



# **COST SAVINGS DAY**

---

## **2016**

---



**TUESDAY 4<sup>th</sup> OCTOBER**  
Portlaoise Heritage Hotel

7.30am – 9.00am	Registration
8.00am – 9.00am	Continental Breakfast
9.00am – 9.15am	<b>Opening Address: Cost Savings Principles</b> Joe Dolan – President, Irish Hotels Federation
9.15am – 10.15am	<b>Utility Costs</b> (Energy Management and Efficiency) Joanne Daly – Senior Energy Analyst, VAYU Peter Penn – Energy Manager, Wattics Energy Analytics Ian McKenna – Sales Director, eLight Solutions Limited
10.15am – 11.00am	<b>Payroll</b> Tony Walker – General Manager, Slieve Russell Hotel Orla Murphy – HR Manager, Slieve Russell Hotel
11.00am – 11.30am	Networking Break
11.30am – 12.30pm	<b>Purchasing, Food &amp; Beverage Margins and Upselling</b> Alan Cruite – General Manager Group Purchasing, Trinity Hospitality Services Niall Caffrey – Key Account Manager On Trade, Diageo Manjit Gill – Deputy Chief Executive & Chief Financial Officer, Gleneagle Hotel Group
12.30pm – 1.45pm	Networking Lunch
1.45pm – 2.15pm	<b>ICT and WiFi</b> Seán Graham – Group IT Manager, Trinity Hospitality Services (IRE & UK) Anthony Murray – Group IT Manager, Dalata Hotel Group plc
2.15pm – 2.45pm	<b>Sales Costs, OTAs and Franchising</b> Jenny Taaffe – CEO, iZest Marketing Group Andrew O’Neill – CEO, Choice Hotel Group
2.45pm – 3:15pm	<b>Bedroom Refurbishment</b> David O’Connor – Operations Director, Great National Hotels & Resorts Group
3.15pm – 3.45pm	Networking Break
3.45pm – 4.15pm	<b>Banking and Cash</b> Joe Weakliam – Chief Operating Officer, Bankhawk Analytics
4.15pm – 4.45pm	<b>Insurance</b> John Moylan – Senior Account Executive, O’Leary Insurances Brian O’Mara – Account Executive, O’Leary Insurances
4.45pm – 5.00pm	<b>Conference Closing Address</b> Joe Dolan – President, Irish Hotels Federation

**Event Cost**

IHF MEMBERS\* - €92.25 (€75 +VAT@23%) \*Please note that this is an IHF members’ only event.

**How to Book**

Please complete all sections of the booking form and email to Carol Bergin – [conference@ihf.ie](mailto:conference@ihf.ie) or fax to IHF Head Office on 01 497 4613 by 2pm on Friday 2<sup>nd</sup> October. It is mandatory that all delegates have booked and paid in full prior to registration on 30<sup>th</sup> September.

**Parking, Train and Accommodation**

Parking is available in the Q-Park carpark directly adjacent to the Portlaoise Heritage Hotel. The hotel is providing complimentary car parking vouchers which will be given to you when you register.

The Portlaoise Heritage Hotel is located within a 5 minute walk from Portlaoise Train Station.

A limited number of single rooms are available at €75 B&B and double rooms at €99 B&B on Monday 3<sup>rd</sup> October. Please contact the Portlaoise Heritage Hotel on 057 867 8588 and quote ‘IHF 2016’ or use this promo code online. Please note these special rates are only available until 20<sup>th</sup> September.