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February 14 2020 | ISSUE NO 2,141 | travelbulletin.co.uk

Giving agents the edge

AGENT INSIGHT

Neil from Travel Counsellors enjoys the Orient Express

PERSONALITY BULLETIN

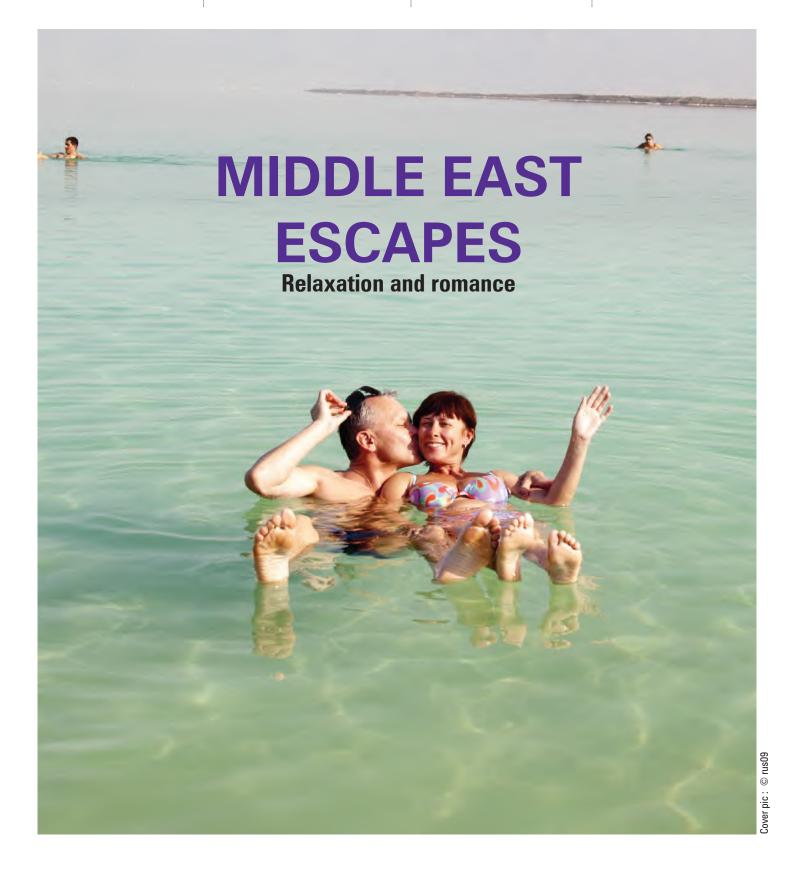
Charlotte Sargeson from Flexible Autos on having fun at work

SPAIN & ITS ISLANDS

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ITALY

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7 nights with breakfast

Includes reduced rates

Highlights

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Flights with Emirates from London Gatwick. Valid for departures 28 Sep - 05 Oct 2020.





Pattaya

Centara Grand Mirage Beach Resort ****

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Highlights

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THIS WEEK

04

NEWS

Industry-wide updates to keep you informed and on top of your game



AGENT INSIGHTNeil from Travel Counsellors shares a personal story



EVENT BULLETINPics from our Luxury and
Spain & Canaries Showcase events



SPAIN AND ITS ISLANDSNew ideas for selling to this ever-popular destination



MIDDLE EAST Extending romantic holidays beyond February 14



ITALYExperience this bella destination in style

BOLD EXPLOITS

British families are looking for great adventures while on holiday, according to research conducted by ABTA.



WHILE CLASSIC beach and city holidays in Spain, Greece and France are still in greatest demand, ABTA Members report that families are responsible for driving longer haul bookings, particularly for destinations such as Orlando, Dubai, Cancun and Barbados. Looking for new experiences, families are varying the destinations they are visiting too, with visits to Africa and South America on the rise - from 8% and 7% respectively in 2018 to 13% and 11% in 2019.

Africa, Kenya and Botswana in particular are more popular amongst older families – 50% and 46% respectively vs 19% and 17%. Whilst in South America, Peru and Brazil are attracting younger families –

18% and 28% respectively vs 9% and 15%.

Young families at the same time are showing greater enthusiasm for cruise, which has grown in popularity by 10% in the last four years. Many cruise ships today are being built with multigenerational travel in mind – family cabins, water parks, theatres and game areas are all now more commonplace on modern ships.

When it comes to sustainable travel, families are taking a greater interest too. How animals are treated is their highest concern (66%), with families viewing and interacting with animals, either in captivity or in the wild, more so than any other

demographic. Responding to these concerns, ABTA has launched the second edition of its Animal Welfare Guidelines, with updated unacceptable practices such as contact or feeding of elephants without a barrier, including riding and bathing elephants.

3

Other top concerns for families are nature conservation (63%) and preservation of culture and heritage (61%).

The findings also show an increased reliance on technology for support during the booking process. Families increasingly welcome the efficiency and convenience of using the internet to get support for travel arrangements.

travelbulletin.

Published by : **Alain Charles Publishing (Travel) Ltd** University House, 11-13 Lower Grosvenor Place London, SW1W OEX









Dancing on the ceiling with Shearings and Lionel

SHEARINGS HOLIDAYS has launched new five-day coach breaks to see Lionel Richie when he performs live at Scarborough's Open Air Theatre in June.

Performing a host of songs spanning his career, fans will be able to enjoy hits such as Three Times A Lady, Dancing on the Ceiling; Hello; Say You Say Me and of course, All Night Long.

Shearings Holidays coach breaks include half-board accommodation, a ticket to the concert which is within walking distance of the hotel and one or two excursions, depending on the tour.

One example is the fiveday Scarborough, York and Lionel Richie Coach Break. Departing June 8, price includes all coach travel from various North West pick up



points, four night's halfboard accommodation at the Bay Norbreck Hotel in Scarborough, tickets to the concert on June 9 and a full

day excursion to York and a half day trip to Whitby. Based on two sharing. For more information, go to www.shearingsagent.com

Trans-Atlantic adventures with **Carnival Magic**

CARNIVAL MAGIC will operate a 2021 cruise schedule featuring two trans-Atlantic crossings, a series of European voyages, a summer schedule from New York and Caribbean sailings from Port Canaveral, Florida. Carnival Magic will sail from four cities across two continents visiting 33 destinations in Europe, the Caribbean, Bermuda, The Bahamas, New England and Canada in 2021.



In November 2021, Carnival Magic will shift to Port Canaveral for a schedule of six- and eight-day Caribbean voyages from the Space Coast. Two, six-day itineraries are offered - one visiting Amber Cove, Grand Turk and Half Moon Cay or Nassau while another features Cozumel, Belize and Costa Maya. Eight-day eastern Caribbean cruises call at St. Maarten, St. Kitts, San Juan and Grand Turk, while eight-day southern Caribbean voyages feature Aruba, Grand Turk and Curacao or Bonaire. There are also seven-day voyages visiting destinations in the Caribbean. The programme runs until April 31, 2022. www.carnival.com

Warners makes no bones about smooth '70s sounds

WARNER LEISURE Hotels invites guests to enjoy the hits of Boney M featuring Maizie Williams when they perform exclusively at its Sinah Warren property later this year. As one of the most successful bands of the 70s, guests will enjoy hits including Daddy Cool, Rasputin, Rivers of Babylon and many more.

A three-night weekend Star Break stay to see Boney M featuring Maizie Williams perform live starts from £310 per person. This price is based on two adults sharing a Standard Room when arriving on August 21,

and includes the Simply Dine package (English and continental buffet breakfasts and three course evening meals).

The Boney M shows are part of the Warner RE-MIXED series of music-oriented breaks, which will be held across all 13 properties between now and February 2021. As well as Boney M, other acts include tributes to Neil Diamond, Whitney Houston and Amy Winehouse, as well as the National Symphony Orchestra. www.warnerleisurehotels.co.uk



The power of one with Explore solo savings

EXPLORE HAS launched its 'Go Solo & Save' deal with no single supplement. Nearly half of Explore's customers travel alone - this is a great selling point for agents as many solo customers enjoy small group trips. One of the trips on offer is 'Highlights of Lebanon', with a saving of up to £265 per person. Travellers will be able to stay overnight in the grounds of a working monastery in the Qadisha Valley, a UNESCO World Heritage site and experience rural Lebanese life. Prices for this eight-day trip start from £1,570 per person including flights, transfers, single room, breakfast, and an Explore leader. www.explore.co.uk

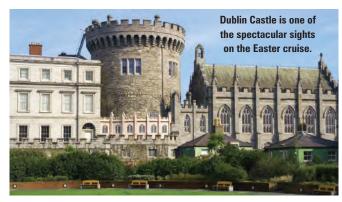
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Celebrate Easter at sea with TV comedy legends

CRUISE AND Maritime
Voyages is offering the
opportunity for Easter fun onboard their traditional ocean
liner Astoria. Comedy
performances will entertain
passengers and themed
church services on board will
allow for spiritual reflection.

Comedians on board include Jimmy Cricket, Frank Williams from *Dad's Army*, and Sue Hodge from *Allo Allo*. This line-up will be joined by BBC Radio 2's musician Charles
Timberlake, and TV`s
Reverend Cindy Kent and
Reverend Colin Beevers.

Passengers can enjoy the scenery of Scotland with a sprinkling of Ireland and the chance to explore Belfast, including the Titanic museum. This itinerary departs from Poole calling at Belfast, Stornoway, Oban, staying



overnight in Fort William for exploring the Scottish Lochs, Dublin, Cobh for Cork and Bantry for Ring of Kerry. Highlights include optional excursions to the Scottish Highlands and the Lochs as Astoria stays overnight in Fort William, plus an optional excursion to the Titanic Experience in Belfast, and in Dublin explore Dublin Castle, Trinity College and the Ha'penny Bridge. Calling in Cobh offers the chance to visit

the city of Cork to explore the maritime history or see the legendary Blarney Castle.

The fare quoted is based on two people sharing a twin inner cabin and includes full board cuisine, afternoon teas and late night snacks.

This special themed cruise sails from Poole on April 6 for 11 nights exploring the Scottish Lochs and the Emerald Isle, fares start at £599 per person.

www.cruise and maritime.com



FLIGHT BITES

- Launching this spring,
 British Airways will now be
 offering an exciting new flight
 route to the beachside towns
 of Dalman and Bodrum in
 Turkey, with flights departing
 from London Heathrow from
 May 23.
- Emirates is adding a fourth daily service to Dhaka, the capital of Bangladesh, pictured, from June 1.
- Norwegian is launching a new non-stop service from London Gatwick to Aktion Airport, which serves Preveza and Lefkada, Greece with fares from £60.50 one-way available to book now.
- Air Europa has standardised its boarding procedure across all flights once priority passengers are on board, all flights will board from the back. Priority boarding is given to passengers with special needs and families with babies who are the first to board on all Air Europa flights. Next, Business Class and Elite Plus Class passengers can board, followed by Elite and Priority Boarding customers.

ABTA issues new member guidance on Brexit

FOLLOWING THE UK's departure from the EU, ABTA has published new member guidance to explain the latest developments. The priorities include an air service agreement to protect flights, replacing the mobility benefits of the EU Posted Workers Directive, and reciprocal healthcare. The UK also needs to open discussions with third countries, including Switzerland, around access for occasional coach services.

Brexit advice for members is available in the 'Member Zone' on the ABTA website. The

association will be addressing the topic of employment after Brexit at an event in London on February 24, entitled 'Brexit – The Immigration and Skills Challenge'. Luke Petherbridge, head of public affairs for ABTA, commented: "The risk of no-deal may have subsided for now, but there is much work to be done to help shape the UK's future relationship with the EU to protect our industry and ensure the public can continue to holiday and travel with the same rights and freedoms as they have today."



A sail on the Seine for lovers of fine gardens

SPECIALIST GARDEN holidays operator Brightwater Holidays has introduced a new garden-themed river cruise on the Seine for 2020, in partnership with A-ROSA River Cruises. The eight-day 'Seine River Cruise' itinerary, on board the A-ROSA VIVA, includes visits to the outstanding gardens of Normandy, Jardin de Plume; the Bois des Moutiers, and Versailles. Guests will stay on a premium all-inclusive basis, with gourmet buffets and drinks included. Prices are from £2,495 per person, departing September 3, including Eurostar travel from London St Pancras to Paris Gard Du Nord, the cruise and excursions. www.brightwaterholidays.com

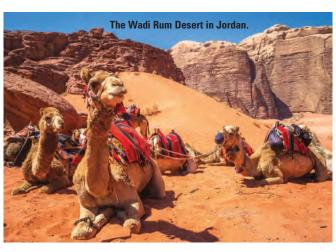
Kick start your 2020 travels with Intrepid Travel

BOOK A trip with Intrepid Travel by February 29 to take advantage of the £1 deposit on its small group adventures. The offer is valid for travel on all 2020 departures.

With more than 1,000 itineraries to choose from, travellers will be spoiled for choice.

The adventure travel operator builds responsible travel fundamentals into all of its itineraries, with the aim of investing in local communities, show respect and curiosity for different cultures and traditions, and experience genuine connections along the way - meaning travellers can make sure they're benefiting the destinations they visit.

An example of a trip is 'Explore Jordan', with eight days from £855 per person.



Travellers will have the ability to discover the fascinating mix of natural oddities and ancient wonder of Jordan on this eight-day trip. Live it up in cosmopolitan Amman, explore the mystic desert landscapes in Wadi Rum, visit the towering ruins of Petra and trek to its remote hilltop

village, and discover the vibrant mosaics of Madaba. After a day of four-wheeldriving in Wadi Rum, guests will spend a night under the stars with a special experience at a desert camp - full of good food and warm hospitality. www.intrepidtravel.com/lowdeposit

CLIA to continue Facebook Live webinars

CLIA UK & Ireland has released new dates for its upcoming Facebook Live webinars, aimed at travel agent members. following its success last year.

During the live learning sessions CLIA UK & Ireland director, Andy Harmer, is joined by cruise line executives to discuss upcoming news, latest trends and selling advice, with the opportunity for viewers to ask questions live.

Some of last year's webinars were with Virgin Voyages, Silversea, and a webinar joined by Aurora Expeditions, Ponant, Celebrity Cruises and Scenic.

www.cruiseexperts.org/mem bers-hub/cruise-daily/livelearning/

Jetset 9

Whichever generation you are, saving your work will always be in fashion!







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HOTEL BITES

Strategically located at the heart of Downtown Dubai, the timeless French hotel, Sofitel, has debuted a customised range of family suites.



AMResorts is expanding its portfolio in the Dominican Republic with the opening of a new five-star family property opening in March 2020.



Radisson Hotel Group has announced the signing of the Radisson Hotel Saint Denis in Reunion Island, the Group's entry into their third Indian Ocean Island.



Villa Aurora — above the port of Agios Nikolaos — is a new, highend hillside retreat nestled on the eastern slopes of Volimes village and enjoys serene views of the





Tickets please! Eurostar London-Amsterdam on sale

EUROSTAR WILL operate its London-Amsterdam service fully direct to and from the Netherlands from April 30. The new connection – direct both ways – will offer hassle-free travel between these cities.

With fares from £35 each way, tickets for the direct return journey are available now, for travel from Amsterdam starting on April 30 and from Rotterdam on May 18.

The direct inbound journey from Amsterdam to London will start with two services, with the aim of increasing to a third, and then a fourth.

A sea of savings with Fred. Olsen

HOLIDAYMAKERS LOOKING to book their next break can enjoy savings of up to £300 per person on more than 170 ocean and river sailings with Fred. Olsen Cruise Lines when booked by March 2.

On selected sailings of five nights or more, guests can enjoy a saving of £100 per person, rising to a £200 per person saving for selected cruises between nine and 12 nights, and £300 per person for selected sailings of 13 nights and above.

Jackie Martin, marketing and sales director at Fred.
Olsen Cruise Lines, said:

"February is a great time to be looking ahead to your travel plans, with the dark nights already starting to feel shorter and the longer days bringing with them daydreams of the places you



love to visit, or new destinations you would love to explore."

"These savings can be found right across our ocean and river fleet, so whether you're looking to escape the winter temperatures with an exotic break to the Caribbean, enjoy a short city break in a romantic European capital or explore the quaint towns and

majestic cities found along the banks of the Rhine, Moselle, Main and Danube, Fred. Olsen has an itinerary to suit you."

An example of a trip include: Black Watch's 11-night W2013 'Norwegian Fjords with National Day in Oslo' cruise, departing from Liverpool on May 12. Prices start from £1,499 per person. www.fredolsencruises.com



UNTIE PAULINE is the jewel in our family's crown. Direct and blunt. When we lost dear Uncle Mac, we worried about how Pauline would manage without the love of her life. He was as fine man, but a little tight with cash, so Pauline wanted to do the thing that he'd never pay for - a trip on the Orient Express.

Unfortunately, in June last year, Pauline discovered that for the third time she was going to have to fight cancer. With her usual bluntness, she said she'd need to experience the Orient Express quickly as she might not be here in 2020, so we hastily arranged for me to accompany her on her dream trip. The first part of the journey was aboard the British Pullman, a classic, art deco style train. The noise and smell when it pulled in took you back to black and white images of steam trains. A welcome glass of fizz and four-course brunch set the tone as we raced towards Folkestone. A swift transfer from the Pullman to a fleet of waiting coaches took us to Calais.

As we pulled up to the Orient Express, Pauline grabbed my arm and looked like a kid on Christmas morning! The cabins had beautiful picture windows framing the view. Our cabin manager greeted us with more champagne and our invitation to a black tie dinner. Everyone dressed up in their finest attire. The meal was superb - lobster bisque, dover sole and a cheese board! We slept well and woke to views of the alps. A continental breakfast was served as the train sped through the Italian lakes, passing Lake Garda and Verona, before reaching Venice. It was an amazing couple of days. Pauline loved it. I've often helped people achieve their trips of a lifetime, but having a ringside seat for this was incredibly special.



THE NAKED TRUTH... Agents might be in for a surprise with a survey revealing that 41% of Brits would go on a naturist holiday. This is according to a poll of 4,281 people by Faraway Furniture. More men (30%) were keen than women (24%) to take a clothing-optional trip with the main reasons for booking such a holiday being an even suntan (68%), connecting with nature (43%), trying something new (39%) and helping the planet (30%). The survey revealed that benefits included improved body confidence (48%), not having to pack many clothes (88%) and meeting new people (36%).

Free-flowing fun for post-prohibition Missouri

VISIT MISSOURI is gearing up for a buyt 2020 with the opening of the first Tiger Woods-designed public golf course, the 100th anniversary of Prohibition and the lead-up to the state's bicentennial celebrations in 2021.

Payne's Valley is set among the majestic Ozark Mountains near Big Cedar Lodge and is named after Ozarks-native golfer, Payne Stewart. It is scheduled to open in June and is the first public-access golf course designed by 82-time PGA TOUR winner Tiger Woods and Woods-led golf course design firm, TGR Design. The design of Payne's Valley creates a championship-calibre, family-friendly golf experience for players of all skill levels to enjoy.

Prohibition had a profound impact on Missouri where wineries, breweries and distilleries were flourishing before the 18th amendment was enacted in January 1920. Once Prohibition was repealed, Missouri re-established its reputation as a producer of fine wine, beer and spirits. Today, there are speakeasy bars in Kansas City and St. Louis where visitors can sample cocktails and learn about Prohibition. For more information, go to www.visitmo.com



FEBRUARY 14 2020 | travelbulletin.co.uk AGENT BULLETIN

AGENT INCENTIVES

- GOLD MEDAL is offering agents the chance to earn triple Farebank Rewards on all Arabia packages booked until February 16. Destinations include Dubai, Abu Dhabi, Qatar and Ras Al Khaimah. Agents can earn £3 per room night, £3 per economy flight passenger, and £10 per business or first class flight passenger. The triple rewards mean that a five-night trip usually earning £7 Farebank Rewards for agents is currently earning £21. They can be redeemed at a range of high street shops or can be used against agents' own holidays. Agents can also make the most out of the customers looking for luxury holiday experiences as the operator's luxury brand Pure Luxury is offering the increased rewards on Arabia and Indian Ocean bookings until February 16. Agents can earn from £35 to £1,000 in just one booking, which can also be spent at a range of high street shops or on a Pure Luxury holiday itself. www.goldmedal.co.uk
- LINKS TRAVEL & Tours has extended its January incentive for travel agents to include February bookings. Agents can earn £20 Love2shop voucher for every booking (small group tour and tailor-made journey) confirmed over the value of £2,098 between January 2 and February 29 inclusive. The voucher will be sent at the end of the month. This incentive is per booking, so the more bookings made, the higher the value of vouchers received. Brian Langford, travel trade manager at the operator, said: "Following the excellent response we had to the January incentive, we have decided to extend it to cover February bookings. We really appreciate the effort that agents go to when they sell our product, especially with the current situation in China and we are delighted to be able to thank them in this way." No claims for the vouchers need to be made by agents, as the company will arrange everything. www.linkstravelandtours.co.uk/travel-agents/agents-portal/january-2020-incentive/
- TRAVEL AGENTS can earn up to £50 in Compliments shopping vouchers throughout February by making a booking with Fred. Olsen Cruise Lines' 'Save up to £300 per person' offer. The 'Save up £300 per person' offer is valid for bookings made by March 2 inclusive. On selected sailings of five nights or more, guests can enjoy a saving of £100 per person, rising to a £200 per person saving for selected cruises between nine and 12 nights, and £300 per person for selected sailings of 13 nights and above. Agents who make a booking onto one of the included sailings will earn a £20 voucher for every Interior Room booking; £30 for every Ocean View or Superior Ocean View; £40 for every Balcony Room and £50 for every Suite. In order to qualify, they must use the promotional code TREATME at the time of booking. www.fredolsencruises.com/agent





AS BOOKYOURWEDDINGDAY.COM celebrates 10,000 bookings, it offered the milestone couple, Darrel and Jodie, a week's vacation at the Olympic Lagoon Resort in Ayia Napa, Cyprus on October 21, 2021. The booking was made at one of TUI's stores in Edinburgh.

AGENT TRAINING

CLIA IS conducting a virtual course – Accessible
Cruise Travel - Travel for All – for agents on
February 19, 3pm-4pm Eastern US time.
The seminar will cover meeting the needs
of the accessible market; the basics of effective
marketing and communication practices; and,
resources available to help your knowledge
grow. Price for CLIA members is £45 and £61
for non-members.

www.cruising.org/events/2020/february/virtual -course-accessible-cruise-travel-travel-for-all



Promoting Japanese destinations through cruises

A CRUISE seminar for Japanese ports, held last week in London, aimed to promote the country's lesser-visited destinations and maintain visitor momentum beyond the Tokyo Olympics and Paralympics.

The seminar focused on six port regions across Japan - Aomori ports, Kanazawa Port, Sakai Port and Sakaiminato, Kitakyushu Port, Hirsohima ports and Kobe Port - and delegates were updated on the latest infrastructure developments at passenger terminals, as well as tourist attractions, cultural events, historic sites and cuisine unique to each port area of Japan.

The cruise market to Japan is on the rise, with 2,800



Japanese cruises can lead visitors to remarkable sights.

cruise ship stops made in 2019, double the 2014 figure this equated to 2 million cruise ship passengers visiting Japan last year.

With the ports located away from Tokyo, cruises to Japan have the potential to offer visitors a range of experiences, such as the Sannai Maruyama

archaeological site in Aomori, which dates back to 300 BCE; and the Sanbutsjui Temple (pictured) in Tottori, near Sakaiminato

Attendees were able to meet with companies which sail to Japan, including Carnival UK, Cunard, P&O, MSC Cruises, Noble Caledonia and Fred. Olsen.

Shop up a storm with Canadian Affair agent incentive

AGENTS CAN earn Love2shop vouchers worth £25 for every tour operating passenger booking they make with Canadian Affair by February 29.

The incentive is valid on new bookings for travel through 2020 and 2021. Qualifying holidays are flight bookings with a minimum of three-night hotel stay, plus ground-only bookings. Lee Rogers, product and commercial director, said, "We are delighted to be able to offer this exciting incentive to our travel trade partners across the UK and wish them happy shopping!"

Agents should contact Canadian Affair's trade line on 020 7616 9192 to book.



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Win a £50 M&S voucher in the

travelbulletin Su Doku prize puzzle A

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

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

competition@travelbulletin.co.uk

Closing date for entries is Thursday, February 20th. Solution and new puzzle will appear next week.

The winner for January 31st is Pauline Dougherty, Travel Counsellor in Kent.

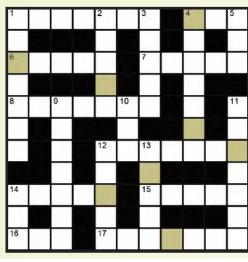
January 31st Solution: A=4 B=2 C=9 D=3

Α					2	1	6		3
		2		8	4				
	1	4			6		5	8	
В							4		1
		1		6		7		9	
С	3		9						
		6	4		9			5	8
					8	6		7	
D	5		1	4	7				



ROSSWORD

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



Across

- 1. Vibrant resort city in Thailand (7)
- 4. English singer song writer, ____ Smith (3)
- 6. Japanese city (5)
- 7. Santa Eulalia is a popular resort on this island (5)
- 8. East African capital city (7)
- 12. Match of the Day pundit, Alan (7)
- 14. Chicago's international airport (1'4)
- 15. Peninsula, Mount and Desert (5)
- 16. Flag carrier of Pakistan, initially (3)
- 17. Racecourse famous for the Grand National (7)

Down

- 1. Joaquin who recently won a BAFTA for his role as Joker (7)
- 2. Car Hire company (5)
- 3. TV channel featuring British and US crime dramas (5)
- 4. Comedian Frank, recently seen in his Showbiz tour at London's Garrick Theatre (7)
- 5. Airline initially, with an HQ in Beirut (3)
- 9. Midwestern US state (7)
- 10. Bahrain international airport code (3)
- 11. Kiev is the capital (7)
- 12. Medieval city in Tuscany (5)
- 13. City in the Ruhr region of Germany (5)
- 14. Better known as a senior citizen (3)

Mystery Word: SOMERSE Where am 1? - The Grampian Mountains, Scotland



AUTOMATIC FUN

Charlotte Sargeson, sales manager - north, for Flexible Autos makes sure there is always time for a spot of silliness in between the serious business of helping agents sell more.

What's your favourite household gadget?

Alexa! I am slightly obsessed with the weather and always asking what the weather is going to be like, especially in our job when we are driving every day.

What's a typical work day like for you?

Visiting our agent partners throughout the north of England, conducting training, attending events and conferences.

What's a typical weekend?

Both my boys play grassroots football and most weekend are spent watching them and spending time with friends and family.

Where would you most like to visit and why?

The Maldives – a totally relaxing holiday where you can switch off the whole time you are there and let the world go by.

What trait do you dislike in other people?

Pessimists - people who are always

glass half empty and always look at the bad side of things.

Do you have any nicknames?

Bubbles from 'Absolutely Fabulous'!

What's your most embarrassing moment?

Getting the date wrong for a Travel Bulletin event and Simon Eddolls calling me when I'd just put the kids to bed saying, 'Hi Charlotte everyone's here and you're not!' I got in my car and made it to Leeds with minutes to spare!

"My inspiration is my first supervisor at Airtours - she took me under her wing"

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

That we were not so heavily reliant on emails. Pick up the phone, it's good to TALK - that is how we build our great relationships.

What's the best thing about your job?

We really do have the best team and this makes coming to work so much fun. How many jobs do you get to dress up as a Mario Brother?

Who is your inspiration in the travel industry?

My first-ever supervisor at Airtours. She took me under her wing - if it wasn't for her, I don't think I'd have stuck it out!

What skill are you most proud of?

Ability to adapt. This applies every day, depending on who we see, train or meet.

What do you love about the travel industry?

There really is no other industry like it. The people make it and I couldn't imagine ever leaving travel.























WARM UP IN THE CANARIES

This Spanish archipelago remains the top holiday destination for Brits looking for winter sun.

RESEARCH CARRIED out by ABTA has revealed that the Canary Islands boast the top destinations for British tourists looking for winter sun with Fuerteventura, Tenerife, Lanzarote and Gran Canaria already seeing strong bookings.

At this time of year, temperatures in the region are often more than three times the average temperature at home,



usually peaking between 17-20°C.

The islands are popular for their sun, sand and sea holidays and lie in the Atlantic Ocean, off the coast of northwest Africa.

Overall, the research by the travel association found that almost six million UK holidaymakers have made a getaway to warmer climes this winter.

More than two-fifths (44%) of people have taken, or are considering taking, a winter holiday this season. Whilst winter sun is the most preferred option (25%), the second most popular trip is a city break (21%), with 25-34 year olds being the most likely to take one (28%).

Package holidays continue to dominate the overseas UK holiday market, with half of the holidays people take each year being package breaks – a figure that has held steady since 2014.

Packages also provide excellent value for money, with more than half of holidaymakers (51%) saying they have booked a package because it was the best option for the price.

Victoria Bacon, ABTA's director of

brand and business development, said: "A holiday with some sunshine is a great way to beat the winter blues, and now is a great time to explore your options and book a winter getaway.

www.abta.com



Currency: Euro £1 is €1.17

UK time difference to Madrid: +1hr GMT

Approx flight time to Madrid: 2hrs 20mins

Approx flight time to Tenerife:4hrs 40mins

Approx flight time to Mallorca: 2hrs 20mins

OLÉ MADRID!

Spain's capital city is changing fast - and with some big developments being unveiled this year, it's on course to being a leading world-class destination.

MADRID IS well known for its food, culture and football teams, but the city has much more to discover this year.

The city has been undergoing some important renovations around the historic Plaza de Canalejas, next to the busy Puerta del Sol, in the heart of the capital.

Following the the revamp of the façades of seven iconic buildings, the complex looks set to become a new landmark in the city.

It will boast Spain's first hotel by luxury chain Four Seasons - due to open later in 2020 - and the high-end department store Galería Canalejas. Inside the sleek retail space, there are designer shops and a gourmet food hall offering cutting-edge cuisine with a number of Michelin-starred chefs signed up to serve world-class gastronomy.

Elsewhere in the city, Liria Palace, known as the "little Royal Palace", which opened to the public last year, has started to offer tours. Built in the 18th century, the palace is the official Madrid residence of the House of Alba, a family with an important and ancient lineage that is closely entwined with Spanish history. For over six centuries, its members have been important art collectors and custodians. In the palace, their descendants showcase part of its private art collection, including important works by Goya such as his portrait of the Duchess of Alba, as well as works by Velázquez, Murillo, Zurbarán, El Greco, Ribera, Rubens and Titian.

Also a highlight for 2020, is the world famous Cirque du Soleil, which plans to perform in



Madrid every autumn for the next few years.

Over the past 21 years, the Canadian company has visited on eleven occasions. and more than 2.5 million people have watched its shows. In recent years, Madrid has been a regular stop on the troupe's international tours, which is why it wants to visit the city every autumn with a new show, making it a permanent fixture on its calendar. www.esmadrid.com

Galicia promotes woodlands and water

THE TOURISM board for Galicia is urging visitors to experience the autonomous community's natural wonders with promotions for the region's woodlands and springs.



The north-western region on the Atlantic coast is home to extensive woodlands as well as its famous beaches. On the board's website, agents can help clients plan trekking holidays with route planners for 17 different walking holidays.

The region also boasts more than 300 hot springs, which have been used since Roman times for rejuvenation and relaxation. There are 10 springsbased itineraries on the website to offer clients a range of experiences from wellnessfocused holidays to post-pilgrimage spa breaks. www.turismo.gal



Menorca is awarded the European Region of Gastronomy 2022

THE BALEARIC island of Menorca has officially been awarded the European Region of Gastronomy 2022 title.

On January 18 the announcement was made in recognition of the region's efforts to support local food and cultural diversity. The European Region of Gastronomy project promotes local products and cuisine in accordance with principles of sustainable development. There will be a programme of events for Menorca that will culminate in 2022. President of International Institute of Gastronomy, Culture, Arts and Tourism, Dr Diane Dodd, who presented the certificate, said: "Menorca is a small island but an enormous leader in sustainability. This together with the rise of an amazing gastronomic movement in recent years, the dedication and passion of all the stakeholders, the creativity and talent on the island, the culture and heritage is why Menorca has been selected as European Region of Gastronomy."

Travel in slow-mo around the Balearics

WITH THE rise of 'slow travel', the Balearic Islands tourism body has highlighted some healthy retreats to solo walks to help visitors embrace the trendy new art:

Horseriding through Menorca

Menorca offers idyllic sandy beaches and multiple horseriding routes. One of these trails, Camí de Cavalls, is a historic path running around the entire coastline of the island. Equestrian fans shouldn't miss the annual Menorquin Horse Fair held in the second week

Pedalling around Palma de Mallorca

Mallorca's capital offers a convenient cycle lane around Palma, ideal for flat and easy cycling. The route features S'Arenal; a beach located only



few miles outside of the city, and a very popular suburb of Palma, Portixol.

Paddleboarding in Ibiza

For those wanting less competitive activities, paddleboarding is a far more relaxed option and is ideally suited to the chilled Ibizan waters during the spring.

Get creative in Formentera

Formentera offers some of the most unspoilt beaches in Spain. Every year, the island

invites photography lovers to Formentera Fotografica, a fiveday long festival full of workshops and film screenings.

Hiking in Mallorca

The Mallorca Walking Event attracts hundreds of participants in early April every year. Three different routes, ranging from 7.5 miles to 18.5 miles, lead through multiple locations in the Calvià district. www.illesbalears.travel.

New law to combat antisocial behaviour in the Balearic Islands

THE BALEARIC Islands government has approved a Decree Law to combat alcohol excess in Plava de Palma, El Arenal, Magaluf and the West End of Sant Antoni de Portmany.

The new regulation prohibits jumping between balconies, organised pub-crawls, forms of advertising that encourage alcohol consumption as well as open-bars or happy hours and the closure of self-service drink dispensers. Off-licences selling alcohol are required to close between 9.30pm and 8am.

Offences will be met with fines or suspension of activity. This regulation is the first of its kind to be adopted throughout Europe.







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MIDDLE EAST



FLOAT IN LOVE

Couples hunting for their next romantic getaway can hop into Jordan and get dirty in the Dead Sea with its therapeutic mud.

IT'S THE month of love, and Jordan has a lot on offer for lovebirds. If your client is looking for a day trip to the Dead Sea and soak up in its mineral-rich mud, Amman Tourist Beach is a great location.

If they are adrenaline junkies, tell them to look no further than Royal Aerosports Club. With October and November as the high season, tourists can get their aviation fix with professional skydiving, or go for a recreational flight and get an aerial view of the beautiful Jordanian landscapes. Wadi Mujib is a natural park with diverse plants, flowing waterfalls, hiking trails and relaxing hot springs.

Have you heard of the Dead Sea Ultra Marathon? It is an international 'fun run' that takes place every April and raises money for The Society for the Care of Neurological Patients. It starts in Amman and runs 42km (26 miles) to the Dead Sea. Fear not, it is mostly downhill.

Jordan's ancient city of Petra, a

UNESCO World Heritage Site, will be a visual feast for architecture aficionados. Rainbow Street in Amman is lined with cafes, restaurants and a few art galleries. It is ideal for shopping or a simple date night.

Wadi Rum is a desert reserve, widely featured in films, especially as an outer space setting. It has plenty of options when it comes to activities such as hot air balloon, microflight, horseback riding, jeep tours, and train of Jordan Heritage Rivival Company.

Ffestiniog Travel is offering a nine-day 'Jordan: Steam Petra & the Dead Sea' tour, departing November 2. It costs £2,525 per person based on two sharing, including flights (London), visa fees and assistance on arrival in Jordan, half-board hotel accommodation (in Amman, Petra, Wadi Rum and at the Dead Sea), one night in the desert in an en suite goat-hair tent, all excursions and transfers as per the itinerary, and

the services of a tour leader from London and throughout the tour, plus a local English-speaking guide in Jordan. For more details, go to www.ffestiniogtravel.com/escorted-tours/worldwide-grand-tours/jordan-ste am-petra-the-dead-sea

Abercrombie & Kent's 'Classic Jordan' is a six nights tailor-made tour from £1,895 per person. Guests will take a journey through history, take the the Kings' Highway to see Madaba's mosaics and the Castle at Shobak. Hewn from rose-red rock, the Nabatean city of Petra emerges from an alley with towering walls of sandstone rock. They will get to float in the Dead Sea's healing waters and traverse the desert of Wadi Rum with a Bedouin guide. www.abercrombiekent.co.uk/destination s/north-africa-and-middleeast/jordan/classic-jordan For more information, go to www.visitjordan.com

FEBRUARY 14 2020 | travelbulletin.co.uk MIDDLE EAST 2

LATE DATE NIGHT IN DUBAI



BURJ AL Arab Jumeirah has crafted a series of stay packages and dining experiences for couples to celebrate February as the 'month of love'. Quick agents can benefit from late bookings. They can choose from three stay packages. With Gold Romance comes a luxurious suite with great views, including a breakfast for two, Burj Al Arab roses and chocolates. It starts from £1,230.

Luxury Romance stay includes a suite, a signature Burj Al Arab rose bath and an intimate dinner for two in a private Royal Cabana. It starts from £2.241.

Royal Romance comes with a suite where the couple will be treated to a relaxing signature massage in the sanctuary of Talise Spa. They will spend the evening dining under the stars at an exclusive table-for-two on the bridge of The Terrace, and enjoy a five-course menu while overlooking the Burj Al Arab Jumeirah infinity pool and beyond to the

Arabian Gulf. It starts from £3,299.

Some of the dine experiences are:

Romantic Dinner on The Bridge, where guests will spend an evening at an exclusive table-for-two on the Terrace's bridge, complete with sunset views overlooking the Arabian Gulf. The experience begins at Scape where a hostess will escort them to the table through a path of rose petals. A bottle of fine French wine will be waiting, followed by a curated five-course menu by Michelin-starred chef, Kim Joinie Maurin. Priced from £1,564.75 per couple.

Romantic Dinner at Al Mahara, while seated alongside the restaurant's aquarium, couples enjoy a five-course menu prepared by Michelinstarred Chef Kim Joinie Maurin, paired with a bottle of French wine. One can surprise their loved ones with a personalised message, delivered within the aquarium by an in-house diver. It costs from £1,043 per couple.

A rejuvenating cruise

REGENT SEVEN Seas Cruises is offering a 22 nights 'Abu Dhabi to Cape Town' cruise trip aboard Seven Seas Voyager in 2021.
Sailing on October 30, the itinerary includes: Abu Dhabi, Fujairah, Muscat, Salalah, Mahé, Praslin, Port Louis, Pointe Des Galets, Fort Dauphin, Maputo, Richards Bay, Mossel Bay and Cape Town. It is priced from £10,239 per guest.



All suites include free return flights and transfers, free two- or three-night pre- or post-cruise land programme, free unlimited shore excursions, and free WiFi. Concierge Suites also include free one-night pre-cruise hotel package. Guests can combine their cruise with any of the immersive land programmes. 'Emirates: Past, Present & Future' is a three nights land tour from Dubai where guests will witness the heights of human engineering from the tallest building, the Burj Khalifa, among other things. The digital brochure can be accessed at www.rssc.com/ebrochures/BR19080 7 VTE ClickBook UK/page 39.html



An Omani rock climbing experience

ANANTARA AL Jabal Al Akhdar sits 2,000 metres above sea level on the curving rim of a great canyon, making it a treasure trove of adventure for adrenaline junkies. The five-star resort offers guests Ultimate Jabal Activity Wall, incorporating nearly 200 metres of via ferrata snaking across the cliff edge as well as Oman's first mountain zip lines. Climbers use their hands and a series of strategically placed metal steps to trace their way along the vertical rock face, before navigating jagged rock formations, ladders and vertical stairs. Nightly rates start from £402 on a bed-and-breakfast basis in a Canyon View room.



ITALIAN CLASSICS

A look ahead to a bumper year of celebrations, anniversaries and events across the country.

2020 MARKS AN important year for Italy, with the 500th anniversary of the death of the great Renaissance master Raphael, and Parma taking the title as the country's Capital of Culture.

There will be celebrations for painter Raffaello Sanzio, more commonly known as Raphael, centred mainly in his birthplace, the medieval town of Urbino famous for its Ducal Palace, and Rome, place of his death and where his tomb is located in the Pantheon.

In Emilia-Romagna, Parma becomes the Italian Capital of Culture 2020, hosting a series of events throughout the year. As well as being famous for its, Parma ham and Parmesan cheese, the city is graced with art treasures, such as the Romanic Cathedral and Baptistry in the harmonious Piazza Duomo.

The country also adds the Prosecco hills to its total of 55 UNESCO Heritage Sites, recently assigned to the Veneto Region.

Another significant event is the centenary of the great master of Italian cinema, Federico Fellini, born in Rimini 100 years ago. The city, in Emilia-Romagna, will inaugurate the Fellini Museum, where visitors will be able to experience the atmosphere of his most famous films (the iconic "la Dolce Vita" is one of those), trace his exceptional career and watch films relating to his life.

Aside from the celebrations, the main area of focus for the Italian Tourist Board

will be sustainability. It'll be building on its already strong credentials with its bio-hotels, electric vehicles, hydrogen-powered public buses, certified municipalities, protected areas with guided routes, plastic-and smoke-free eco-beaches, carbon-free travel, bike routes, and bike stations, map-app appointed walking routes, solar panel fuelled night clubs, e-bikes, blue flags, and eco-projects.



Currency: Euro £1 is €1.17

UK time difference to Rome: +1hr GMT

Approx flight time from London to Rome: 2hrs 30 mins

Italy has the most UNESCO World Heritage Sites at 55

Three of Europe's active volcanoes are in Italy: Etna, Stromboli and Vesuvius





Grand Palladium Garden Beach Resort & Spa Grand Palladium Sicilia Resort & Spa Sicily, Italy

envenuto

TO WHAT YOU WEREN'T EXPECTING

with turquoise coves named Sicily, where culture and gastronomy are the main attractions. Sicily will surprise anyone that explores its picturesque architecture and volcanic landscapes. Whether you're looking to discover all the beauty that the island has to offer or to simply relax on the beach, in the pool or at Zentropia Palladium Spa & Wellness, the only thing you'll have to worry about at the new Grand Palladium Hotels & Resorts in Sicily is enjoying yourself.

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STAR SPA

Relax at an award-winning resort in Sardinia.

DELPHINA HOTELS & Resorts is one of Sardinia's leading hotel groups with twelve four-star and five-star hotels, two exclusive residences, six SPAs and 23 villas, all immersed in the unspoilt coastline between the Costa Smeralda, the La Maddalena Archipelago and the Golfo dell'Asinara.

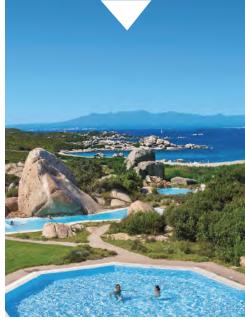
The area is rich in white sandy beaches, picture perfect coves and crystal clear azure waters.

The family run hotel group is offering a 10% Early Booking offer across all resorts, valid before February 29.

The four-star Resort Le Dune & SPA is a family-friendly resort surrounded by sand dunes, junipers and vines which face the waters of Golfo dell'Asinara at the Marina di Badesi, and will unveil an extended biological garden to allow guests to explore and learn about native plants and species.

This year, guests at Le Dune Resort & SPA will be able to enjoy free Hatha Yoga lessons in a new outdoor, sea-facing space built between the sand dunes for the ultimate 'wellness in nature' experience.

The five-star Valle dell'Erica Thalasso & SPA, which was crowned 'Europe's Leading Green Resort' at the World Travel Awards 2019, is set in a private park and surrounded by 1,400m of unspoilt coastline. It's a favourite destination for couples and families alike. This season, three of the Archipelago Suites will feature private swimming pools for



the ultimate exclusive relaxation.

Delphina provides a wide range of local experiences and on-site activities including free cooking lessons with local chefs as well as excursions on the ancient sailing boat Pulcinella.

For 2020, Delphina will continue to offer an extended season, opening on April 8 at fourstar Superior Cala di Falco Resort and closing on October 17.

Delphina hotels & resorts are within easy reach of Olbia and Alghero airports, both have regular flights from major UK airports. www.delphinahotels.co.uk.

Ffestiniog follows D'Acampo's footsteps

FOLLOWING ON from TV chef Gino D'Acampo's culinary exploration of Italy's most well known rail journeys, Ffestiniog Travel, has launched a new escorted tour to the country.

'Trams and Trains of Italy', from £2,415 per person, appeals to rail enthusiasts, lovers of Italian cuisine and travellers who want to soak up the culture.

Maria Cook, of Ffestiniog Travel, said: "This holiday showcases the sights and cuisines of some of Italy's major cities, following the steps of Gino in Milan and Turin".

The tour explores the historic and unique tram and train lines of the country, including Milan's 18 line tram network, the 10 tram lines on offer in Turin, the funicular railway of Genoa, the Railway Park Museum in Rome, and a journey on the Circumvesuviana line from Naples to Sorrento.

The 12-day tour departs on April 23 and includes a return Eurostar journey from London, a Global InterRail Pass for unlimited travel, 11 nights hotel accommodation with daily breakfast, and the services of a tour leader from London and throughout. www.ffestiniogtravel.com 01766 512 400.



Luxury City breaks with Citalia

ITALIAN SPECIALISTS Citalia is offering three holidays with stays at four- and five-star hotels.

The tour operator has a seven-night holiday to Sardinia from £749 per person – a saving up to £404 per couple. The holiday includes seven nights at the five-star Hotel Colonna Resort on a bed-and-breakfast basis. This offer includes return flights from Gatwick. Based on departures May 13.

The operator is also offering seven-nights in Puglia from £949 per person - a saving of up to £592 per couple. The break includes seven nights at the four-star Borgobianco Resort and Spell on a bed-and-breakfast basis. This includes return flights from Manchester. Based on departures June 10. Another great offer is three nights to Venice from £729 per person – saving up to £343 per couple. The holiday includes three nights at the five-star Ca Sagredo on a bed-andbreakfast basis. The offer includes return flights from Gatwick. Based on departures March 2. www.citalia.com/agents

Holina villa lifestyle



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Shearings dish up Italian favourites on **Tuscan tour**

SHEARINGS HOLIDAYS is promoting its 10-day 'Tuscan Sights & Culinary Delights ' tour, which is new for 2020. Available by coach or air, this tour allows customers to delve deeper into the culinary delights of this region.

It'll be based at the Pelagone Hotel & Golf Resort in Gavarrone and includes four excursions that explore the region and offers the chance to sample traditional Italian

Highlights include a visit to Pisa and the chance to explore a hilltop town and enjoy a tasting in the smallest pasta factory is Italy. There's a visit to an ancient butchers shop to see how salami is produced plus a tasting. There's a guided tour of Siena, a visit to a vineyard in the Chianti region for a wine and olive oil tasting, and a trip to Etruscan and hilltop Volterra to indulge in foodie favourites such as pizza, cheese and ice-cream.

The tour is available on selected dates between April and September and costs from £869 per person including nine nights half-board accommodation. www.shearingsagent.com



THE CARNIVAL of Venice is a vibrant and colourful fortnight of costumes and masks. During the celebrations, Venice turns into an even more magical place. Every corner of this fabled city on the water flourishes with shows, music and parades. As in the past, private parties and masquerade balls still happen inside the Serenissima's grand noble palaces. However, the most spectacular moments of the Venetian carnival – such as the "Flight of the Angel" and the "Festa delle Marie" – will take place at St Mark's Square, which becomes the centre of an amazing, open-air party. The carnival runs from February 8 to 25. www.carnevale.venezia.it



Discover hidden Italy by train

through the white-washed villages of Puglia. Situated in the heel of Italy, this lesser-known region is filled with labyrinthine ports, cobbled-stoned white towns and ancient historical dwellings.

Passengers can take in the attractions as they explore the coastal gems of undiscovered Italy, on this eightday all-inclusive getaway.

'Puglia All Inclusive 2020' costs £1,349 per person. This lunch and dinner each day and selected all inclusive

What is the most romantic place you've ever visited?



Jeanette Ratcliffe Publisher jeanette.ratcliffe@travelbulletin.co.uk Carmel Beach at sunset.



Matt Gill Senior Account Manager matt.gill@travelbulletin.co.uk Mykonos



Ashweenee Beerjeraz **Events Assistant** ashweenee.beerjeraz@travelbulletin.co.uk Well, it was dark ..



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CIRCULATION

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Parma the Italian Capital of Culture for 2020

PARMA IS the Italian Capital of culture for 2020. The historic town in Emilia Romagna will host a series of events throughout the year. Famous for its delicious gastronomy, Parma Ham and Parmesan cheese among other delicacies, Parma is also graced with art treasures, such as the stunning Cathedral and Baptistery in the harmonious Piazza Duomo.

Throughout the year Parma will be hosting musical events programmed by the Teatro Regio di Parma and the Toscanini Foundation, including an Opera Season devoted to the 20th Century's music. The city is halfway between Bologna and Milan and its location makes it ideal for numerous short trips to places such as Venice, Verona, Ferrara, Turin and the breathtaking villages of the Cinque Terre in Liguria. The nearest airport is Bologna, a direct train to Parma is just thirty minutes, Parma is a great location for an unforgettable culturally rich and romantic city break.





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