardiff, Exeter and Bournemouth.

John Joinson, the operator's head of sales, said: "This is the fifth year we have hosted our roadshows and we are delighted that feedback from independent agents continues to be so positive. The evening event is the perfect opportunity for agents to network whilst extending their product knowledge, a format which continues to be a winning combination."

Agents interested in attending should contact Becky Baldock on 01425-484262.

## Seychelles addition from Travel 2

TRAVEL 2'S T2 Academy has added 'The Seychelles Islands' module.

Agents can learn key selling points about the group of islands and earn points once they have completed the module, as part of the company's 'Learn and Earn' incentive. For details see [www.t2academy.co.uk](http://www.t2academy.co.uk)

## Abu Dhabi announces new roadshows for March

IN PARTNERSHIP with Etihad Airways and a selection of hotel and DMC representatives, TCA Abu Dhabi will be hosting roadshow events during March in Manchester and London.

The evenings, which take place on March 19 at the Etihad Stadium in Manchester and March 26 at London's Jumeirah Carlton Tower, comprise food, drinks, cultural activities and a selection of prizes.

To register, email Hannah Eastwood at [uktrade@tcaabudhabi.ae](mailto:uktrade@tcaabudhabi.ae)



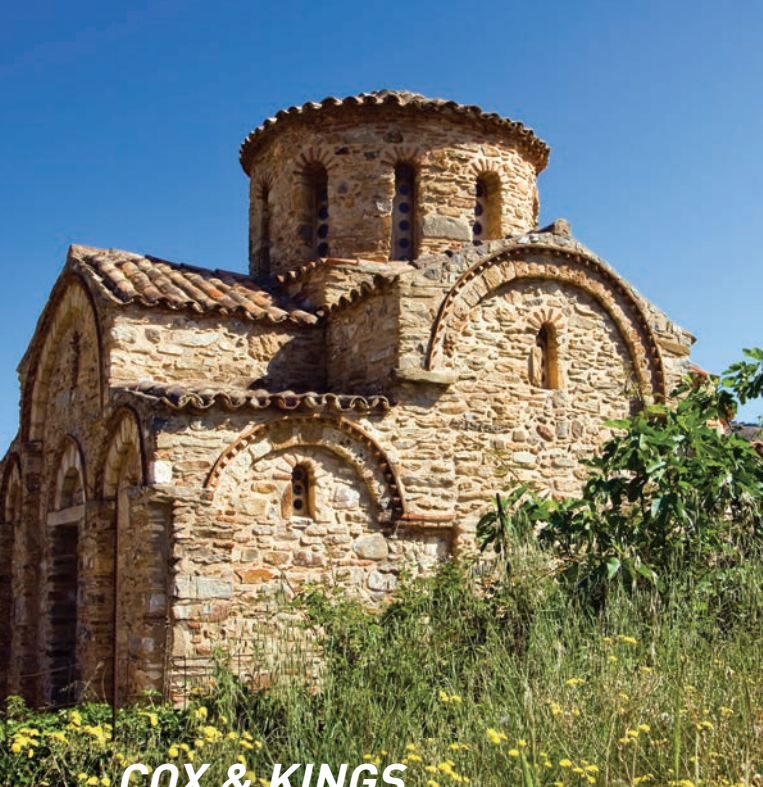
**Tunisia**  
www.cometotunisia.co.uk

## Facts & Figures: TUNISIA

- The most competitive destination in the Mediterranean
- Ranked as the second largest spa destination after France
- 3 hours, is the average journey time to Tunisia from any regional airport.
- Beach, History & Culture, Golf, Spa and Sahara desert are the five major selling points of Tunisia.
- Very low cost of living against a very strong British Pound
- Thomas Cook, TUI Travel, Jet2.com, Monarch and Just Sunshine are the five TOs and Airlines chartering flights to Tunisia from over 20 regional airports in the UK. Tunisair is the only scheduled airline from London
- Boasts long sunny and warm periods from March till end of November
- Captivating sceneries in the Sahara Desert including three Star Wars film Locations
- Perfect destination to have fun and entertain the families as well as relaxing long stays for seniors
- Fantastic beach front Hotels hand-picked by Tour Operators
- It is an open-air museum : 3000 years of history especially, the roman era
- 425,000 British holidaymakers travelled to Tunisia 2014.
- It is considered as an emerging golf destination
- An enticing dishes from a rich and varied Mediterranean Cuisine
- Very warm and friendly population



For more information or for further details on transport, attractions and accommodation in Tunisia, visit our website [www.cometotunisia.co.uk](http://www.cometotunisia.co.uk) or Email [trade@cometotunisia.co.uk](mailto:trade@cometotunisia.co.uk) or Call **0207 224 55 61**



## COX & KINGS

has introduced a week-long tour to Crete for single travellers. The six-night itinerary costs from £1,045 per person including flights, transfers and breakfast with two dinners. There is no single supplement and the offer includes a stay in a twin or double room. Staying in Kato Gouves throughout, highlights of the tour include visits to Knossos, Archanes, Heraklion and Rethymnon.

# medislands



## InBrief

- NEW VILLA rental company, the Massimo Villa Collection, features more than 50 handpicked villas in Sicily ranging from contemporary seaview residences to rural hideaways, and caters to parties of all shapes and sizes - from private villas for two to a large celebration house sleeping 24. As an example of prices, a one-week self-catering stay at Villa Splendida, which features three double rooms and a guest annexe with a further double room, along with a living area, kitchen and decked terrace with swimming pool, costs from £1,500 and sleeps eight.
- SICILY'S DONNAFUGATA Golf Resort & Spa has created a new guide to help guests make the most of their visit in 2015. The resort's '101 Wonders to Discover' guide offers an insight into the region's ancient history and many different cultures and traditions, while also highlighting its year-round climate. For details see [www.donnafugatagolfresort.com](http://www.donnafugatagolfresort.com)

## Classic adds Aeolian Islands for summer 2015

CLASSIC COLLECTION Holidays has added the Aeolian Islands of Salina and Vulcano for the first time this summer. Located just to the north of Sicily, the islands, also known as the Lipari Islands, offer unique landscapes, unspoilt nature and black volcanic beaches. The second largest of the Aeolian Islands, Salina is also one of the least developed and offers an ideal location for a laid back and relaxing break. The island's secluded pebble beaches and crystal clear waters are ideal for swimming and snorkelling, while walkers will enjoy the coastal cliffs or, for more of a challenge, guided mountain hikes.

The most southerly of the islands, Vulcano, is best known for its mud baths, hot springs and volcanic sand beaches. The island's best beach is Le Spiaggia

Sabbia Nera, with black volcanic sand. Hikes to the top of the Fossa di Vulcano crater are available and boat trips take in the sea caves of the coastline.



The operator is featuring three properties in total, one on Vulcano and the other 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 costs from £1,235 per person in May, while seven nights at the Therasia Resort Sea & Spa on Vulcano lead in at £1,018.

The company is also offering complimentary UK airport lounge passes on all bookings to Salina and Vulcano made this month. For further details visit [www.classic-collection.co.uk](http://www.classic-collection.co.uk) or call 0800-008 7288.



## THE FOUR-STAR

...Bon Sol Resort & Spa in Illetas, Mallorca has re-opened for the 2015 season following refurbishment and renovation works, including a new adults-only sun terrace which offers a Jacuzzi, views across the Bay of Palma and a personal drinks/snacks service provided by the adjacent pool bar. The cost for a three-night half-board stay leads in at £240 or £557 for a week. For details see [www.hotelbonsol.es](http://www.hotelbonsol.es) or email [bonsol@hotelbonsol.es](mailto:bonsol@hotelbonsol.es)

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**CYPLON HOLIDAYS** has confirmed that 2015 sees a continuation of its Total Trade Support incentive programme, which offers £10 Capital Bond vouchers per adult for all package holidays to all destinations (minimum of seven nights for two adults) for Gold and Silver commission levels; £10 Capital Bond vouchers per hotel-only bookings (minimum of seven nights for two adults) for Gold and Silver commission levels; free hotel stays for agents and a partner at selected accommodation; and complimentary bubbles and Champagne truffles for all bookings more than £5,999. The operator also offers agent concession rates on all holidays with no targets and no blackout dates. FOR DETAILS VISIT [WWW.CYPLON.CO.UK](http://WWW.CYPLON.CO.UK)



### New Mallorcan property from Jet2holidays

JET2HOLIDAYS has added the Tonga Tower Design Hotel and Suites in Mallorca's C'an Picafort for this summer.

The company's tour operations director, Peter Kearns, said: "The four-star-plus complex is located on the north eastern tip of the Bay of Alcudia, meaning holidaymakers are just a short stroll from Can Picafort's sandy beaches.

"The hotel offers a great selection of pools and terraces for customers to unwind plus fantastic facilities for families including a kids' club run by the hotel."

A seven-night, self-catering stay at the property, based on a May 6 departure from Leeds Bradford, costs from £329 per person based on two sharing and includes a 22kg baggage allowance and transfers.

The operator has also added the Greek island of Kefalonia for this summer. A seven-night, self-catering stay at Kefalonia's three-star Niriides Hotel, based on a May 27 departure from Manchester, costs from £339 per person based on two sharing and includes a 22kg baggage allowance and transfers.

For further information visit [www.jet2holidays.com](http://www.jet2holidays.com)

### Seven-night Croatian stay for £475 from Anatolian Sky Holidays

HOTEL LIBURNA, which is located on the Croatian island of Korcula overlooking the old town, is currently undergoing a refit to offer a new look and improved facilities when it opens in May.

Anatolian Sky Holidays is offering a seven-night stay at the property from £475 per person based on two sharing a twin/double room on a bed-and-breakfast. The price includes flights from Gatwick and transfers.

For details see [www.anatoliansky.co.uk](http://www.anatoliansky.co.uk) or call 0844-273 3586.

### Serenity promotes Sicilian Places product

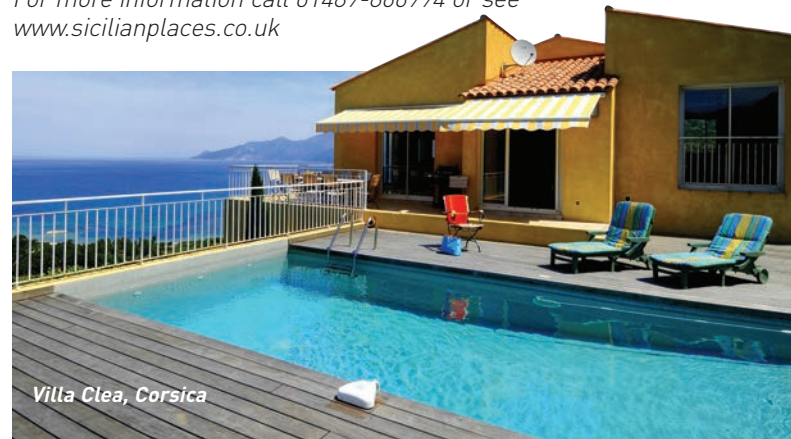
SERENITY HOLIDAYS, which continues to offer the islands of Sardinian and Corsica under specialist holidays brands Sardinian Places and Corsican Places, has recently launched a new programme - Sicilian Places - which will share the same core product and service values as Sardinian & Corsican Places.

The new venture builds on the company's successful travel brands and was originally launched as a web-based product. It offers a mix of hotels (mainly four- or five-star properties), along with a handpicked selection of villas and apartments.

Agents can book either a flight inclusive package or accommodation-only arrangements. Prices start from £449 per person (saving £128 per person), based on a seven-night stay with four sharing at Apartment Pino Marittmo, departing on April 18 or 25 and including flights, car hire and a welcome pack.

Agents making a booking by February 28 with Sicilian Places will receive £50 in High Street vouchers.

For more information call 01489-866994 or see [www.sicilianplaces.co.uk](http://www.sicilianplaces.co.uk)



Villa Clea, Corsica

## Headwater adds twin-centre Montenegro walking week for summer

NEW FOR summer 2015, Headwater's gentle-paced, twin-centre, walking week of Montenegro offers a contrasting mix.

Guests start in the mountainous north to explore Durmitor National Park, with its glacial lakes, dense forests and endemic species, followed by a visit to the UNESCO-listed Tara River (second deepest canyon in the world - 1,300m - after Colorado).

For the second part of the trip, guests head south to the warm shores of the Adriatic to stay in Venetian Perast - considered the prettiest village in Montenegro - to explore the streets, historic churches, palazzos and hidden squares. For a different perspective, the itinerary also includes a boat trip around Lake Skadar to view its famous C14 island monasteries, which are still inhabited today by Orthodox Christian monks and nuns, and the shores of tranquil Kotor Bay with its secluded islets.

The twin-centre tour departs on selected Sundays between May 24 and September 20 with prices starting from £1,078 (tour only) or £1,349 (with BA flights from Gatwick). Transfers and accommodation in four-star hotels, along with most meals, a local guide, all entrance fees, boat trips and local wine and ham tastings are also included.

For bookings and further information call 0845-322 4672 or email [sales@headwater.com](mailto:sales@headwater.com)

## Maritim Hotels returns to Mallorca

MARITIM HOTELS will return to the Balearic island of Mallorca this year with the opening of a new four-star hotel in Andratx, on the Costa de la Calma between Santa Ponsa and Paguera.

Known as the MARITIM Hotel Galatzó, the property will open on March 1 and will offer 172 modern and comfortable rooms, an outdoor swimming pool and sun terrace, two restaurants, a lobby bar with outside terrace and poolside snack bar with barbecue. There is also a special 'chill out' zone with Balinese-inspired furniture and sun loungers.

With a focus on well-being, the new hotel will feature a 1,400sq.m Mediterranean-style spa which offers a range of relaxing facilities including a whirlpool, Finnish sauna, cold and hot water pools, steam room, foot massage service and a range of themed showers. The hotel also provides a number of fitness and wellness activities in which guests can participate.

Prices lead in at 68 euros per person, per night in a Comfort room with a garden view, or 72.25 euros for a sea view room, both including breakfast.



The 'chill out' zone at Maritim Hotel Galatzó



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## Prestige Holidays responds to Sicily & Malta surge with property additions

PRESTIGE HAS reported a strong increase in bookings to both Sicily and Malta for summer 2015 with business up 30% and 10% respectively.

Nicky Shafe, the company's marketing manager, said: "Sicily has exceeded our expectations. Last year we saw passenger numbers rise by almost 50% year-on-year and this summer is already looking very healthy. We have expanded our choice of hotels in the Baroque South East and these properties are doing very well.

"Malta is also selling well, which might be attributed in part to the new Angelina Jolie film, *By the Sea*, and the fact that Malta will be European Capital of Culture in 2018.

"Our top selling hotels in Sicily are the San Domenico Palace, the Tourist and Villa Belvedere. In Malta the big sellers

are the Phoenicia and Westin Dragonara."

The operator has also introduced two four-star hotels in St Julian's – the Cavalieri Art Hotel and Golden Tulip Vivaldi Hotel – both of which are proving popular.

Sample packages include a seven-night stay at Hotel Tourist from £669

departing in April, based on two adults staying in twin or double room on a half-board basis and including flights with easyJet from Gatwick and private transfers.

Alternatively, a week at Hotel Cavalieri (St Julians) in May costs from £487 based on two adults staying in twin room on a bed-and-breakfast basis and including flights with easyJet from Gatwick and private transfers.

*Both prices include an early booking discount which applies for bookings made by March 31.*



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## IBEROSTAR

...has unveiled its latest property addition - Iberostar Cala Millor on Mallorca. Located 70km from Palma airport and adjacent to Punta de n'Amer Natural Park and the promenade of Cala Millor, the hotel features 171 guestrooms, swimming pool, solarium and a spa. For sports fans, there is a fitness room, a beach volleyball area and a selection of watersports. A lively entertainment programme is offered along with a miniclub and activities for children. For more information see [www.iberostar.com](http://www.iberostar.com)



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Anatolian Sky

## Kirker highlights Chopin Festival in Mallorca

KIRKER HOLIDAYS is promoting an exclusive trip to Mallorca to experience its Chopin Festival.

The itinerary departs on September 24 and 30 and is based in the village of Banyalbufar, which overlooks the unspoilt north coast of Mallorca.

The works of Frédéric Chopin are still central to the company's festival in Mallorca and, for the third visit, the operator has extended the programme to include Spanish and Latin American composers - pianist Melvyn Tan, organist Oliver Condy and Mexican guitarist Morgan Szymanski, who are joined by the young Spanish soprano Amaia Azcona Cildoz.

Frédéric Chopin and the Baroness Dudevant (or George Sand as she chose to be known) spent three cold and wet months in Mallorca from December 1838. They lodged at the monastery at Valldemossa where three of the company's five concerts will take place. Two further concerts will be given in the village church in Banyalbufar.



The six-night option costs from £1,769 per person. To book or for further information call 020-7593 2288 or see [www.kirkerholidays.com](http://www.kirkerholidays.com)

# bermuda

**SINCE BEING** chosen as the host country for the 2017 Americas Cup, Bermuda is setting itself firmly on the map as a must see travel destination for this year by lining up a selection of events. Throughout the year dining experiences with local families (Taste of Bermuda) take place as well as the Bermuda Golf Association's season long events. Next month sees the launch of the City Food Festival (March 16-21) which celebrates Bermuda's culinary offerings, while April welcomes a three-day Open Volleyball event (April 10-12) and July sees the launch of Fashion Festival from July 6-12.

## Agents can win a town crier for Bermuda Day with Classic Collection Holidays



CLASSIC COLLECTION Holidays is running a Bermuda Week promotion from May 23-30 to coincide with the celebrations of Bermuda Day on May 24 (Queen Victoria's birthday).

The company will be giving agents the chance to win the services of a town crier for the day during its Bermuda Week. The

operator will also host breakfast at the winning agencies and provide training on the operator's portfolio of hotels, the resort and the destination. In addition, the town crier, John Scholey, will put his first-hand knowledge of Bermuda to use.

In order to be in with a chance of winning, agents need to

sign up to the company's Bermuda week and either increase their overall sales with the operator, year-on-year, or confirm a Bermuda booking before April 30.

To sign up, agents should call 01903-836611 or email [andrew.farr@classic-collection.co.uk](mailto:andrew.farr@classic-collection.co.uk)

Meanwhile, the company is offering seven nights for the price of five at Rosewood Tucker's Point on all room-only holidays taken between March 1 and May 21 and September 3 and December 31.

The same offer also applies at Grotto Bay Beach Resort on stays taken before May 7 and between September 8 and December 31.

Bed-and-breakfast stays at The Reefs Hotel & Club offer seven nights for the price of five on holidays booked before March 31 and taken before March 31 or between September 15 and December 31. At Newstead Belmont Hills Golf Resort & Spa, the seven for five offer is available on the same board basis when booked on stays taken before April 30 and from November 1 through to the end of the year.

For details see [www.classic-collection.co.uk](http://www.classic-collection.co.uk) or call 0800-008 7288.



Tucker's Point  
Golf Club



### PRESTIGE HOLIDAYS

is offering seven nights' room-only accommodation at Rosewood Tucker's Point Hotel & Spa for £2,569 per person for travel in May. The price includes British Airways flights from Gatwick, accommodation in a superior room and private transfers, as well as two free nights, saving £1,231 per couple, per week. FOR DETAILS VISIT [WWW.PRESTIGEHOOLIDAYS.CO.UK](http://WWW.PRESTIGEHOOLIDAYS.CO.UK) OR CALL 01425-480400.



**CARNIVAL CRUISE** Lines is offering an eight-night cruise on Carnival Sunshine that travels roundtrip from Port Canaveral to Bermuda from £699 per person. The offer is based on an October 2 departure and two sharing an interior stateroom. For details visit [www.carnival.co.uk](http://www.carnival.co.uk) or call 0843-374 2272.

## Enhanced dining experiences for guests at The Reefs Hotel & Club

THE REEFS Hotel & Club has introduced new

course dinner party hosted by the culinary team at the



For guests who prefer a private dining experience, a private chef service is also now available in the Club Suites. Guests can dine in the comfort of their suite while a personal chef will prepare and serve dinner. Menus can be designed in consultation with the chef or guests can leave the choice up to the chef for a surprise. And as no meal would be

complete without the right wine, The Reefs has introduced a complimentary wine tasting experience for guests, which changes on a weekly basis. The hotel is also offering one free night on stays of a minimum of two, three or four nights between now and August 30. For more information visit [www.thereefs.com](http://www.thereefs.com)



initiatives designed to enhance the dining experience.

Guests now have the opportunity to enjoy a multi-

property at a special chef's table dinner. Limited to 25 guests, the evening offers the opportunity to sample creative local fare.



**A SEVEN-NIGHT STAY** at the Hamilton Princess, based on a stay in a Fairmont room and including BA flights from Gatwick in April and private transfers, leads in at £1,749 per person. The deal, which is available with Prestige Holidays, includes two free nights at the hotel, saving £567 per couple, per week. For details call 01425-480400.



PRESTIGE  
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## YAS VICEROY ABU DHABI

located on Yas Island, is offering a 'Suite Stay and Play' package which costs from £188 per room, per night. It includes a daily credit of 200 AED, which can be used for in room service, in restaurants or at the spa, and is available until November 25. The property is also highlighting its upcoming calendar of events which include The Abu Dhabi Food festival which runs until February 21 and the Abu Dhabi Arts Festival, which runs from March 3 through to April 2. For details see [www.viceroyhotelsandresorts.com/abudhabi](http://www.viceroyhotelsandresorts.com/abudhabi)

### 'Inclusive' room type available from If Only...

FOR CLIENTS that love the all-inclusive lifestyle but want to stay on The Palm, If Only...is featuring an 'inclusive' room type at Jumeirah Zabeel Saray. It includes buffet breakfast or an alternative breakfast in the 'Inclusive' Club Lounge; a three-course lunch or dinner daily in a choice of more than 50 restaurants and bars throughout Dubai; an optional Friday brunch (supplement applies); and Club Lounge access for a lighter lunch, an afternoon snack menu, afternoon tea, pre-dinner canapés, cocktails and bubbly.

'Inclusive Room' guests also have complimentary use of the fitness club, the tennis courts, non-motorised watersports, the spa and Wi-Fi throughout the resort. In addition, 35% off drinks in the Voda Bar, a complimentary trip to Wild Wadi and a complimentary Turkish Bath experience are also offered.

A five-night stay in an 'Inclusive Room', which includes Emirates flights from London, luxury transfers and airport taxes, leads in at £1,069 per person.

To book or for more information call 0141-955 4000.

### Debut Jordan property from Rotana

ROTANA HAS opened The Boulevard Arjaan by Rotana, the group's first property in Jordan.

Located in Abdali, the hotel forms part of an exclusive multi-billion pound development in the heart of the capital, and adds 391 fully furnished and serviced apartments to the company's portfolio of more than 12,000 hotel rooms.

Features include state-of-the-art technology and modern facilities combined with traditional Arabesque design. Facilities include three conference rooms, a fitness and wellness club and two rooftop swimming pools.

A stay in a Classic Studio room, including breakfast, costs from JOD135 (approximately £125) per night based on a minimum four-night stay for two people sharing.

Agents are entitled to a 50% discount on BAR subject to availability.

For more information e-mail

[boulevard.arjaan@rotana.com](mailto:boulevard.arjaan@rotana.com) or visit [www.rotana.com](http://www.rotana.com)

### Hayes & Jarvis offers savings on three-night break at new Dubai property

HAYES AND JARVIS has added a new five-star property to its Middle East portfolio for this year - Waldorf Astoria Dubai Palm Jumeirah in Dubai.

The luxury resort has also recently unveiled a new private jetty offering an exclusive boat shuttle service for guests, along with a series of new motorised and non-motorised watersports which are

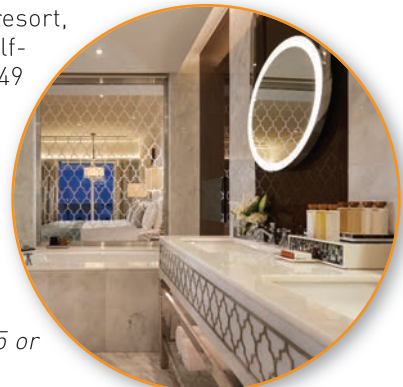


available from the private beach.

Activities include water-skiing, wake and knee boarding, banana boats, tripe tube and donut rides, as well as more relaxing experiences, such as paddle boarding and boat rides.

A three-night break at the resort, including a complimentary half-board upgrade, costs from £649 per person, offering a saving of up to £324 per person. The offer includes a 40% accommodation discount and flights from Gatwick with Emirates, based on a June 21 departure.

To book or for further information call 01293-731835 or see [www.hayesandjarvis.com](http://www.hayesandjarvis.com)



## Oman highlights off-the-beaten-path accommodation options

VISITORS TO Oman can now experience the variety of its desert and mountainous landscapes with three new desert and mountain resorts.

Due to open in the first quarter of this year, Dunes By Al Nahda, a 30-room desert resort located 90 minutes from Muscat, will be the closest desert resort to the capital. The accommodation includes a range of executive tents, luxury suites and two luxury Royal Suites. An open-air restaurant will offer guests an authentic desert experience that can be combined with activities including dune bashing, sand boarding, camel riding, zip-lining and star gazing with the help of a professional guide. A banqueting facility for up to 250 people will also be available and ideal for large groups. For details see [www.alnahdaresort.com](http://www.alnahdaresort.com)

Desert Nights Camp is an intimate five-star hotel nestled amongst the Wahiba sand dunes. The resort can accommodate up to 64 guests in a choice of 24 double tented suites, two family tented suites and four standard rooms (non-tented), all of which feature luxury bathrooms and offer desert views. Authentic Omani dining is available at Two Dunes Restaurant where guests can choose to dine in cool indoor surrounds or outside under the stars. See <http://omanhotels.com/desertnightscamp>

Meanwhile, following eight months of extensive refurbishment, eco-luxe retreat The View reopened last month with a new range of amenities including an infinity pool and multi-cuisine restaurant. The mountain resort is perched on the summit of Hail al Shas in the Wilayat of Hamra at 1,400m above sea level, offering guests views across the mountains and canyons of Oman and is a convenient base to explore nearby attractions such as Al Hamra, Bahla, Nizwa and Jabrin or indulge in activities such as mountain biking, hiking and rock climbing. Accommodation consists of 30 luxury rooms or 'pods' featuring modern comforts such as king-size beds, LCD TVs and stand-alone bathtubs.

For details see [www.theviewoman.com](http://www.theviewoman.com)

## Dubai plays host to eighth al fresco food fair, Taste of Dubai, next month

DUBAI'S ALFRESCO food fair, Taste of Dubai, takes place from March 12-14, at Dubai Media City's amphitheatre, with a line-up of celebrity chefs, restaurants, sponsors and attractions.

The event will deliver a fresh approach during its eighth year as the UAE's favourite al fresco food, drink and music festival with more new restaurants and features. Guests will witness more than 100 bespoke dishes from restaurants such as Gaucho, The Scene, The Gramercy, Katsuya and Perry & Blackwell's Original Smokehouse, delivering 11 different cuisines.

Meanwhile, celebrity chefs Atul Kocchar and Tim Anderson will perform live demonstrations, alongside other chefs brought in for the event.

For entertainment, Taste of Dubai has a variety of attractions, including a live music stage, chefs' theatre, cookery school and VIP lounge, as well as displays from more than 60 exhibitors. There is also a kid's zone to help keep children occupied.

For more information on Dubai visit [www.duaitourism.ae](http://www.duaitourism.ae)



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Price per person for LGW departure and valid for stays from 1 May to 15 July & 11 August to 15 September 2015. Must be booked by 28 February 2015. Subject to availability.



# themeparks



**EUROPA-PARK** reports that 2014 has been the best year in the theme park's history, breaking through the five million barrier for the number of visitors in a single season. Last year also saw the number of visitors reach a record total of 100 million since the opening of the park in July 1975. Meanwhile, celebrations to mark 40 years of Europa-Park will take place this year, where the theme park will be announcing new attractions and special highlights to celebrate. For details see [www.europapark.de](http://www.europapark.de)

## Attraction World teams up with Disney to offer prizes for travel agents

ATTRACTION WORLD has announced a new promotion with Disney which runs until March 19.

Every week the operator is giving away 21 prizes including Disney plushes, VIP shopping trips, shoes fit for a princess, tickets to Frozen SingAlong and the grand prize of a seven-night stay for two at Walt Disney World Resort in Florida, along with park tickets and £1,000 towards flights.

To be in with the chance of winning, agents need to make a booking for the 14-for-7 offer ticket (or any packages that include the Ultimate ticket) and email the booking reference to [disney@attractionworld.com](mailto:disney@attractionworld.com)

Meanwhile, the company has announced that Cirque du Soleil will feature at PortAventura this summer with its new show, Amaluna.



©Disney

## Alton Towers launches luxury lodges & adds new CBeebies Land attraction

ALTON TOWERS Resort is preparing to open the Enchanted Village, a hideaway of luxury treehouses and enchanting lodges located in the woodland next to Alton Towers Hotel.

The Treehouses will sleep groups of eight and all have four separate bedrooms, each with their own plasma TV.

Each treehouse features its own unique style with luxury furnishings, self-catering facilities and a lounge area with a 50-inch plasma TV and games console. The outdoor decking area offers a private hot tub with views over the woodland.

The lodges provide family accommodation for five people, and each houses a king size bed, bunk bed and trundle bed.

Guests can also relax on an outdoor decking area and there is free parking as well as access to the theme park and the rest of the resort.

Meanwhile, younger visitors to the resort, which re-opens on March 21, will have something to look forward to this year as Captain Barnacles and his crew arrive at CBeebies Land with the new Octonauts Rollercoaster Adventure.

Young explorers will board the GUP convoy with the Octonauts crew and experience an interactive adventure with their favourite characters from the CBeebies programme, who will teach them how to care for our seas and wildlife.

The new junior coaster joins other CBeebies favourites at the resort including Postman Pat's Parcel Post, In the Night Garden Magical Boat Ride and Mr. Bloom's Allotment.

For more information visit [www.altontowers.com](http://www.altontowers.com)



## Open Day offer for agents from Chessington World of Adventures

CHESSINGTON WORLD of Adventures Resort is holding an exclusive evening on Friday March 20 in its Safari Hotel for event buyers, accommodation bookers and agents to enjoy dinner, tours of the hotel, take part in a showcase of one of its teambuilding activities and meet the conference and events team. Spaces are limited so agents are asked to email [resort.enquiries@chessington.co.uk](mailto:resort.enquiries@chessington.co.uk) to request to be considered.

Meanwhile, families can now book one of two exclusive DreamWorks Penguins of Madagascar bedrooms at the Chessington Safari Hotel, featuring a penguin treetop hideout for the family to enjoy. The newly opened Chessington Azteca Hotel also offers 69 fully themed bedrooms across three floors with views across the resort.

A range of corporate packages are also available including an Adventure Day package that includes theme park

and zoo entry, use of the private

Explorers Outpost venue in the heart of the resort for a barbecue lunch, or exclusive use of the new premium buffet Temple Restaurant in the Azteca Hotel.



## Gulliver's unveils £1million investment in new rides & attractions for 2015

CHILDREN'S THEME park chain Gulliver's is preparing to unveil a host of new attractions across its three theme park sites this year.

The family-run company, which operates theme parks and attractions in Warrington, Matlock Bath and Milton Keynes, has announced an action-packed schedule for 2015.

At the Warrington theme park site, families will encounter a new train coaster ride and a splashtastic battle-themed attraction. At the Matlock Bath site there will be a new twist on the classic dodgems as well as some digger fun set, while the Milton Keynes site will see a full refurbishment of its food hall over the course of the year, plus the addition of a mammoth water slide. Next door at Dinosaur and Farm Park, there will be a magical new trail, diggers and more surprises in store.

Last year, the company invested £1.5million in adding 20 new attractions to its theme park sites over a 20-week period, and this year, £1m is being spent on new rides and attractions.

Meanwhile, the company reports that it sold 17% more coffee in 2014 compared to the previous year and 123% more coffee than tea across its theme park sites last year.

In response to demand, the company is offering customers more choice with a range of lattes, cappuccinos, Americanos, mochas and espressos at all three parks.

For more information visit [www.gulliversfun.co.uk](http://www.gulliversfun.co.uk)



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## Spring celebrations at Disneyland Paris

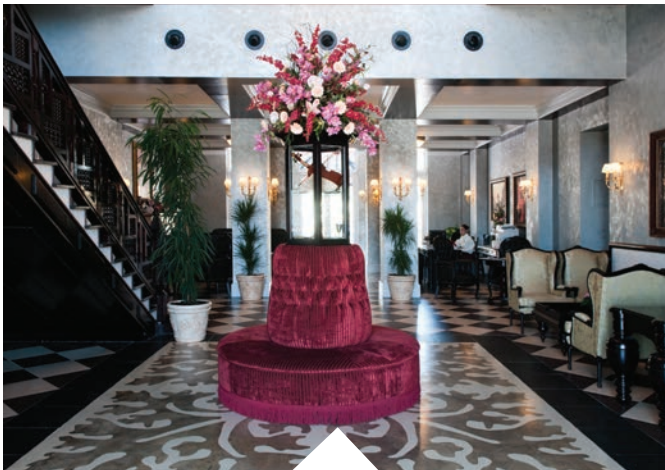
FOR THE second consecutive year, after a first successful edition, Disneyland Paris is to launch a colourful spring festival to celebrate flower power and stimulate senses.

Taking place between March 1 and May 31, guests will experience new musical shows, more flower-filled scenery and Disney characters wearing their spring costumes.

The festival will start from the Disneyland Park entrance with the first show entitled 'Welcome to Spring', specially orchestrated by the residents of Main Street, USA and Disney characters.

New events include 'Goofy's Garden Party', where Disney characters put on a parade with lively music and blooming flowers and 'Minnie's Little Spring Train', where Minnie and her friends - including the White Rabbit (Alice in Wonderland), Thumper, Miss Bunny (Bambi) and others will parade in front of the Sleeping Beauty Castle on a mini train.

The theme park's Central Plaza will also be transformed into an enchanted garden for the festival, featuring topiaries in the shape of the 101 Dalmatians, Simba and Nala (The Lion King), the Aristocats and Bambi and his friends.



**TO MARK its 20th anniversary, PortAventura has moved into the luxury market by launching Mansión de Lucy – the resort's first five-star hotel. Hotel Gold River, of which Mansión de Lucy used to be a part, has also been expanded into the largest in the resort through the addition of a new section – the Callaghan Building which contains 78 deluxe rooms. The combined total investment in the projects has been more than €10million. Hotel Mansión de Lucy will open on April 2 and will offer 28 deluxe superior rooms and two suites. In addition to the launch of both hotels, PortAventura has developed new attractions, formed in partnerships with leading brands such as Ferrari and Cirque du Soleil. The deluxe accommodation projects will offer a range of services, such as three golf courses and a beach club. For more information see [www.portaventura.co.uk](http://www.portaventura.co.uk)**

## MMP promotes marine life conservation

MALTA'S only marine park, Mediterraneo, is promoting interactive participation with a varied selection of marine mammals including dolphins and sea lions; parrots and reptiles.

The park, which offers year-round opening hours, features three main programmes held daily: The Dolphin Presentation, The Sea Lion Presentation and the Parrot Presentation.

A new reptile vivarium has also been completed where regular reptile presentations are held. Other species that visitors can expect to see include green wing Macaws, Amazons, snakes, tortoises, turtles, frogs, toads, spiders, scorpions and lizards.

For more information email [info@mediterraneanpark.com](mailto:info@mediterraneanpark.com) or see [www.mediterraneanpark.com](http://www.mediterraneanpark.com)

## Drusillas Park celebrates best year to date

DRUSILLAS PARK is currently celebrating its best year to date, attracting 400,000 visitors which equates to a 35% increase in year-on-year visitors.

Owners of the attraction in East Sussex, Laurence and Christine Smith, attribute the high volume of visitors to a number of contributory factors, including the opening of a new Hello Kitty Secret Garden together with an upturn in the economy and some reasonable weather.

Laurence Smith said: "Our strategy has always been that in order to keep our customers coming back and recommending us to their friends, we need to continually move forwards and to invest in new ideas and ventures. Hello Kitty Secret Garden was our largest project to date and we are delighted that it has been so well received.

"The regular meet and greet events with Hello Kitty have proved extremely popular and our younger visitors love looking in the Hello Kitty House and visiting the Parlour. The Hello Kitty rides have also been a triumph, enjoyed by boys and girls alike."

For more information call 01323-874100 or visit [www.drusillas.co.uk](http://www.drusillas.co.uk)



Christine & Laurence Smith

## Three-day pass for the price of two at Disneyland Paris from SuperBreak

SUPERBREAK IS offering a three-day pass to Disneyland Paris for the price of two. Ideal for families who want to enjoy the new 'Swing into Spring' theme that will be running through the park, the offer is valid on bookings made between now and the end of March for travel before the end

of May.

In addition, children under six can also enter the park for free when two nights' accommodation are booked.

A family package using this offer costs from £394 based on two adults and two children (under six) sharing a quad room at the three-star Kyriad

Hotel Disneyland Paris for two nights on a bed-and-breakfast basis, including a three-day park pass for all.

To make a booking or for more information see [www.superbreak.com/agents](http://www.superbreak.com/agents) or call 01904-436000.

## Gardaland gets set to launch new vertical plunge rollercoaster

HEIGHT, SPEED and vertical plunges are the key words for Gardaland's new season when it reopens on March 28.

The Italian theme park will welcome the launch of 'Oblivion - The Black Hole', a new vertical plunge rollercoaster that is 42.5m in height, features 87 degrees of inclination and a speed of 100 km/h. Daredevil passengers will drop from a vertiginous height, in a vertical plunge towards oblivion, through a mysterious space-time passage on the way to a new

dimension. They will narrowly miss the ground and will dodge numerous obstacles with head-over-heels upturns, tailspins on big spirals and 360 degrees rotations.

Meanwhile, Gardaland Hotel now features two new 'Oblivion' themed rooms where guests will find themselves inside Oblivion's 'control room' where 'Mission Oblivion' can be directed.

A 'Mission Oblivion' package offers an overnight stay in the new themed room, along with breakfast, à la

carte dinner, daily entry to the park, a welcome setup with a themed gift and the queue-skipping ticket 'Adrenaline' which grants unlimited access for a day to all seven adrenaline attractions, including Oblivion - The Black Hole.

The hotel is also offering a new gourmet restaurant featuring new refined dishes, made with top of the range produce and a new grill-bar in the swimming pool area, which offers snacks and quick, tasty lunches.

Prices, which include an overnight stay in a standard room, entry to the park and the SEA LIFE Aquarium, start from 69 euros for adults and 42 euros for children aged three to 12.

New offers for this year include three types of season pass - One at 52 euros, Premium at 62 euros and VIP at 72 euros. Every pass offers unlimited access to the park between March 28 and November 1.

For more information visit [www.gardaland.it](http://www.gardaland.it)

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## Legoland Florida Resorts introduces workshop sessions at new hotel

MAY 15 WILL see the opening of a new Legoland Hotel at the Legoland Florida Resort.

An exclusive feature of the themed hotel will be the opportunity for guests to meet the 'stars' of the attraction, its Master Model Builders, in Lego Master Model Builder workshop sessions. Hotel guests will be able to learn and build with them every day in the pre-booked workshops.

A colourful outdoor pool is expected to be popular with British visitors seeking relaxation in the Florida sunshine. Guests will be able to choose from a swashbuckling Pirate Room, a regal Kingdom Room or a rip-roaring Adventure Room, with one further theme to be revealed.

A stone's throw away, on the park, there will be a new land opening this summer - Heartlake City, based on the popular Lego Friends line of toys. The area will include a new ride called Mia's Riding Adventure and a new interactive show as well as new shops inside the Heartlake Mall.

In addition to the new hotel, the resort has more than 50 rides, shows and attractions and a separate water park all aimed at children aged two-12.

Room rates start from £183 for a family room (for two adults and up to three children) including a breakfast buffet (excluding park tickets).

For more information see [www.legolandhotel.com](http://www.legolandhotel.com) and [www.florida.legoland.com](http://www.florida.legoland.com)



**THE ORLANDO EYE** is poised to become Orlando's newest icon when it opens in spring. Standing at 400ft tall (122m), it will be the tallest observation wheel on the east coast of the US. Located at the I-Drive 360 entertainment and dining complex, guests will be lifted away in an air-conditioned glass capsule as they take in 360-degree views of Central Florida.



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## travelbulletin

Giving agents the edge

We asked our staff the following question this week:

**What do you usually have for breakfast?**

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**DISNEY WORLD** Resort in Florida will see the launch of AVATAR in 2017. Walt Disney Imagineering, in collaboration with filmmaker James Cameron and Lightstorm Entertainment, is bringing to life the mythical world of Pandora, inspired by Cameron's AVATAR, at Disney's Animal Kingdom theme park. The new land of floating mountains, bioluminescent rainforests and soaring Banshees will become real for Disney guests to see, hear and touch. Meanwhile, this year sees the completion of Disney's Polynesian Village Resort - which will feature refurbished guestrooms, a new childcare area, a renovated Nanea Volcano feature pool area, a new children's water play area and an enlarged deck to accommodate poolside seating.



### GO APE TO OPEN FIRST CITY PARK THIS SPRING

Following a turnover of £18.2m and record visitor numbers of more than 820,000 to its 28 UK sites last year, Go Ape is unveiling a new 'Go Ape City Park Adventure' concept with the launch of its first urban course in Battersea Park this spring. In a new twist on the established Go Ape Tree Top Adventure, the Battersea Park site will feature a more condensed yet challenging tree top adventure for adults and children set against the backdrop of one of London's most popular parks. Later in the year, three Tree Top Junior courses will be added to existing sites in Bracknell - Berkshire, Forest of Dean - Gloucester and Trent Park - Cuckfield. For further information see [www.goape.co.uk](http://www.goape.co.uk)

### puzzlesolutions

**Crossword:**

Across: 1. KLM, 3. VENETO, 7. TEL AVIV, 8. RIO, 9. EVORA, 11. TWEED, 12. UAE, 13. RUFUS, 15. LENIN, 17. CDG, 18. REBECCA, 19. ANKARA, 20. ICE.

Down: 1. KATIE PRICE, 2. MALMO, 4. NOVOTEL, 5. TIREE, 6. GOLDEN GATE, 10. AUSTRIA, 14. FAGIN, 16. NICKI.

Highlighted Word: MADRID

Travagrams: (top) St Helena

(bottom) Conrad Maldives Rangali Island

Where Am I?: Ramsbottom

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